

MARCH 2018

30 McDonald Place, Edinburgh EH7 4NH

Tel: 0131 556 8753

Email: kate@scottishwholesale.co.uk

joanne@scottishwholesale.co.uk

Web: www.scottishwholesale.co.uk

CAMPAIGN TO HIGHLIGHT ALCOHOL UNIT PRICING CHANGES TO RETAILERS

OWNERS of the 5,300 convenience stores across Scotland supplied by SWA members will be the focus of a new awareness-raising campaign on the introduction of a minimum unit price for alcohol.

This is the first stage in a large-scale campaign to ensure retailers and customers are ready for the implementation of the new legislation on May 1.

Health Secretary Shona Robison said: "Retailers are the key to ensuring the legislation is implemented, which is why it is crucial we raise awareness of this change in the law early and give people time to get prepared.

"These materials will allow shop-owners to access a valuable bank of information to educate themselves and their staff ahead of the change on 1 May."

Posters, leaflets and adverts in trade magazines are being distributed to highlight the changes to alcohol licences. Online resources will be available to provide guidance for retailers on issues like calculating the minimum unit price of a product, enforcement, and money-off vouchers.

More information on the development of minimum pricing in alcohol is available [here](#).

Do you sell alcohol?

Are you ready for minimum unit pricing on 1 May 2018?



For more information on this new condition of your licence visit minimumunitpricing.scot



PROPOSED PRICE OF 50 PENCE PER UNIT

Meanwhile, Ms Robison has also confirmed that the Scottish Government will recommend the minimum price per unit of alcohol should be set at 50 pence.

The decision was made following analysis of a public consultation, and the recommended price will now be laid before the Scottish Parliament

The full consultation report can be found [here](#).

THE Scottish Wholesale Association is currently working with Scottish Government officials to provide targeted guidance for wholesalers in the next few weeks as well as point of sale information.

This guidance will cover how to calculate MUP, cross-border trade, how to deal with multibuy promotions with non-alcoholic products, and online sales including Click & Collect.

The SWA responded to a Scottish Government consultation on the draft parliamentary order, supporting the proposed MUP of 50p per unit but raising concerns about the achievability of the implementation date of May 1.

Officials from the Government's alcohol policy team met with SWA executive director Kate Salmon, Margaret Smith from Caledonia Public Affairs, Michael McDougall from TLT Solicitors, the FWD's James Bielby and a number of SWA members to explore the impact on wholesalers and retailers.

Minimum unit pricing will be a new mandatory condition of a premises and occasional licence in Scotland as set out in the Licensing (Scotland) Act 2005. If a premises or occasional licence is not held, then MUP will not apply. A wholesaler only carrying out trade to trade business does not require to hold a premises licence and so is not required to comply with MUP.

The SWA is holding discussions with the Scottish Government on the implications for members who currently hold premises licences. If you have any questions or comments you would like to make to the Scottish Government about MUP, please contact [Louise Feenie](#).

Caroline Loudon, licensing solicitor with TLT Solicitors is leading the work on the MUP SWA guidance publication and welcomes any queries you have. Please contact her directly [here](#).

Kate Salmon said: "We are having constructive conversations with the Scottish Government regarding the implementation of minimum unit pricing and are in the process of producing a guide for wholesalers.

"This will ensure that wholesalers and their customers are clear on how the new legislation will affect them and their operating systems."

SCOTLAND'S NATIONAL CHEF GARY MACLEAN TO SPEAK AT ANNUAL CONFERENCE – BOOK NOW

PLANS are well under way for the Scottish Wholesale Association's 2018 Annual Conference.

Speakers confirmed include:

- Darren Goldney, managing director, Today's Group
- Jonathan Kemp, commercial director, AG Barr
- Craig Brown, retail sales director, JW Filshill
- Ruth Davidson MSP, leader of the Scottish Conservatives
- Fraser Doherty, founder, SuperJam
- Gary Maclean, Scotland's National Chef

Maclean, winner of *MasterChef: The Professionals* in 2016, is senior chef lecturer at City of Glasgow College and works with SWA foodservice member Brakes Scotland, supporting the company in its commitment to sourcing local products as well as promoting Scottish produce and innovation.

