

SPRING 2016

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## BIG ISSUE FOUNDER JOHN BIRD CONFIRMED AS GUEST SPEAKER FOR SWA CONFERENCE

**SOCIAL** entrepreneur and parliamentarian Lord John Bird will be the guest speaker at the Scottish Wholesale Association Annual Conference – themed ‘Grasp the Thistle’ – at Crieff Hydro in Perthshire from June 10-12.

Lord Bird, 70, who was brought up in an orphanage and served time in a young offenders’ institution before he was out of his teens and slept rough as one of London’s homeless, settled down in his twenties and went on to become a skilled printer.

But he never forgot the hardship and problems of his youth and the ways in which similar deprivation afflicts tens of thousands of others in similar positions on the bottom rungs of society.

It is now almost 26 years ago that his knowledge of the print industry, his social vision and energy led him to found the now world-famous Big Issue – the weekly magazine sold on the streets of the UK by vendors who are homeless and vulnerably accommodated. The Big Issue and similar magazines are now published in dozens of countries around the world.

In transforming himself from being part of the problem of society into being part of the solution, Lord Bird has become a globally admired social entrepreneur. Although strictly non-political, he has been consulted by Prime Ministers and Cabinet ministers on how best to lift people out of poverty through harnessing their own energies.

As a newly-created peer Lord Bird of Notting Hill sits in the House of Lords.

Our other speakers are:

- Andrew Selley, chief executive, Bidvest
- Stewart Gilliland, non-executive chairman, Booker Group
- Craig Stevenson, chief executive, Braehead Foods
- Martin Race, group trading director, Bestway Batleys
- Peppi Cremona, sales director (off-trade wholesale & convenience), AB InBev
- Rez Hassan, vice-president sales, Mars Chocolate UK
- Katie Hemmings, director, Him!
- Andy Stevens, head of sales UK, JTI
- Nigel Paine, sales director, Britvic
- Mark Winter, sales director, United Biscuits
- Jonathan Kemp, commercial director, AG Barr
- Iain Hill, managing director, Iain Hill Ltd
- Jim Cumiskey, joint managing director, Fáilte Foods
- Paul Waterson, chief executive, SLTA

Our president Eddie Lynagh will open and close the conference while vice-president Julie Dunn will open proceedings on Saturday morning and introduce participants in our current Mentoring Programme who will talk about the benefits to them and their employers.

We advise you to get your bookings in for the conference as soon as possible so please contact [joanne@scottishwholesale.co.uk](mailto:joanne@scottishwholesale.co.uk).

All sponsorship queries should be directed to Kate Salmon on 0131 556 8753 or [kate@scottishwholesale.co.uk](mailto:kate@scottishwholesale.co.uk)



L-R: John Bird, Paul Waterson, Martin Race and Craig Stevenson

# JW FILSHILL NAMED CHAMPION OF CHAMPIONS



*Champion of Champions, JW Filshill*

**JW FILSHILL**, the Glasgow-based independent food and drink wholesaler, has been named the best wholesale business in the country at the 14<sup>th</sup> Scottish Wholesale Achievers, our prestigious awards initiative created and organised by the Scottish Wholesale Association to recognise professionalism and excellence across all sectors of the industry in Scotland.

Family-owned Filshill, which celebrated its 140<sup>th</sup> anniversary in 2015 and supplies 168 KeyStore convenience stores across Scotland and the north of England, fended off stiff competition from wholesalers all over the country to win the sought-after Champion of Champions award, sponsored by tobacco firm JTI.

Filshill also lifted the Best Symbol Group for KeyStore, Best Delivered Operation (Retail) and Best Marketing Initiative for its Craft Beer Clan division.

Fiona Ritchie, the company's impulse buyer, won the Employee of the Year category at Achievers.

SWA executive director Kate Salmon commented: "This is an outstanding result for Filshill, one of our sector's leading independent, family-owned business – and a wholesaler that is bold and confident about the future, a wholesaler that is prepared to take risks, embrace new technologies and push boundaries in its quest to diversify and innovate."

Almost 500 people attended the Achievers gala dinner and awards presentation, hosted by TV presenter and model Jean Johansson at the Sheraton Grand, Edinburgh in February.

