

# CONSULTATION ON ENERGY DRINKS

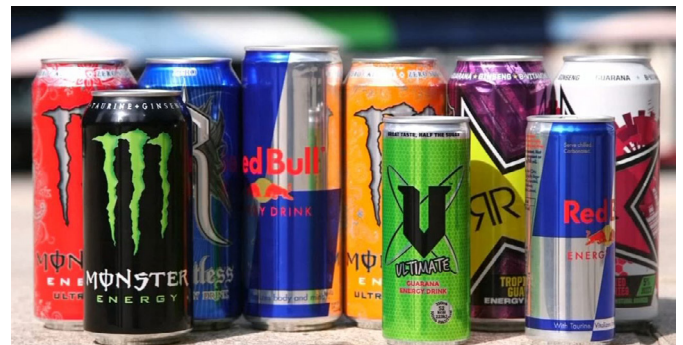
**THE** Scottish Government published its consultation paper on ending the sale of energy drinks to children and young people.

It is available online at <https://consult.gov.scot/health-and-social-care/ending-the-sale-of-energy-drinks> and will close Tuesday, 4 February 2020.

This consultation fulfils the Scottish Government's commitment to A Healthier Future: Scotland's Diet & Healthy Weight Delivery Plan to consult on proposals for implementing a mandatory age restriction for energy drinks.

The Scottish Government is asking for views on whether mandatory action is needed, how best to implement an age restriction and the impacts such a policy might have. It wants to ensure the steps that are proposed are proportionate and likely to deliver beneficial outcomes.

Responses to the consultation will inform impact assessments and consideration of legislation and the SWA encourages you to support our own submission by responding to the consultation online yourself.



## EU SETTLEMENT SCHEME

**THE UK** might be leaving the European Union on 31 January and Brexit could have an effect on the way EU Citizens live in Scotland.

This might include changes to EU citizens' rights. EU citizens currently living in the UK have to apply to the EU Settlement Scheme by 30 June 2021 if they want to keep living in the UK after this date. There is a different deadline if we exit without a deal, which is 31 December 2020.

To be eligible to apply to the Settlement Scheme, EU citizens will need to show they are resident in the UK by December 2020.

The Scottish Government is committed to protecting EU citizens and is constantly looking at more ways to support EU citizens around Brexit so please continue to check the [mygov.scot/Brexit](https://mygov.scot/Brexit) page for updates.

***To be eligible, EU citizens will need to show they are resident in the UK by December 2020.***

The Scottish Government currently has a package of support to help EU citizens stay in Scotland including:

- Dedicated resource for community-based support across Scotland
- A 'Stay in Scotland' toolkit to support EU citizens and employers with EU staff which include a poster, factsheet, digital content and guides
- EU Citizens' Support – a free, specialist support service provided by Citizens Advice Scotland for anyone affected by the UK Government's EU Settlement Scheme
- As part of this support service, you can contact a specialist full-time national helpline on 0800 916 9847. Lines are open Monday to Friday, 9am to 5pm.

The full toolkit and associated information can be found here: <https://www.gov.scot/publications/eu-citizens-staying-in-scotland-package-of-support/>

# YOUNG CHEFS SERVE UP A TREAT

**A LOCAL** school cooking competition has served up its most successful event to date. Lauren Bell from Dingwall Academy was crowned the winner of the Inverness and Culloden Schools Masterchef competition on Tuesday, 26<sup>th</sup> November, 2019.

It is the culmination of three months of heats, a semi-final and last night's final. Food writer and founder of Kinloch Lodge on the Isle of Skye Lady Claire Macdonald and head chef at Kinloch Lodge Marcello Tully judged the final cook off and presented the trophies.

The event took place at Inverness College UHI who provided access to their professional kitchen and venue facilities. Around 60 friends and relatives of competitors as well as teachers and local chefs attended the event. The competition has been running for around six years and in 2019 it attracted a record 79 school children when it was launched back in September.

Lauren won through her school qualifying round, a semi-final against five other schools and last night's final to be crowned Schools Masterchef champion in Inverness & Culloden for 2019.

The Williamson Foodservice sponsored competition is organised by The Rotary Club of Inverness Culloden and included Culloden Academy, Dingwall Academy, Fortrose Academy, Inverness High School, Inverness Royal Academy and Millburn Academy.