The founder of the SuperJam sugar-free jam brand and still only 29, Doherty set up his company at home in Edinburgh when he was just 14, using his gran's recipes. In 2007, he became the youngest-ever supplier to a major supermarket chain when he secured a deal with Waitrose.

In 2013, Doherty joined forces with fellow Scottish entrepreneur James Brown to co-found Beer52, an Edinburgh-based club which imports craft beer from around the world.

The 2018 Annual Conference – entitled *Bridging The Gap* – will also incorporate a number of panel discussions facilitated by Antony Begley, publisher of 55 North Ltd and editor of **SLR** magazine.

Kate Salmon, executive director of the Scottish Wholesale Association, said: "It's all about ringing the changes and ensuring that our Annual Conference remains relevant to members and suppliers – their time is at a premium so we must provide a platform for networking and create an environment that is conducive to encouraging discussion and sharing information.

"I am delighted that Gary Maclean, Scotland's National Chef, will be contributing to this year's conference along with senior executives from both the retail and foodservice sectors. Gary is a huge inspiration to all of us, particularly the young people he teaches at City of Glasgow College – nurturing and developing future talent is so important for our industry and in this, the Year of Young People, we are ramping up our Mentoring and Training programmes.

"The Scottish Wholesale Association is also investing in an Apprenticeship scheme for the first time in order to attract new talent to the industry."

Themes covered will include:

- Training and Mentoring
- Innovation
- Making Technology Work
- Utilising Consumer Data
- Working in Partnership with Suppliers
- Adapting to Change

All queries about the conference, which takes place at Crieff Hydro from June 8-10, should be directed to Kate Salmon or Jo Mathieson on 0131 556 8753. Bookings are now being taken and suppliers can book [here](#).



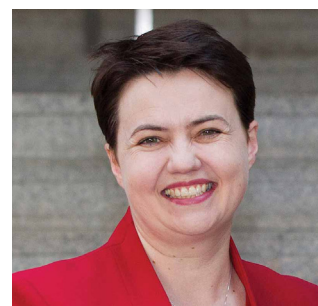
Darren Goldney, managing director, Today's Group



Jonathan Kemp, commercial director, AG Barr



Craig Brown, retail sales director, JW Filshill



Ruth Davidson MSP, leader of the Scottish Conservatives



Fraser Doherty, founder, SuperJam and (left) Gary Maclean, Scotland's National Chef





UNITED WHOLESALER (SCOTLAND) NAMED SCOTLAND'S TOP WHOLESALER BUSINESS FOR SECOND YEAR RUNNING

UNITED Wholesaler (Scotland), the Glasgow-based delivered wholesaler and cash & carry, has been named the best wholesaler business in Scotland for the second year running at the Scottish Wholesaler Achievers awards.

Achievers, now in its 16th year and organised by the Scottish Wholesaler Association, recognises professionalism and excellence across all sectors of the wholesaler industry in Scotland.

United Wholesaler (Scotland), which operates depots at Queenslie in the east end of Glasgow, Maxwell Road in the city's southside and M9 Cash & Carry near Grangemouth, fended off stiff competition from businesses the length and breadth of Scotland to win the sought-after Champion of Champions accolade, this year sponsored by **JTI**.

It also won three other categories: Best Cash & Carry, sponsored by **Mondelez International**, for its Queenslie depot;

Best Licensed Operation, sponsored by **Whyte & Mackay**; and Best Symbol Group, sponsored by **Philip Morris International**, for Day-Today.

In addition, United Wholesaler (Scotland) was runner-up in Best Delivered Operation (Retail), sponsored by **Halewood International** and Best Marketing Initiative, sponsored by **Quorn Foods**. The wholesaler was also Highly Commended in the Great Place to Work category, sponsored by **Premier Foods**.



