

SWA Annual Conference: Book your place now

Plans are well under way for the SWA's Annual Conference which takes place at Crieff Hydro in Perthshire from 31st May-2nd June.

Speakers include:

- Colin McLean, chief executive, CJ Lang
- Dawood Pervez, managing director, Bestway
- Andrew Lynas, chief executive, Lynas Foodservice
- Chieh Huang, CEO, Boxed Wholesale
- Ross Mackay and Elliott Kessas, DARING Foods

Mr McLean was appointed chief executive of Dundee-based Spar wholesaler CJ Lang last year while Mr Pervez, the youngest son of Bestway founder Sir Anwar Pervez, took up his position after Martin Race retired at the end of November. Mr Lynas heads up Coleraine-headquartered Lynas, one of the island's largest food distributors which makes over 8,000 deliveries every week throughout Ireland and Scotland.



New York-based online company Boxed Wholesale was founded in 2013 by CEO Chieh Huang whose idea was to "make shopping for bulk easy, convenient and fun, so you can focus on the things that really matter".

Meanwhile, DARING Foods is a Glasgow-based start-up selling plant-based meat alternatives. It recently secured its first

distribution deal with SWA member Lomond Foods.

Please keep checking our website for further updates and book your place now by contacting Joanne Mathieson on **0131 556 8753**.

SAVE THE DATE: Sharing the Vision & Networking Event – 28th March

SWA chief executive Colin Smith will unveil his vision for the future of the association at a major networking event scheduled for Hampden Park, Glasgow on Thursday, 28th March.

The event, titled ***Sharing the vision and business building with a difference***, will give wholesale and supplier members the opportunity to meet, network and share in the association's long-term strategy.

Full details will be unveiled in due course but please act now to reserve your place by calling Joanne Mathieson on 0131 556 8753.

SWA responds to consultation on HFSS

SWA, in its response to the Scottish Government consultation on Reducing Health Harms of Food High in Fat Sugar and Salt (HFSS), has strongly disagreed with the proposed mandatory approach and said it is concerned at the negative impact these proposals would have on the wholesale sector and the independent convenience stores that members supply.

The SWA recently met with Scottish Government officials to discuss the proposals. This meeting also saw the officials take part in depot site visits at Batleys Edinburgh and Costco to gain a better understanding of the wholesale sector.

In the SWA response, it was pointed out that the majority of members supply all the products covered by the Scottish Government's proposals. However, it was also made clear that while we agree that the proposals set out within this consultation would not apply to wholesale outlets, these businesses would be significantly indirectly affected by the reduced sales of discretionary foods by their customers. SWA further stated that the trade association also represents

supplier members which include some of the UK's largest FMCG food manufacturers.



“Our wholesale and supplier members have already been proactive in tackling the UK’s obesity and overweight problems by increasing their healthier ranges, reformulating own label drinks to low or no-sugar variants and actively supporting the UK Government’s Department of Health’s Change4Life initiative,” said SWA chief executive Colin Smith.

“It’s essential that the Scottish Government doesn’t penalise such activities and positively differentiates in favour of healthier and reformulated options,” he added. “It is essential that the Scottish Government acts to incentivise reformulation. To date, the Scottish Government has supported manufacturers to reformulate products and supported retailers via the HLF. “We would urge the Scottish

Government to work in partnership with SWA to investigate incentives for Scotland’s wholesalers to stock healthier products rather than seeking to restrict commercial freedom and sector innovation.”

SWA has also had input into a wholesale-specific Business Regulatory Impact Assessment (BRIA).



[Click here to see our consultation submission](#)

Further information is available on the Scottish Wholesale Association website: www.scottishwholesale.co.uk or call Colin Smith on 0131 556 8753

Good Food Nation consultation: get involved

The Scottish Government has published its Good Food Nation Proposals for Legislation consultation. SWA members are encouraged to participate before the consultation closes on 29th March.