Managing Director of Williamson Foodservice Gary Williamson said: *"It is encouraging that more schools and competitors have been involved this year than ever before. Chefs from local hotels, restaurants and other eateries also came forward in greater numbers as judges and this added to an even greater experience for all concerned."*

*"This collaborative approach ensures vital links are made between those working in the hospitality sector; young people who are interested in developing careers in food and drink; and educators like Inverness College UHI who provide formal training and skills. Teachers also play an essential co-ordinating role promoting and running heats often in their own time. To them we are especially grateful."*

The four finalists also got to spend the day in a professional kitchen as part of the Schools Masterchef experience in order to develop their wider skills, knowledge and understanding of the hospitality trade.



Inverness & Culloden Rotary President James Milton said: *"We want to encourage even more school children to come forward in the future and I hope those who helped or supported contestants this year come back in 2020 as competitors in their own right."*

*"We have ambitions to attract more local schools too so that the benefits of this competition can be felt by even more young people throughout Inverness and the surrounding area."*

Finalists included: Lauren Bell, Dingwall Academy; Charlotte Burton, Inverness Royal Academy; Emma Warner, Inverness High School; and Alix Callaghan, Fortrose Academy.

## SWA MEETS WITH REPRESENTATIVES FROM THE CHINA FOREIGN TRADE CENTRE

**SWA** met with representatives from the China Foreign Trade Centre in Edinburgh in September ahead of the 126<sup>th</sup> Canton Fair in Guangzhou.

The event, also known as the China Import and Export Fair, is the world's largest trade show and takes place in both spring and autumn.

SWA president Julie Dunn, operations director of Dunns Food and Drinks along with Cameron Gourlay, general manager at Glencrest, represented our trade association at the meeting in the Parliament Hotel.

*"The representatives from the China Foreign Trade Centre were in the UK to talk about the Canton Fair and I could see that Scotland is an untapped market for this particular trade show – the biggest in China,"* commented Julie.

Dunn continued saying that *"SWA has welcomed Chinese trade representatives in the past so we were able to give them an excellent insight in the Scottish food and drink industry and the opportunities available."*



Describing the meeting as "productive", Cameron said: *"Both Julie and myself found there to be plenty scope for opportunities for Scottish businesses to develop trade through the China Foreign Trade Centre."*

Commenting further, Cameron said *"The market in China is a massive opportunity for businesses and manufacturers – and one that is a focus of SWA and similar industry associations to assist Scottish businesses in breaking into the Chinese market and gaining a foothold in the market."*

# SWA AND SEAFOOD SCOTLAND EXPLORE NEW OPPORTUNITIES

**THE SWA** partnered with Seafood Scotland to host a joint workshop, hearing from a range of key industry figures on the market and opportunities the Scottish seafood industry has to offer Scottish wholesalers and food distributors.

Clare Dean, trade marketing manager at Seafood Scotland, opened the event by presenting why Scotland has some of the world's finest seafood that is used by the best chefs and eaten by the most discerning customers around the globe.

However, it's not just found in Michelin-starred restaurants – it's in your local fish and chip shop, takeaway, gastro pub and used by event catering operators. The high quality and Scottish provenance suits a range of establishments and foodservice outlets – all serviced by SWA members.

This inaugural event provided delegates with a deeper understanding of the importance of promoting Scottish provenance and the market opportunities that this creates. Wholesalers were able to ask questions from the fishermen who catch the seafood through to processors such as East Lothian-based JK Thomson.

Andrew Niven, strategic market intelligence manager at industry organisation Scotland Food & Drink, revealed key insights on consumers' desire to buy more Scottish products. Meanwhile, Naomi McCann, marketing officer at Seafish, discussed consumption patterns of fish across Scotland and where the best opportunities lie for wholesalers.

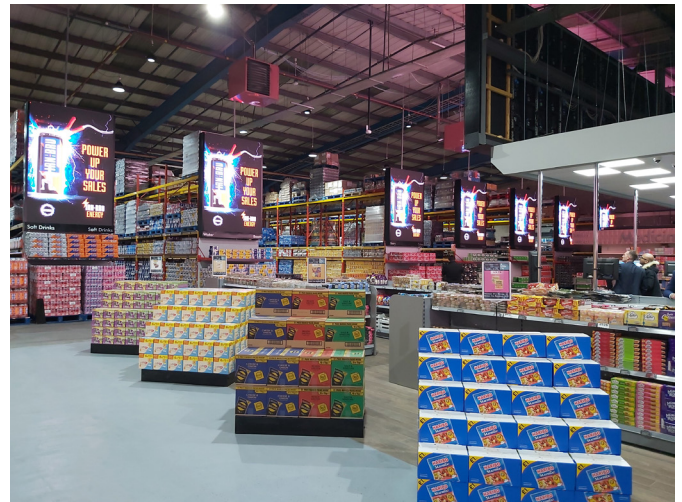
Following the workshop's success, SWA and Seafood Scotland plan on hosting a follow-up event in early 2020.