In addition to the Champion of Champions accolade (main photo), United Wholesaler (Scotland) won three other categories: (L-R) Best Cash & Carry, sponsored by Mondelez International, for its Queenslie depot; Best Licensed Operation, sponsored by Whyte & Mackay; and Best Symbol Group, sponsored by Philip Morris International, for Day-Today.

SCOTTISH WHOLESALERS AWARDS 2018

Another big winner was Glasgow-based JW Filshill. The wholesaler, supplier to KeyStore outlets across Scotland and the north of England, won Best Delivered Operation (Retail), sponsored by **Halewood International** and Best Marketing Initiative, sponsored by **Quorn Foods**, for its 'Leading the Way' video series to encourage best-in-class behaviours and drive staff and customer loyalty.

Filshill was also runner-up in two award categories – Best Symbol Group, sponsored by **Philip Morris International** and Best Licensed Operation, sponsored by **Whyte & Mackay**.

Meanwhile, Bidfood Scotland won the Great Place to Work category, sponsored by **Premier Foods**. It also won Best Delivered Operation (Foodservice), sponsored by **AG Barr**.

In the key Employee of the Year category, sponsored by **Pritchitts – A Lakeland Dairies Company**, the top accolade went to Irene McLaughlin, head of administration at Fáilte Group in Glasgow. Runner-up was Catherine Donaldson, delivery supervisor at Booker Dundee while Kelly Lawson, operations administrator at Brakes, was Highly Commended.

In the suppliers' award categories it was another great night for **AG Barr** with the soft drinks firm's Lee Gibson, regional business development manager, named Supplier Sales Executive of the Year, sponsored by **Sugro**. Gibson, who has over 25 years' experience working in the industry, was described by the judges as "often going above and beyond his set duties".

AG Barr also won Project Scotland, which highlights suppliers' understanding of the Scottish wholesale industry and their commitment to the sector – its campaign behind the launch of Irn-Bru Xtra struck a chord with the judges who awarded it full marks in the closely-contested category.

Finally, **AG Barr** came out on top in the fiercely-contested category for Best Overall Service by Suppliers, judged by members of the SWA voting each month for the shortlisted suppliers over a four-month period.

Best Advertising Campaign, meanwhile, saw wholesalers vote for their favourite advert with **Tennent's 'The Night Bus'** coming out on top, seeing off competition from:

- Bud Light 'Keep it Bud Light'
- Haribo 'Kids' Voices – Pitch'
- Irn-Bru Xtra 'Unbelievable Stuff'

Photos, top to bottom:

- *JW Filshill won Best Delivered Operation (Retail).*
- *The Glasgow-based wholesaler also won the Best Marketing Initiative award for its 'Leading the Way' video series to encourage best-in-class behaviours and drive staff and customer loyalty.*
- *Bidfood Scotland came out top in the Great Place to Work category.*
- *In the key Employee of the Year category, the top accolade went to Irene McLaughlin, head of administration at Fáilte Group in Glasgow.*





L-R: On a great night for AG Barr, the soft drinks firm's Lee Gibson, regional business development manager, was named Supplier Sales Executive of the Year. The firm also won the Project Scotland and Best Overall Service by Suppliers categories.

Kate Salmon, executive director of the Scottish Wholesale Association, commented: "The marketplace is seeing unprecedented change but despite the challenges, wholesalers and suppliers continue to raise their game – there is plenty of evidence of this as we recognise the very best in our industry in Achievers and I can say with absolute confidence that standards are higher than ever."

Salmon singled out suppliers for their support of the wholesale sector in Scotland. "I am very proud of the way Achievers has evolved," she said. "We go to great lengths to ensure that the awards remain meaningful for all involved but we couldn't do it without our supplier members."

