

# BECOME A SUPPLIER MEMBER



Scottish Wholesale Association is the official trade body for Scotland's food, grocery and drink wholesaling sector. Its members range from single-depot, family-owned, Scottish-based businesses – some in remote parts of the country – to national wholesale groups.

Our members' customers supply food, drink and non-food products to a broad range of SMEs covering the retail, catering and hospitality sectors.

## WHAT'S IN IT FOR YOU?

### EVENTS, NETWORKING, SPONSORSHIP

Unprecedented opportunities to meet and network with our members at our high-profile industry events – Scottish Wholesale Achievers and the Annual Conference.

**ACHIEVERS:** As well as encouraging increased professionalism within the Scottish wholesale sector, Achievers also provides a platform for suppliers. As a sponsor, you are involved in the judging process – this gives you an enhanced understanding of the industry and will help you forge stronger relationships with your customers.

**ANNUAL CONFERENCE:** This is a long-established date on the trade calendar and brings together wholesalers, suppliers and other key trade and business figures for an event that offers a robust mix of heavyweight business sessions plus social programmes – culminating in our formal Annual Banquet. It provides a valuable opportunity for suppliers to make contact with wholesalers and network. A dedicated meeting area is available. Sponsorship opportunities are available.

### TRAINING PROGRAMME

A key pillar of SWA is training. Improving skills is crucial to the future of wholesaling in Scotland and we are committed to investing heavily in this vital area. Our training is tailored to the needs of our members. Supplier members are encouraged to work with us to provide industry trainers. Suppliers can also become involved as mentors in our incredibly successful Mentoring initiative – designed to nurture emerging talent within the Scottish wholesale industry.

### LOBBYING & LEGISLATION

SWA adopts a key lobbying role to ensure our voice is heard on the policy issues affecting our members and their customers' businesses. Our robust approach to lobbying involves working with suppliers and collaborating with other trade bodies.

### FORUMS FOR CO-OPERATION AND PARTNERSHIP

As a supplier member you have the right to meet with our strategy groups. These comprise competing members who come together to share best practice for the benefit of the wholesale trade in Scotland – you can be part of this process by requesting a meeting.

### BECOMING A SUPPLIER MEMBER

If you are interested in reaching out to wholesalers in Scotland, growing your business by exchanging information and building mutually beneficial relationships with senior figures within our membership, please join us on our journey.

Wholesaling is an effective and efficient route to market – the Scottish Wholesale Association is here to facilitate a clear and efficient communication channel between wholesalers and suppliers, which in turn will make our sector stronger and more profitable.



Please contact Kate Salmon,  
Executive Director

**SCOTTISH WHOLESALE ASSOCIATION**

30 McDonald Place  
Edinburgh EH7 4NH

📞 0131 556 8753

@ kate@scottishwholesale.co.uk

🌐 www.scottishwholesale.co.uk