## SCOTTISH POLITICIAN OF THE YEAR AWARDS

**SWA** were once again delighted to host a table at this year's Herald Politician of the year awards, held at Prestonfield House on Thursday 21<sup>st</sup> November. Members from Unitas, CJ Lang and Dunns Food & Drink celebrated with our political guest, Joanna Cherry QC, after she won the 'Best Scot at Westminster' award. Now in our fourth year of attendance, this event allows SWA and our members to meet and celebrate with senior Politicians in a relaxed and informal setting. If you would like to join us in 2020, please let us know.





# UNITED WHOLESAL (SCOTLAND) UNVEILS 'WAREHOUSE OF THE FUTURE' AND LAUNCHES UNITED CONNECT APP

**GLASGOW-BASED** United Wholesale (Scotland) is claiming an industry first with its revamped flagship depot at Queenslie in the east end of the city.

The "Warehouse of the Future" sees the depot refigured to feature more aisles and bays and, crucially, make it brighter and more spacious, offering customers a better shopping experience in a less cluttered environment.

Large LED displays – including an impressive 48m x 4m screen in the foyer – feature products and promotions while rack-ends are also now LED. In addition, electronic shelf-edge displays have been introduced – they are more energy-efficient and less prone to mistakes, says UWS, and can also be controlled by suppliers.

Other enhancements that form part of the £1 million-plus investment at Queenslie include a "scan and go" operation and a tobacco room that has doubled in size, attractive fresh fruit and veg displays, and a welcoming reception desk.

The award-winning wholesaler has also launched the United Connect app, developed in partnership with Velocity Worldwide using its Darius software. One of its features is a shopping list and it can direct customers around the warehouse as well as offer category advice.

In addition, it enables UWS to gain access to customers' buying behaviour and target supplier advertising to their location in the warehouse.

Meanwhile, new office accommodation has been created to allow UWS to centralise its buying operation at the site. Its other depots are at Maxwell Road in Glasgow and Grangemouth.

The investment follows a management restructure which saw Asim Sarwar assume the role of UWS executive chairman and former Booker and Scotfresh executive, Chris Gallacher, replace him as managing director.

UWS reported a 4.5% increase in turnover to £233 million for the year to December 31, 2018. Profit before tax almost doubled from £1.1 million to £2.6 million for the same period.

## TRANSPORT AWARDS

**CONGRATULATIONS** to two Glasgow members – JW Filshill and Failte Group – who were winners at the recent Transport News Scottish Rewards. JW Filshill won Top Training Operator for its innovative "warehouse to wheels" training scheme while Failte Group won the accolade for Scotland's Top Chilled Distributor.

## SUBSCRIPTIONS

**SWA** subscription fees have been frozen for 2020 at 2019 levels as we continue to add value to our membership. We will develop the services we provide across our membership during 2020, liaising with wholesalers and suppliers to ensure SWA is giving members what they want.

## TRACK & TRACE: COMMON REPORTING MISTAKES

**THE EU** Commission has published a document of common reporting mistakes observed since the EU Secondary Repository and Router have been in operation. These can be found here: [https://ec.europa.eu/health/tobacco/tracking\\_tracing\\_system\\_en](https://ec.europa.eu/health/tobacco/tracking_tracing_system_en).

Wholesalers are asked to review these mistakes and identify where, in your businesses, you can make changes to enable a better flow of accurate information between wholesaler and the repository.

[EU System of Tobacco Traceability: Common Reporting Mistakes CCRS Update](#)

# POLITICAL UPDATE: DEPOSIT RETURN SCHEME

## SWA MEMBERS' VOICES HEARD LOUD AND CLEAR

**SWA** members joined Chief Executive Colin Smith, SWA Council members and SWA's Public Affairs colleague Margaret Smith on a specially convened Deposit Return Scheme online conference call on Tuesday 5<sup>th</sup> November.

Colin reported back on the SWA's involvement within the Deposit Return Scheme Implementation Advisory Group (IAG) to date, as well as seeking a clear mandate from members on the next steps required to secure the best possible DRS for the wholesale sector.

