

SWA BULLETIN



NOVEMBER 2017

30 McDonald Place, Edinburgh EH7 4NH

Tel: 0131 556 8753

Email: kate@scottishwholesale.co.uk

joanne@scottishwholesale.co.uk

Web: www.scottishwholesale.co.uk

BRIDGING THE GAP

FOODSERVICE EVENT TURNS SPOTLIGHT ON SECTOR OPPORTUNITIES FOR SUPPLIERS



Julie Dunn, SWA president, opens the event and, left, all the speakers.



RAISING the profile of foodservice within the wholesale industry, promoting wholesale as a career and working with other groups and associations to grow and develop the sector has come under the microscope at a major new networking event facilitated by the Scottish Wholesale Association.

Wholesalers, suppliers and key industry figures attended the inaugural event Bridging the Gap, organised by the trade association's Foodservice Group to provide a platform for suppliers to network with SWA members, discuss market opportunities and share information as part of its ongoing strategy to highlight the growing importance of the foodservice channel to its members and the wider wholesale industry.

SWA president Julie Dunn, operations director at Lanarkshire-based Dunns Food and Drinks, opened the event, stating: "The primary aim of the Foodservice Group is to raise the profile of foodservice in wholesale – we are also working very hard to sell the wider wholesale industry as a clear career destination choice."





John Mack



Ross Brown

Speaker Jon Mack, general manager at Bidfood Scotland and a member of the Foodservice Group, spoke about the complexities wholesalers face in Scotland with geographical challenges playing a key role and the need to be flexible essential. He said foodservice wholesalers were operating in a marketplace that was heavily competitive at a time when there was reducing skills base, increased pricing and greater expectations from the consumer.

Collaboration with suppliers and other stakeholders, Mack continued, would become increasingly important as the sector focused on delivering service excellence and helping foodservice businesses to grow.

Jim Rowan, managing director of Dunns Food and Drinks and also a member of the Foodservice Group, tracked the evolution of foodservice in Scotland and the development of technology within the sector. He estimated Scotland's share of the £10.3 billion foodservice market at £1 billion and growing, employing around 3,000 people with a further 30,000 jobs supported indirectly.

"We are a major contributor to the economy," Rowan continued. "We employ lots of people and we're dynamic and manage to keep ahead of the game." But he warned that wholesalers had to speak up on key issues affecting the industry, from the apprenticeship levy, changes to business rates and the living wage to the chronic shortage of chefs and drivers.

"The primary aim of the Foodservice Group is to raise the profile of foodservice in wholesale – we are also working very hard to sell the wider wholesale industry as a clear career destination choice"

Julie Dunn, SWA president

"Unless we do our industry will remain toothless and invisible – and fail to attract and retain the talent we need to be competitive. The SWA is our industry's voice in Scotland and we recognise that we have to shout louder."

Rowan recognised that there could well be a "people crisis" when the UK leaves the EU in 2019. "That's just something we will all have to deal with when it happens and it's out of our control." He also alluded to the need to attract more women into wholesale but added: "My experience of our sector is that each and every wholesaler in this room and up and down the country has had to invest heavily in plant, machinery and people just to remain competitive.

"We all know that investing in people is vital for the continuation of our businesses but technology must go hand in hand and should not be relegated to a lesser level of importance."

Earlier, he described the wholesale industry as "the gateway, the conduit and the key to getting suppliers' products to the caterer. "A powerful ally indeed," said Rowan.

Co-chair of the Foodservice Group, Ross Brown, outlined the aims and responsibilities of the group, and how its visions link in with the key pillars of the Scottish Wholesale Association – liaison, lobbying, legislation, training and events (Achievers and the Annual Conference).



Jim Rowan



Ants Rixon



James Withers



David Cochrane and Fergus Chambers

Brown, channel controller (Foodservice) at Premier Foods, reminded suppliers of the benefits of SWA membership with networking, brand visibility, access to insight, sharing best practice, skills and knowledge being just some of the business advantages to be gained from working with the high-profile trade association.

Another speaker was Ants Rixon, director of regional on-trade at Bibendum Wine, one of the UK's leading wine specialists. He spoke about ViVAS, the joint venture between Bibendum and Bidfood that has grown to become a £30 million per annum business supplying wine, beers and spirits to a variety of customers across the free and national on-trade.