## FULL RESULTS:

**GREAT PLACE TO WORK**, sponsored by Lucozade Ribena Suntory

**UNITED WHOLESALE (SCOTLAND), QUEENSLIE**

Runner-up: Bidvest Foodservice Scotland, Newbridge

Highly Commended: Iain Hill

**BEST CASH & CARRY DEPOT**, sponsored by Imperial Tobacco UK

**BATLEYS SHER BROS, GLASGOW**

Runner-up: Batleys, Dundee

Highly Commended: Booker, Kirkcaldy

**CHAMPION OF CHAMPIONS**, sponsored by JTI

**JW FILSHILL**

**BEST DELIVERED OPERATION – RETAIL**, sponsored by Mondelēz International

**JW FILSHILL**

Runner-up: United Wholesale (Scotland)

Highly Commended: Iain Hill Ltd

**BEST SYMBOL GROUP**, sponsored by Cott

**JW FILSHILL, KEYSTORE**

Runner-up: Booker, Premier

Highly Commended: Bestway Batleys, Best-one

**BEST DELIVERED OPERATION – FOODSERVICE**, sponsored by Premier Foods

**FÁILTE FOODS**

Runner-up: Bidvest Foodservice Scotland

Highly Commended: Dunns Food and Drinks

**BEST DELIVERED OPERATION – ON-TRADE**, sponsored by AG Barr

**SUTHERLAND BROTHERS**

Runner-up: Gordon & MacPhail

Highly Commended: Dunns Food and Drinks

**CORPORATE RESPONSIBILITY AWARD**, sponsored by Coca-Cola Enterprises

**BIDVEST FOODSERVICE SCOTLAND**

Runner-up: Sutherland Brothers

Highly Commended: Iain Hill Ltd

**BEST MARKETING INITIATIVE**, sponsored by Britvic Soft Drinks

**JW FILSHILL**

Runner-up: Bidvest Foodservice Scotland

Highly Commended: United Wholesale (Scotland)

**EMPLOYEE OF THE YEAR**, sponsored by Philip Morris International

**FIONA RITCHIE, JW FILSHILL**

Joint runners-up: Aaron Biggs, Booker Galashiels and John McCluskey, Bidvest Foodservice Scotland

**BEST ADVERTISING CAMPAIGN**

**IRN-BRU 'TRAIN'**. Project Scotland. Cott 'macb – Unleash Your Bottle'

Runner-up: Whyte & Mackay

Highly Commended: JTI

**BEST OVERALL SERVICE BY SUPPLIERS**

**C&C BRANDS**

Runner-up: Heineken

Highly Commended: AG Barr

**SUPPLIER SALES EXECUTIVE OF THE YEAR**, sponsored by Sugro

**ANEESHA SOMANI, TAYTO**

Runner-up: Fiona Nisbet, Mars Chocolate

Highly Commended: Julie Kelly, Cott



# WINNERS FROM SCOTTISH WHOLESALE ACHIEVERS 2016



**Corporate Responsibility Award,**  
*Bidvest*



**Best Cash & Carry Depot,**  
*Batleys Sher Bros, Glasgow*



**Best Delivered Operation: On-Trade,**  
*Sutherland Brothers*



**Supplier Sales Executive of the Year,**  
*Aneesha Somani, Tayto*



**Best Symbol Group,**  
*JW Filshill, KeyStore*



**Best Marketing Initiative,**  
*JW Filshill*



**Best Overall Service by Suppliers,**  
*C&C Brands*



**Great Place to Work,**  
*United Wholesale (Scotland), Queenslie*



**Best Delivered Operation: Foodservice,**  
*Fáilte Foods*



**Best Delivered Operation: Retail,**  
*JW Filshill*



**Employee of the Year,**  
*Fiona Ritchie, JW Filshill*



**Best Advertising Campaign,**  
*Irn-Bru 'Train'*

# GAP II CANDIDATES CONFIRMED

**THE** Scottish Wholesale Association has confirmed the eight individuals who will participate in our GAP II training workshop at Crieff Hydro in April.

GAP II follows our two highly successful Essential Negotiator sessions in association with The Gap Partnership and Mars Chocolate.

Each of the 24 delegates who participated in the Essential Negotiator workshops in 2014 and 2015 were eligible to apply.

Sandie Holmes, principal consultant at the SWA's training partner, 121 HR Solutions, explained: "There are just eight places available for GAP II so we created a stringent recruitment process.

"This included providing supporting statements from the member company and the individual as to the impact/value attending GAP I has had on their performance."