Its aim is to underpin the considerable work already under way in Scotland to promote Scots having access to, and understanding the benefits of, healthy local foods. The Good Food Nation strategy includes introducing healthier and local produce in schools, hospitals and prisons, and enabling primary school children to visit a local farm to better understand the journey of farm to fork.

Take part here (<https://consult.gov.scot/food-and-drink/good-food-nation/>).

ScotHot 2019

The image is a promotional poster for the ScotHot 2019 event. It features a blue-tinted background photograph of a busy event space with people seated at tables. Overlaid on this background is the event's title and details in white text. The text reads: 'ScotHot' in a large, bold, sans-serif font, followed by 'SEC GLASGOW' in a smaller, all-caps font, and '13 - 14TH MARCH 2019' in a medium-sized font. Below this, it says 'AN HRC EVENT' in a smaller, all-caps font. A small white sign with the number '2' is visible in the background on the right side.

ScotHot
SEC GLASGOW
13 - 14TH MARCH 2019
AN HRC EVENT

SWA Foodservice steering group will join wholesale and supplier members at ScotHot 2019, Scotland's premier showcase for food, drink, hospitality and tourism, at the SEC Glasgow on 13th-14th March.

This high-profile industry event incorporates the Scottish Culinary Championships and will also feature panel discussions on the Scottish Tourism Alliance (STA) Spotlight Stage covering key issues ranging from Scotland's food tourism strategy to the future of staffing in hospitality.

www.scothot.co.uk

MSP visits Bidfood Scotland

Bidfood Scotland at Newbridge hosted a visit by the area's local MSP, Alex Cole-Hamilton, as part of the SWA's ongoing work to help the Scottish Government better understand the wholesale industry.

SWA Council member John Mack, Bidfood Scotland's general manager, welcomed Mr Cole-Hamilton to the depot where he spent time hearing about the wholesale sector's £2.9 billion contribution to Scotland's economy as well as the Brexit challenges facing wholesalers.

Also in attendance were SWA chief executive Colin Smith and Margaret Smith of Caledonia Public Affairs, who co-ordinated the MSP's visit.



Message from Colin Smith, Chief Executive

With the first month in my new role nearly gone, it has been about starting to deliver on my vision for the SWA's future. This was presented at your last Council member meeting and will focus on three key areas:

Lobbying & Legislation: with a doubling of investment in this area

Building business relationships: creating more opportunities for our members to grow your businesses together.

Training our people: Investing in a new Training Academy – providing a clear path for career development from induction to future industry leader.

Please come and “share the vision” and understand where the SWA is going to invest in YOU, at our FREE member event at Hampden Park on 28th March.

Over the past few weeks, we have been actively engaged with the Scottish Government helping to raise awareness of our industry and the value to the economy. Julie Dunn, President, and myself also have a postponed meeting with Cabinet Secretary Michael Russell on 7th February to discuss our industry and Brexit impacts.

I would like to thank the members whom I recently met, called and emailed for your valuable input into the SWA's response on the HFSS consultation and BRIA. I believe that this could be one of the biggest restrictions on our industry in years and it was vital that you had your voice heard.

This coming month will see new developments in our Foodservice Strategy Group. While I represent the SWA on the board of the new Scottish Food Tourism Strategy, the opportunities for our members and where you can help deliver growth will become clearer after our February meeting. This will also be presented at our **Sharing the Vision** event

I also look forward to the launch of our Annual Conference at Crieff, which will focus on delivering greater opportunities for suppliers and wholesalers to meet, build business and plan “what's next” strategies for growth.

Our Achievers Awards are now upon us and I very much look forward to meeting you all on the night. Please come and introduce yourselves – I would love to hear how the association can help your business

Welcome to new SWA members

The logo for Juul, consisting of the word "JUUL" in a bold, black, sans-serif font.

SWA welcomes three new members. E-cig company Juul Labs and frozen food firm McCain Foods are the latest suppliers to join us while Williamson Foodservice, a family-owned and operated wholesaler based in Inverness with depots in Stornoway and Glasgow, is the latest wholesaler to join the association.