Rixon explained: "The ViVAS range is delivered via Bidfood's dedicated fleet alongside customers' food orders and because existing food supply routes are in place, the minimum order for ViVAS is just one case, with next day delivery up to six days a week."

"We are a major contributor to the economy. We employ lots of people and we're dynamic and manage to keep ahead of the game"

Jim Rowan, managing director, Dunns Food and Drinks

Meanwhile, James Withers, chief executive of industry leadership organisation Scotland Food & Drink, of which the Scottish Wholesale Association is a member, spoke about opportunities within the foodservice market in the context of his organisation's mission to grow the industry to a value of £30 billion by 2030 and build Scotland' international reputation as a "Land of Food and Drink".

Marc Crothall, chief executive of the Scottish Tourism Alliance, highlighted the growth in tourism as an opportunity for wholesalers and suppliers, pointing to research that estimates the spend on food by inbound tourists to the UK by 2020 will reach £6 billion. He said that consumer demand for authentic and local food would be paramount.

Finally, David Cochrane, chief executive of HIT Scotland (Hospitality Industry Trust Scotland), the charity which works to help people achieve their potential within the hospitality sector, shared information about the organisation's long-established scholarships/bursaries programme. The scheme identifies and rewards future leaders of the hospitality industry by providing scholarships to leverage their career.

"By recognising the need to continually update skills within the industry, enhance personal development and bring fresh ideas back to Scottish businesses, HIT provides scholars with the opportunity to learn locally, nationally and internationally," he said.

The event was chaired by industry veteran Fergus Chambers, chairman of Ayrshire-based game fine foods wholesaler and game processor Braehead Foods.



Marc Crothall



David Cochrane



James Withers, Jon Mack, Julie Dunn, Fergus Chambers



Lee Gibson, Christine Young and Ian Johnstone of AG Barr with Jon Mack, Bidfood Scotland



Kare Salmon and Julie Dunn



Gary Routledge of Quorn and Graeme Clark, Scot Serve



Gillian Kynoch, Scottish Food Commission



Usman Nasim, Alfa Wholesale



Ross Brown of Premier Foods, co-chairman of the Foodservice Group with Angus Patterson and Grant Scrimgeour, Yules



Ian Wilson, Booker with Grant Scrimgeour and Angus Patterson, Yules



Jason Finch, Port80 Connected Technology



James Withers, Scotland Food & Drink, Katie Sillars, Bidfood Scotland and John Davidson, Scottish Government



Gillian Kynoch, Scottish Food Commission with John Mills and Lesley Stark of RBS



Mark Biscoe, IAT and Roy Williams, JW Filshill



Blake Gladman of him!, James Withers, Scotland Food & Drink and Richard Bissett, him!



Chris Boyle, Brakes and Jim Cummiskey, CEO Fáilte Group and co-chairman, Foodservice Group



Andy Dixon, JDE Coffee with Stuart Hill and David Sabin of Today's Group

BOOK NOW FOR ACHIEVERS 2018

HAVE you booked your tickets for Scottish Wholesale Achievers? Tables and places are still available but selling out fast – so please book now to avoid disappointment.

Our prestigious awards initiative, designed to reward professionalism and excellence across all sectors of the industry in Scotland, takes place on Thursday, February 8, 2018 at the Sheraton Grand, Edinburgh. This year's host is former Miss Scotland and STV presenter Jennifer Reoch.

Achievers is open to all wholesalers, including those which are not members of the Scottish Wholesale Association.

The categories for wholesalers are:

- Best Cash & Carry – sponsored by Mondelez International
- Best Symbol Group – sponsored by Philip Morris International
- Best Delivered Operation (Foodservice) – sponsored by AG Barr
- Great Place to Work – sponsored by Premier Foods
- Best Licensed Wholesaler – sponsored by Whyte & Mackay
- Champion of Champions – sponsored by JTI
- Best Delivered Operation (Retail) – sponsored by Halewood Wines and Spirits
- Employee of the Year – sponsored by Pritchitts – A Lakeland Dairies Company
- Best Marketing Initiative – sponsored by Quorn Foods