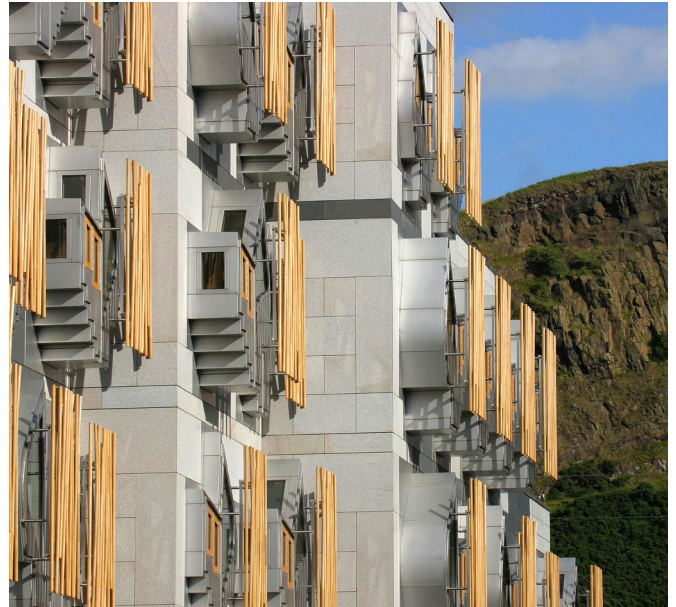
The successful candidates are:

- Stuart Harrison, senior buyer, JW Filshill
- Asim Sarwar, managing director, United Wholesale (Scotland)
- Anshu Chandra, licensed director, United Wholesale (Scotland)
- David Rowan, wholesale manager, Dunns Food and Drinks
- Patricia Harding, junior buyer, Sugro
- Imran Ambalia, junior buyer, Sugro
- Karen Kelly, national account manager, Bidvest Foodservice Scotland
- Seonaid Holsgrove, assistant buyer, Gordon & MacPhail.



## HANNAH APPOINTED DEPUTY CHAIRMAN OF TODAY'S WHOLESALE SERVICES

**OUR** congratulations to our Council member Simon Hannah, managing director of JW Filshill, who has been appointed deputy chairman to the board of Today's Wholesale Services. He will support chairman Mark Windebank and the board of directors.



## ELECTION MANIFESTO

**AN** Election Manifesto for the Scottish Parliament election taking place on May 5 has been presented by the Scottish Wholesale Association.

Prepared by Margaret Smith, who represents our lobbying and public affairs interests, the manifesto outlines the importance to the economy of the Scottish Wholesale Association and the Scottish wholesale sector.

As well as outlining what our members do and where they are located geographically, the manifesto makes clear that the Association and its members are committed to building a stronger relationship with the next Scottish Government and Parliament. It reiterates that members are at the heart of their communities so there are a wide range of issues which impact on their businesses and their workforce.

SWA priorities for the next Scottish Government include:

- Recognition of the importance of the food and drink wholesale distribution sector and a commitment to pro-active engagement with wholesalers
- Improvement of the business environment for the wholesale distribution sector
- Rejection of a Scottish deposit return system (DRS)
- Delivery of a proportionate, consolidated alcohol licensing regime
- Responsive, responsible public procurement
- Tackling skills shortages affecting the wholesale sector
- Commitment to Capital infrastructure investment
- Appointment of a new Cabinet Secretary for Business

The full manifesto can be read [here](#)

## ANNUAL GENERAL MEETING

**OUR** AGM takes place at Crieff Hydro on Friday, June 10 from 10.15am-10.30am –prior to opening business session of our Annual Conference. All members are invited to attend.





## IMPLICATIONS OF SUGAR TAX

**OUR** industry has expressed concern at a new sugar tax on the soft drinks industry to be introduced in two years' time.

The levy will be calculated on levels of sugar in sweetened drinks produced and imported, based on two bands. Pure fruit juice and milk-based drinks will be excluded and small suppliers will be exempt.

SWA executive director Kate Salmon commented: "I don't believe it is good for the trade and seems a very knee-jerk reaction. It only targets one issue in a very complex problem. Further discussion is required."

## LAUNCH OF BRAKES SCOTLAND

**IN** recognition of the very unique nature of the Scottish foodservice sector, Brakes has launched a new business entirely focused on Scotland – Brakes Scotland.

Promoting the very best in Scottish produce and working with some of its foremost suppliers, Brakes Scotland will employ over 600 staff and have partnerships with more than 60 Scottish suppliers. It will have its very own purchasing team based in Scotland and serve in excess of 11,000 customers via multi-temperature distribution from Inverness, Oban, Dundee and a new facility at Newhouse.

Brakes Scotland will be led by operations director John McIntock who has over 20 years' experience in the Scottish foodservice sector. He said: "We already supply over 340 Scottish lines and our focus will be on continuing to grow this number, providing our customers with fantastic local produce – such as Scottish meat, poultry, fish and dairy – and helping them to bring these products to life on their menus in pubs, restaurants, hotels, schools and foodservice businesses across Scotland.

"Since January 2016, Brakes Scotland has added £2.5 million annualised sales directly to the Scottish economy by procuring products such as a fantastic dairy range from Bridge of Allan-based Graham's Dairies and bringing on brand new suppliers such as crisp company Mackie's at Taypack, based in Perthshire."