"This means continuing to offer our sponsors a solid return on their investment in the form of much closer working relationships with wholesalers and a far better understanding of the Scottish wholesale industry gained through the judging process. I am grateful to our suppliers for their contribution and am particularly pleased to welcome two of our newest supplier members – **Quorn Foods** and **Pritchitts** – as sponsors this year."

Both said they benefited significantly from their involvement. Gary Routledge, national account manager at **Quorn**, said: "The opportunity to get involved in the judging and share these best practices with the wider internal team at Quorn was crucial in driving our business forward with our partners north of the Border."

The marketplace is seeing unprecedented change but despite the challenges, wholesalers and suppliers continue to raise their game

Kate Salmon, executive director of the Scottish Wholesale Association.

"We hope that our continued involvement with the SWA and its members will help us to develop strategic and mutually beneficial ways of working for years to come."

Meanwhile, Andy Gill, national account manager at **Pritchitts**, said: "The judging helped us to cement some relationships

still very much in their infancy while acquainting ourselves with new businesses and personnel."

Salmon added that Achievers, on top of enhancing supplier and wholesaler relationships, raising standards and rewarding the best in the business, allows the Scottish Wholesale Association to reinvest in the industry.

"We know that wholesaling is an excellent career choice," she said, "and through our investment in an apprenticeship scheme we hope to attract new talent to the industry."

"Meanwhile, our Mentoring and Training programmes are helping existing employees reach their full potential. We have a busy calendar of training events planned for this year and each event is specifically tailored to meet our members' needs."

Almost 500 people attended the Achievers gala dinner and awards presentation, hosted by TV presenter Jennifer Reoch, co-host of STV2's Live at Five and the Scottish Children's Lottery, at the Sheraton Grand, Edinburgh on February 8.



Wholesalers voted Tennent's 'The Night Bus' as Best Advertising Campaign.



Bidfood Scotland lifted the award for Best Delivered Operation (Foodservice).

Scottish Wholesale Achievers 2018

Roll of Honour

CHAMPION OF CHAMPIONS – SPONSORED BY JTI

- UNITED WHOLESALE (SCOTLAND)

BEST CASH & CARRY –

SPONSORED BY MONDELEZ INTERNATIONAL

- UNITED WHOLESALE (SCOTLAND), QUEENSLIE
- Runner-up: Bestway Batleys, Glasgow
- Highly Commended: Booker Paisley and Booker Port Dundas

BEST SYMBOL GROUP –

SPONSORED BY PHILIP MORRIS INTERNATIONAL

- DAY-TODAY, UNITED WHOLESALE (SCOTLAND)
- Runner-up: KeyStore, JW Filshill
- Highly Commended: Premier, Booker

BEST DELIVERED OPERATION (FOODSERVICE) –

SPONSORED BY AG BARR

- BIDFOOD SCOTLAND
- Runner-up: Fáilte Foods
- Highly Commended: Dunns Food and Drinks

GREAT PLACE TO WORK –

SPONSORED BY PREMIER FOODS

- BIDFOOD SCOTLAND
- Runner-up: Fáilte Foods
- Highly Commended: United Wholesale (Scotland)

BEST LICENSED OPERATION –

SPONSORED BY WHYTE & MACKAY

- UNITED WHOLESALE (SCOTLAND)
- Runner-up: JW Filshill
- Highly Commended: Dunns Food and Drinks

BEST DELIVERED OPERATION (RETAIL) –

SPONSORED BY HALEWOOD INTERNATIONAL

- JW FILSHILL
- Runner-up: United Wholesale (Scotland)
- Highly Commended: Bestway Batleys

EMPLOYEE OF THE YEAR –

SPONSORED BY PRITCHITTS –

A LAKELAND DAIRIES COMPANY

- IRENE MCLAUGHLIN, HEAD OF ADMINISTRATION, FÁILTE GROUP
- Runner-up: Catherine Donaldson, delivery supervisor, Booker Dundee
- Highly Commended: Kelly Lawson, operations administrator, Brakes