Members were also given an overview of DRS and the implications for Wholesalers. This is a critical time for the scheme design as both the Scottish Parliament and the Scottish Government have been consulting on DRS. Members were asked their views on certain key elements and what the SWA's future demands of Scottish Government and the ECCLR Committee should be.

The outcomes of this included:

1. SWA will continue to pursue a seat on the board of the DRS Scheme Administrator (SA). Currently this seat is not an option, as laid out in existing proposals. That's despite the fact that the SA will certainly make decisions in the future that will have major impact on our industry but without our input or voice being heard.
2. SWA should continue to seek compensation (handling fee/recompense/grant) for costs incurred by wholesalers in implementing DRS. Having a seat on the board would facilitate this discussion but is not the overwhelming reason for securing this seat.
3. Members should support SWA's call for the above, through input into SWA's Scottish Government DRS Consultation that closes 10/12/19 and by inviting local MSPs to meet both at member depots and/or their local constituency office: (SWA are happy to provide templated letters for members to send).

This member feedback has guided the engagements that Colin Smith has had with MSPs and civil servants over the past two weeks. Details of these conversations are included within our other DRS news stories.

The SWA will continue to support a well-designed DRS which responds to the climate emergency but also works for the whole of industry and the consumer. In SWA's opinion, such a design is one which:

- Is UK-wide (eliminating what would effectively become a beverage trade border between Scotland & England)
- Excludes glass
- Has a realistic timetable (a 2022 go-live date would meet SWA member needs)
- Excludes small retailers
- Recognises and helps mitigate the impacts on the whole supply chain



## BUSINESS IN PARLIAMENT: MAKING OUR VOICE HEARD IN HOLYROOD

**SWA** Chief Executive Colin Smith was invited to attend the 13th Business in the Parliament Conference (BIPC) on Thursday 7th & Friday 8th November at Holyrood.

Joining Bill Bowman MSP (N.E.Scotland Region) and Emma Harper MSP (Scotland South) at the gala dinner, Smith discussed not only DRS but the involvement of SWA in helping shape Scotland's National Food Tourism strategy. Our members will play a fundamental role in the drive to help increase and distribute the products from Scotland's local producers and manufacturers.

During the formal conference session on Friday 8th which focused on technology and leadership Smith questioned a cross party group of MSPs. He suggested that the Scottish Government should hold back the DRS go-live date to allow time for evolving technological innovations to be incorporated into the new scheme. He argued there was also a case for improving recycling rates using existing kerbside solutions and helping ensure a unified UK approach. By rushing towards an unrealistic implementation date, Smith suggested that Scotland's new Deposit Return Scheme risked launching with technology at its heart that was already out of date. Smith's fear being that England plan to launch a DRS later than Scotland may lead to the English system benefitting from a more advanced system than the 40-year-old DRS model that the Scottish Government is looking to implement.

Murdo Fraser MSP, (Conservative Shadow Cabinet Spokesman for Finance), supported Smith's views and suggested that the Scottish Government should not be rushing to implement something that has a politically motivated date as its deadline.

The full conversation and response from Kate Forbes MSP and Murdo Fraser MSP can be viewed online at: <https://www.youtube.com/watch?v=7GgjWHp1-D0&t=192s>



## SWA'S COMPREHENSIVE "DRS WHOLESALERS IMPACTS" REPORT NOW COMPLETE

**SCOTT MONCRIEFF** business advisors have now completed their independent report into the full effects that DRS will have on the food and drink wholesale industry. Commissioned by SWA, this vital report has been submitted to Zero Waste Scotland, the Scottish Government and the Environment, Climate Change and Land Reform Committee to strengthen the SWA's demands on behalf of our members and show the real costs to our industry.

Much of the content has so far gone un-noticed by the Scottish Government in its original BRIA and Final Business Case reports. SWA urges the Scottish Government and Deloitte, who are undertaking the current and final FBC, to consider this report and the potentially hugely damaging impact on our industry.

### HIGHLIGHTS/SUMMARY OF REPORT

Our report highlights:

- £298k per week initial additional capital cashflow required by the average wholesaler!
- Additional producer fee alone adds extra 2% onto total average stock costs.
- Early implementation by Scotland will create a beverage "hard border" with England.
- Trade border restricts wholesalers' product choice, freedom of movement, purchasing ability, competitive advantage & ultimately their potential survival.
- Importing from out-with UK increases costs & complexity for wholesalers, who would now be classed as 'producers' and have scheme obligations and costs imposed on them.
- DRS makes it cheaper for Scottish producers to sell into England than it does their home market. Risking the loss of product from sale in Scotland, with equal argument for English producers not listing their product in Scotland.
- DRS, through consumer upsizing, would be anticipated to incentivise greater alcohol and sugar consumption.