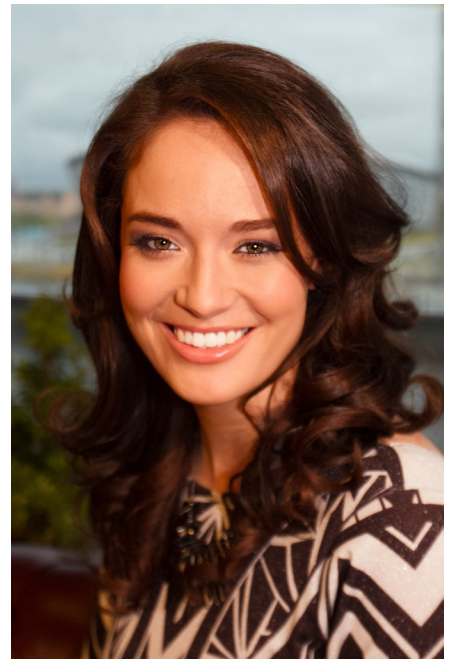
Supplier Awards:

- Supplier Sales Executive of the Year - sponsored by Sugro
- Best Overall Service
- Project Scotland
- Best Advertising Campaign

Please complete the booking form to secure your place at what is one of the highlights on the Scottish food and drink calendar.

<http://www.scottishwholesale.co.uk/media/1765/2018-scottish-wholesale-achievers-awards-booking-form.pdf>

For further information please contact Kate Salmon or Joanne Mathieson on **0131 556 8753**.



STV presenter Jennifer Reoch will host Achievers 2018.



United Wholesale Grocers (Springburn) won Best Cash & Carry in 2017. The category was sponsored by JTI

TOBACCO 'TRACK AND TRACE'

THE SCOTTISH Wholesale Association has responded to the EU Commission's draft regulations to establish a "track and trace" system for tobacco.

This will require all unit packets of tobacco products to be marked with a unique identifier and their movements tracked throughout the European Union from May 2019.

The draft regulations offer a regulatory framework that would place additional requirements on wholesalers, with significant costs and operational burdens. Wholesalers will be required to scan tobacco products in and out of their facilities, with investment required in new systems and software in order to comply with the regulations.

All unit packets of cigarettes and hand-rolling tobacco will be required to be marked with a unique identifier, their movements recorded throughout the supply chain (from the manufacturer to the last level before the retail outlet) and the related information made available to authorities for enforcement purposes.

The EC's Tobacco Products Committee meets in mid November and will vote on redrafted regulations.

Meanwhile, Westminster's Science and Technology Committee is investigating the health, regulatory, trade and financial impacts of e-cigarettes. It has asked for evidence to be submitted by December 8.

Smoking regulation is devolved to the Scottish Parliament. However, the Scottish Government may be advised by the evidence received.

The SWA consultation responses can be accessed at

https://ec.europa.eu/info/law/better-regulation/initiatives/ares-2017-4305467/feedback/F7089_en

https://ec.europa.eu/info/law/better-regulation/initiatives/ares-2017-4305537/feedback_en

SCOTTISH GOVERNMENT LAUNCHES CONSULTATION ON DIET AND OBESITY STRATEGY

A CONSULTATION on the Scottish Government's new Diet and Obesity Strategy has been launched by Public Health Minister Aileen Campbell.

The strategy follows the recent Scottish Healthy Survey which showed the majority of Scots are overweight or obese, leading to increased risk of diabetes, heart disease and cancer.

It will also support the Scottish Government's Good Food Nation Bill which is expected to be introduced to Holyrood in early 2019. The Scottish Wholesale Association attended a recent consultation event on the high-level framework legislation.

Ms Campbell, in a statement to the Scottish Parliament last month (October 26), confirmed the Scottish Government's intention to improve the "food environment" by restricting price promotions on food which is high in fat, salt and sugar. This could include multibuy; X for Y; or temporary price promotions.

Food and drink products high in fat, salt and sugar could be defined by the existing nutrient profiling model or a specific nutrient e.g. sugar and saturated fat or foods that contribute the most calories to the diet.

The Scottish Government has called on the food and drink industry to show leadership, accepting that this is a "challenging agenda particularly for Scotland's SMEs" but suggesting that a growing demand for healthier products may create new market opportunities

The Scottish Government plans to work with Food Standards Scotland (FSS), NHS Health Scotland and stakeholders to produce Scotland's first sector-specific strategy for out of home (OOH) providers by summer 2018. It states that it will "engage with relevant stakeholders" as they develop the strategy. This will include action on:

- calorie labelling
- portion size and calorie cap options
- promotions and marketing
- advice on healthier processes e.g. cooking methods and reformulation; and
- nutritional standards for public-sector procurement



The Scottish Government plans to invest an initial £200,000 over three years to help Scottish SMEs reformulate their products. It also supports the UK Government's soft drinks industry levy which will come into effect in April 2018, and is pushing for the levy to be extended to include sugary milk-based drinks containing less than 95% milk and dissolvable powders for milk-based drinks such as milkshakes and hot chocolate.