BEST MARKETING INITIATIVE –

SPONSORED BY QUORN FOODS

- JW FILSHILL FOR ITS 'LEADING THE WAY' VIDEO SERIES
- Runner-up: United Wholesale (Scotland)
- Highly Commended: Sutherland Brothers

BEST ADVERTISING CAMPAIGN

- TENNENT'S, 'THE NIGHT BUS'

PROJECT SCOTLAND

- AG BARR FOR ITS CAMPAIGN BEHIND THE LAUNCH OF IRN-BRU XTRA
- Runner-up: Quorn Foods, in partnership with Scot Serve
- Highly Commended: Pritchitts

BEST OVERALL SERVICE BY SUPPLIERS

- AG BARR
- Runner-up: Heineken
- Highly Commended: Unilever Food Solutions

SUPPLIER SALES EXECUTIVE OF THE YEAR –

SPONSORED BY SUGRO

- LEE GIBSON, AG BARR
- Runner-up: Steven McGarry, AG Barr
- Highly Commended: Craig Barr, AG Barr and Adam Forrest, Stoats



ZERO WASTE SCOTLAND VISITS SWA MEMBER DEPOTS

WITH the Scottish Government forging ahead with its plans to introduce a deposit return scheme (DRS), the Scottish Wholesale Association has met with officials from both the Government and Zero Waste Scotland to help them better understand the practical implications for wholesalers.

SWA executive director Kate Salmon, David Livingstone, Bestway Batleys Wholesale's regional controller for Scotland and Margaret Smith from Caledonia Public Affairs met with the representatives and also invited them to visit the Batleys Perth depot and Dunns Food and Drinks in Blantyre.

Zero Waste Scotland is currently undertaking modelling work to design potential schemes and insists that it hasn't ruled out any model. A wide range of issues were covered in the meetings, including the impact of a Scottish-only DRS on cross-border trading and how affected products would be labelled so they might be accounted for and recognised in the DRS system.

Officials had the opportunity to hear about the volumes of affected products held in depot, the health and safety implications of backhauling, the practical and logistical difficulties involved if retailers expected wholesalers to take back containers, and implications for telesales and IT systems.

SWA members also raised issues in relation to small retailers, the licensed and hospitality sector plus low-volume suppliers such as craft beer companies.

Zero Waste Scotland has been meeting with Scottish businesses and local authorities as well as visiting schemes already in place across Europe. Initial design work is expected to take six months and will be followed by a 90-day consultation on preferred options prior to secondary legislation being introduced at Holyrood.

Meanwhile, Scottish Environment Secretary Roseanna Cunningham MSP has pledged that Scotland will back the EU's vision to phase out single-use plastics by 2030 and urged the UK Government to commit to a deposit return scheme.

ZWS is still keen to hear from wholesalers so if you have any points you would like to raise please email [Emily Rae](mailto:Emily.Rae@zws.co.uk).

SWA RESPONDS TO SCOTTISH GOVERNMENT OBESITY STRATEGY

THE Scottish Wholesale Association has responded to the Scottish Government's obesity strategy consultation *A Healthier Future – Action and Ambitions on Diet, Activity and Healthy Weight*.

This draft strategy includes plans to consider the introduction of:

- Restrictions on promotions such as multibuys of food and drink high in fat, salt and sugar
- Greater restrictions on advertising these foods
- Suggestions that adverts might be banned in transport hubs and on school routes
- Strengthening of the current traffic lights labelling system
- An out of home (OOH) strategy in 2018

Recognising the need to improve Scotland's diet, the SWA has proposed working with the Scottish Government on a healthy living programme targeting support at the wholesale sector.

CONSIDER MENTORING TO HELP FURTHER YOUR CAREER

WHOLESALE industry staff looking to further their career are encouraged to consider joining the Scottish Wholesale's Association's Mentoring Programme.

This personal development programme is targeted at driven individuals who would like to maximise their potential and broaden their skills through mentoring.

The SWA established the initiative in 2012 to improve skills and nurture emerging talent within the Scottish wholesale industry, and has successfully matched around 20 people working for SWA member wholesalers in the key areas of buying, sales and management with a mentor.