## MEMBERS HELP PUT 'PRODUCER BUSINESS FORMS' TO THE TEST

**OUR THANKS** go to Batley's and Dunn's Food & Drink who, along with other producers/manufacturers, will be assisting Zero Waste Scotland (ZWS) in devising and testing the proposed 'producer business forms' that the eventual Scheme Administrator will use when registering businesses, products and content.

It is hoped this proactive approach by ZWS, in having businesses input into the design of these forms, and well in advance of the live implementation, will reduce the recent complications seen within the tobacco 'Track & Trace' registration process.



## PLAY YOUR PART: FINAL CONSULTATION ON DRS ENDS 10TH DECEMBER

**TUESDAY** 10<sup>th</sup> December 2019 is your last chance to formally have your say on DRS! This is the closing date for the final Scottish Government DRS Consultation on the issue. SWA will be using ALL previous member evidence responses that were sent previously to the Environment, Climate Change and Land Reform Committee consultation last month.

We urge members who did not contribute previously to get in touch and SWA will assist in writing your response. Every member will be impacted in some way by DRS. This is true even if it is purely a limited range of products you will have to sell in your depots because manufacturers WILL NO LONGER make available the same range of product for the Scottish market.

Your board also ask that you write to your local MSP (again SWA can provide a template on request), inviting them to meet with you either in their local constituency office or your depot (SWA can be in attendance with you) and send them the SWA DRS Impacts report. Your local employment is a vital part of their community that they were elected to represent. Any impact on your viability of employment should be a concern to them and they need to know.

Local MSP visits should ideally be completed before the end of January, which is when the Scottish Government will make their decision on the final shape of the DRS regulations.



## MANAGING RISK WITHIN YOUR BUSINESS – SWA SUMMARY

CCRS hosted the 'Managing Risk Within your Business' seminar for SWA members at the Grand Central Hotel in Glasgow on 10<sup>th</sup> October 2019. The session was designed to highlight key risks affecting wholesale businesses in Scotland. Practical risk management advice was provided to members on how to identify risk and implement basic risk management strategies within their business to; reduce the likelihood of accidents occurring within their premises, reduce insurance claims and ultimately obtain insurance premium stability from their insurer.

CCRS were joined by various risk management specialists who gave their valued insight through their informative presentation on the following subjects:

### Slips and Trips in the Workplace

Presented by Christian Harris, Managing Director of Slip Safety Services ([slipsafety.co.uk](http://slipsafety.co.uk));

- Explained how slips can occur in the workplace and outlined that slips cost NHS 1.5m sick days per year
- Emphasised that the average true cost of a slip claim to a business can be up to £125k (which includes admin, legal, staffing, reputation, loss of business etc)
- Slips are an ongoing issue for businesses due to poor understanding, insufficient legislation and cost pressures
- Outlined slip 'hot spots' within Wholesale premises
- Identified 6 sources of slips and how slip risks can be quantified and controlled
- Provided real life examples on how anti-slip treatment and staff training has improved UK premises overall slip risk
- Summarised the 6 steps to slip safety and how Insurer bursaries can contribute towards risk management costs

### Manual Handling

Practical sessions presented by Philip Bladon, Commercial Director of Pristine Condition ([pristinecondition.com](http://pristinecondition.com)), manual handling health and safety specialists;

- Philip ran a practical session for attendees educating members on how to lift loads effectively to avoid injury
- Highlighted the importance of having a bespoke manual handling training solution for businesses that is:
  - Highly engaging, relevant and memorable
  - Results in behavioural change
  - Practical-focus – on site, doing the tasks that staff do.

### Motor Fleet Risk Control & Forklift Truck Safety

Presented by Tony Sharples, Assistant Regional Business Resilience Manager of AXA ([axa.co.uk](http://axa.co.uk))

Looked at the importance of conducting a Fleet Risk Review within your wholesale business.

*CCRS are the appointed insurance and risk management partner of the Scottish Wholesale Association, offering members complimentary advice on insurance and risk management matters, to discuss your requirements please contact Scott McLuskey of CCRS Brokers on 0141 471 8439 / 07419 905984 or contact Scott at [smcluskey@ccrsbrokers.com](mailto:smcluskey@ccrsbrokers.com)*