Ms Campbell confirmed the Scottish Government would continue to push the UK Government to ban broadcast advertising of junk food pre-watershed and request that these powers be devolved if Westminster failed to act.

The Scottish Government plans to extend the current restrictions on non-broadcast advertising of junk food to areas that are commonly used by children. Those could include areas around schools and locations such as visitor attractions.

It has also called on the food and drink industry to show leadership, accepting that this is a "challenging agenda particularly for Scotland's SMEs" but suggesting that a growing demand for healthier products may create new market opportunities.

The consultation closes on January 31, 2018. SWA will be making a submission on behalf of members so please let Margaret Smith have your thoughts and comments on these proposals at margaret.smith@caledoniapublicaffairs.com as soon as possible.



DRS: ZERO WASTE SCOTLAND TO EXPLORE OPTIONS

ZERO Waste Scotland (ZWS), following the announcement that the Scottish Government was asking the agency to devise a deposit return model, has established a team to take forward this work.

The ZWS team will:

- Look at other systems to see what works and doesn't work. It is not expected that any existing scheme will meet Scotland's needs but equally the ZWS team believes existing schemes could offer guidance
- Hold a series of conversations with a broad range of stakeholders
- In addition, a number of separate one-to-one meetings with key sectors will be set up
- All available market data (Valpak, Cantor), together with data already held by ZWS, will be examined. PRGS members holding relevant data are encouraged to let ZWS know

The intention is that ZWS will be able to produce for the Scottish Government a DRS paper for public consultation. The timescale for this work remains unclear, but it looks most likely to be spring 2018 at the earliest.

Meanwhile, the Scottish Wholesale Association has written to Environment Secretary Roseanna Cunningham and senior officials seeking an urgent meeting and requesting that the Scottish Government includes SWA on a steering group which will oversee Zero Waste Scotland's investigations of different potential models.

The SWA has also invited the Scottish Government and ZWS to visit wholesalers' premises. Meanwhile, executive director Kate Salmon and public affairs consultant Margaret Smith met with relevant MSPs as well as Jackie Baillie, the Labour Economy spokesperson and Richard Lyle of the SNP who is a member of the Environment Committee.

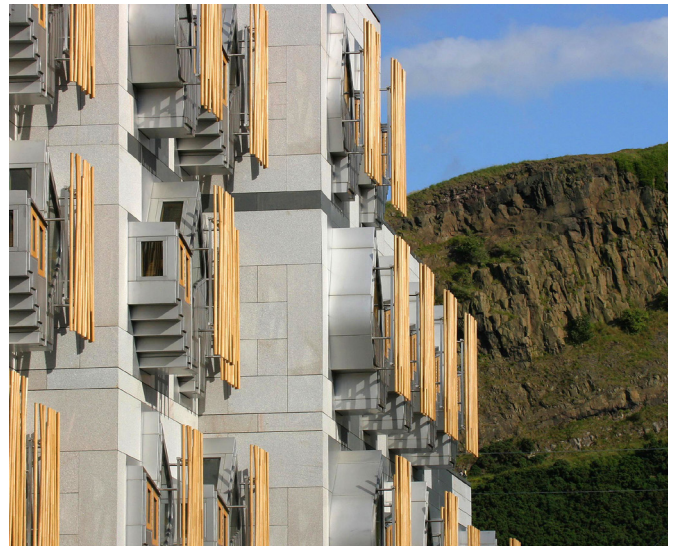
We are continuing to work with a range of stakeholders including SGF, PRGS, BRC and Age Scotland on this issue.

DUNNS HOLDS FIRST 'CRAFT MARKETPLACE' EVENT

SCOTTISH Wholesale Association member Dunns Food and Drinks hosted its first Craft Marketplace event for trade customers this month.

Taking place in the Dissection Room at Edinburgh's Summerhall, the event included exhibits by around 20 food and drinks suppliers, with attendees having the opportunity to sample new and seasonal products as well as benefit from exclusive deals.