Programme facilitator Sandie Holmes, managing consultant at 121 HR Solutions, the Association's training partner, is keen to hear from wholesalers who would like to nominate a member of staff – and from individuals themselves.

"The Mentoring Programme has proved extremely successful and participants have helped their career progression by gaining confidence and learning new skills," she said. "Arming people with a broader skill set also benefits employers as the wholesale industry strives to become an attractive and great place to work."

If you would like to be considered as a mentee, please email [Sandie Holmes](mailto:Sandie.Holmes@121hr.com) or call her on 0792 121 3892. Similarly, if you would like to be considered as mentor in the future, get in touch with Sandie.

SCOTTISH POLITICIAN OF THE YEAR AWARDS

SWA president Julie Dunn and executive director Kate Salmon attended the Scottish Politician of the Year Awards at Prestonfield House, Edinburgh in November.

Guests of the Association included Kate Forbes, SNP MSP for Skye, Lochaber and Badenoch and Jackie Baillie, Labour MSP for Dumbarton, Jim Rowan, managing director of Dunns Food and Drinks, Margaret Smith from Caledonia Public Affairs and Cate Ritchie, 121 HR Solutions.



Our picture shows Jim Rowan with Kate Forbes, left, and Jackie Baillie MSP.

UPCOMING TRAINING EVENTS

OUR Effective Management Skills Part 1 and 2 will take place at Bidfood Scotland, Newbridge, near Edinburgh on April 26 and October 25 respectively.

Part 1 is designed to give delegates a comprehensive overview of essential supervisory “people” skills. Covering the essentials of managing employees, these workshops include interactive group discussions, helpful scenarios and case studies. Part 2 will build on Part 1 of the programme.

Further information is available [here](#) and by contacting [Sandie Holmes](#).

SAITG MEETING

THE Scottish Wholesale Association was represented by Margaret Smith of Caledonia Public Affairs at the recent meeting of the Scottish Anti-Illicit Trade Group (SAITG).

Concern by the Tobacco Retailers Alliance about how to identify counterfeit cigarettes in plain packages was among the topics discussed. Paul Stockall of the Tobacco Manufacturers' Association reported that since the launch of the Imperial Tobacco app in January, there had been hundreds of reports of illicit trade in comparison to just 15 in December.

In Glasgow, a retailer used the app to report concerns after which Trading Standards seized substantial amounts of illicit tobacco. The following week the retailer's sales rose by £2500. Illicit trade clearly hurts small retailers and, of course, HMRC in lost tax.



ROUND-UP

DUNNS Food and Drinks welcomed Jamie Hepburn, SNP MSP for Cumbernauld and Kilsyth to the depot in Blantyre recently. The visit was organised by SWA president Julie Dunn, operations director of Dunns, who is involved in the regional group for Developing Young Workforce (DYW) in Lanarkshire and East Dunbartonshire. Jamie toured the depot and met some of the younger members of staff including apprentices and graduate entrants.

EXECUTIVE director Kate Salmon will be attending SLR magazine's #ThinkSmart2 event at Glasgow Science Centre on March 19. This is the UK's leading tech, date, digital and loyalty conference for the convenience trade.

THE long-established Scottish Grocer Awards are taking place at the Glasgow Hilton on March 8 with Scottish Wholesale Association executive director Kate Salmon and president Julie Dunn attending as guests.

KATE Salmon will also be attending the Scotland Food & Drink Annual Conference, themed The World in 2030, at The Technology and Innovation Centre, University of Strathclyde, Glasgow on March 29.



SWA GOLF DAY

THE Scottish Wholesale Association's Annual Golf Day will take place at the Royal Burgess, Edinburgh on Thursday, April 12. Our popular golf event is once again being sponsored by Red Bull and we extend our thanks and appreciation to the company. If you wish to participate please contact Jo Mathieson on **0131 556 8753**.