## AWRS: DEADLINE FOR REGISTRATION IS MARCH 31

**ALCOHOL** wholesalers are risking fines of up to £10,000 or even a criminal conviction if they fail to apply for registration by the end of March, HM Revenue and Customs has warned.

Wholesalers that sell alcohol to other businesses have until March 31 to apply to register for HMRC's Alcohol Wholesale Registration Scheme (AWRS).

The scheme aims to stop illegal alcohol, where duty has not been paid, entering the supply chain to retailers – the shops, pubs, restaurants and other outlets that sell to consumers.

It will help honest businesses that are struggling against the illicit trade. Around £1.2 billion a year in taxes is going unpaid, often due to illegal trading by a minority of wholesalers that are competing unfairly.

Laura Pollard, HMRC's deputy director for alcohol and tobacco, said: "Do not run the risk of being hit with a fine. Give yourself plenty of time to get your application done on time.

"Any business selling alcohol to other businesses should check whether they need to apply. Don't leave it too late.

"AWRS will help hardworking, legitimate businesses by ending the illegal competition from traders selling illicit alcohol."

HMRC will assess whether wholesalers are "fit and proper". This involves considering factors like connections to convicted alcohol fraudsters, whether adequate checks are done to protect the business from receiving illegal supplies and whether adequate records are kept.



Wholesalers failing to meet the "fit and proper" test will not be able to trade in alcohol and face fines if they continue.

Businesses will need to provide information such as types of customer, products sold, premises used and details of their main suppliers, when they apply.

Retailers will have to buy from approved wholesalers from April 2017. HMRC will publish details of approved wholesalers online.

# FOODSERVICE GROUP MEETS FOR FIRST TIME

**THE** Scottish Wholesale Association recently held its first meeting of the new Foodservice Group.

Hosted by Ross Brown, business manager (foodservice) at Premier Foods and Julie Dunn, vice-president of the Association, the group has been established following our supplier liaison day at Hampden last year when some foodservice suppliers attended but decided not to join the Association on the basis that the trade association was not particularly foodservice-driven.

However, given that the turnover represented by our current foodservice members is considerable we took the decision to make efforts to increase our focus on this very important industry sector.

Our inaugural meeting was designed to ascertain levels of interest in a Foodservice Group and was very well attended. Representatives from Bidvest, JB Foods, Fáilte Foods, William Yule and Son, Batleys and Dunns Food and Drinks, as well as supplier members Premier Foods, Unilever and RH Amar were all present.

Margaret Smith, our lobbying and public affairs representative, also attended in order to provide all attendees with an overview of the Scottish political landscape as well as asking for direction in terms of where the Association should be in terms of helping this industry sector.

The most discussed issue was public-sector procurement and tendering plus the need for Scottish councils to have a unified approach. However, attendees were asked to consider other key reasons for establishing the group after which Julie Dunn will present a working document at the next SWA Council meeting for discussion and allocation of resources if required.

Julie Dunn said: "I used the SWA pillars as my template and asked that those attending to consider what they wanted from a foodservice group and then discuss with the group which pillar that would sit within – lobbying, legislation, training, liaison and events (Annual Conference and Achievers).



**Julie Dunn**, vice-president, SWA

"It became apparent that there are a number of common themes where it would be excellent to have a joined-up approach with one voice and, of course, what better instrument than our Association."

The next meeting of the Foodservice Group will take place at the Annual Conference in June.

## KATE SALMON TO SPEAK AT INAUGURAL WOMEN IN WHOLESALE EVENT

**WOMEN  
IN WHOLESALE**  
ENERGISE | INSPIRE | SUPPORT



**SWA** executive director Kate Salmon has been confirmed as one of the speakers at the inaugural Women in Wholesale conference, taking place in London place on October 18.

The wholesale industry's top female bosses and up-and-coming talent are being invited to attend the event which is designed to nurture and support existing talent while inspiring and motivating newcomers.

Delegates will have the opportunity to pick up key management, leadership, sales and marketing skills from a line-up of award-winning wholesalers and industry experts.

Salmon will join a prestigious group of speakers including: Debbie Robinson, managing director of Spar UK; Julie Tidy, award-winning depot manager with Bidvest; and Coral Rose, managing director of foodservice specialist Country Range Group.

Event founder and organiser Elit Rowland said: "The Government has set a target of having 33% female representation on FTSE 350 boards by 2020. Our independent research has shown that females occupy less than 10% of senior management positions in wholesale – presenting great opportunities for women currently working in the sector."

Further details are available from [elitrowland@newerapr.co.uk](mailto:elitrowland@newerapr.co.uk) or 07956 030 804.