Exhibitors include East Lothian-based cider maker Thistly Cross, St Andrews Brewing Co, Speyside Brewery, Fyne Ales, Pickering's Gin, Bellfield Brewery and Brewgooder, which donates 100% of its profits to clean water projects around the world.



Photograph: The Scottish Parliament (©Adam Elder)

LOBBYING LEGISLATION TO GO LIVE IN MARCH

IT HAS been confirmed that the Lobbying (Scotland) Act 2016 will go live on March 12, 2018.

The Act states that certain face-to-face meetings with MSPs or the Scottish Government's ministers, special advisers or permanent secretary need to be registered on the new Scottish Lobbying Register website.

A four-month familiarisation period is now under way to allow people to use and explore the new register website that has been developed in preparation for the Act coming into force.

The register website will allow users to practise registering on the system and creating information returns before the full commencement date next year.

Margaret Smith, the SWA's public affairs consultant, is a member of the Lobbying Register Working Group.

TLT LICENSING SERVICE AND HOTLINE

DON'T forget that members of the Scottish Wholesale Association can take advantage of our bespoke licensing hotline service, operated by licensing legal firm, TLT.

The service gives wholesalers and suppliers that are members of the association access to some of the leading licensing lawyers in Scotland including Stephen McGowan, who leads the TLT team, partner Caroline Loudon, legal director Niall Hassard and solicitor Michael McDougall.

Members receive an initial free consultation with a discounted rate for additional follow-up legal services. Other benefits include access to a licence health check and TLT licensing seminars.

● **The hotline, which is exclusive to members of the Scottish Wholesale Association, can be accessed on 0333 006 1130.**

HAVE YOU CONSIDERED MENTORING? JOIN THE SWA'S MENTORING PROGRAMME

ARE YOU looking to further your career and benefit from personal development through mentoring? The Scottish Wholesale Association currently has spaces available on its high-profile Mentoring Programme for driven individuals who would like to maximise their potential and develop their skills.

The programme, established to improve skills and nurture emerging talent within the Scottish wholesale industry, has successfully matched 18 ambitious individuals 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, said: "The SWA's Mentoring Programme has been hugely successful since we launched it in 2012 – it has struck a chord with SWA members who see the value in the personal development of their staff.

"Participants have gained confidence and learned new skills, not only helping their own career progression but also contributing to the growth and development of their own companies. It's a win-win situation."

If you would like to be considered as a mentee, please email Sandie Holmes at training@scottishwholesale.co.uk or call her on 0792 121 3892.



Bev Kelly, area manager, Booker is one member who has benefited from our Mentoring Programme



ROUND-UP

JULIE DUNN, president of the Scottish Wholesale Association and operations director of Dunns Food and Drinks, was one of the speakers at the Women in Wholesale conference at the British Library, London in October.

EXECUTIVE DIRECTOR Kate Salmon will be attending the SFTA (Scottish Food Trade Association) annual dinner in Glasgow on November 9. This is a long-established feature on the food and drink calendar.

PLANS ARE under way for the 2018 Annual Conference which will take place at Crieff Hydro in Perthshire from June 8-10. Details will be announced in due course but please keep checking the website for updates.

KATE SALMON and president Julie Dunn will be attending affiliate member the Scottish Licensed Trade Association's annual lunch in Glasgow on November 15. The event will mark the beginning of the final stage of the SLTA's three-year 'Time for Change' action plan to make the organisation fit for purpose in the 21st century.

THE Scottish Wholesale Association attended the recent meeting of the Scottish Anti-Illicit Trade Group (SAITG) in Stirling.

TRAINING EVENT: EFFECTIVE MANAGEMENT SKILLS

THE FINAL event in the Scottish Wholesale Association's 2017 training programme will focus on employment law, providing an overview of the General Data Protection Regulation (GDPR) which is due to come into effect next year

Taking place on Tuesday, November 14 in Glasgow, this FREE workshop will discuss the key implications of GDPR for organisations in the UK, including what is going to change in terms of data privacy and key actions to take now to comply in order to ensure compliance with the new rules.

This session will help employees understand GDPR which comes into effect on May 25th 2018, modernising UK data protection legislation.

To book your place please email Sandie Holmes at training@scottishwholesale.co.uk.

Please keep checking our website for details of upcoming training events.