



# SCOTTISH SEAFOOD NETWORKING LUNCH AND WHOLESALING SEMINAR

**West Beer Brewery • 29th October 2019**

Join us for a delicious seafood lunch and informative workshop hosted by a range of key industry figures, helping you to understand more about the Scottish seafood industry and the opportunities it has for Scottish wholesalers and food distributors.



Scotland has some of the world's finest seafood, in demand by the best chefs and most discerning customers around the globe. From Michelin starred restaurants, fish and chip takeaways, gastro pub and event catering, the high quality and Scottish provenance suits a range of establishments and food service outlets.



## Who is this free event for?

- Wholesalers looking for a new business opportunity
- Wholesalers looking to understand more about selling, marketing and distributing fish
- Companies looking to transfer to or list Scottish origin seafood
- Companies looking to meet with potential buyers and sellers of Scottish seafood

**Seafood Scotland** is on hand to support any new business development searches by working together to find the best suitable supply partners from across Scotland's diverse seafood producing and processing sector.

## Workshop Agenda

- 12:00** Registration and drinks reception
- 12:20** Scottish Seafood Lunch & Networking
- 13:15** Scottish Wholesale Association
- 13:30** **The Story of Scottish Seafood**  
A whistle stop tour of the industry, Clare Dean, Trade Marketing Manager Seafood Scotland.
- 14:00** **Provenance Perspectives**  
Andrew Niven, Strategic Market Intelligence Manager, will reveal key insights from Scotland Food & Drink. In this session you'll gain a deeper understanding of the importance of Scottish provenance and the market opportunities that this creates.
- 14:30** **Fishy Factoids Quiz**

- 14:40** **Trading in Seafood**  
A chance to hear from the people in the industry with a specially selected Q&A panel including Jak O'Donnell, Chef/Patron of The Sisters, Glasgow and white fish processors Stephen Thomson from JK Thomson, Musselburgh.
- 15:45** **'State of the nation'**  
Naomi McCann, Marketing Officer from Seafish will discuss consumption patterns and challenges for the seafood industry highlighted through recent research and audience insights.
- 16:30** **Optional Brewery Tour**

