

2023

SGF Mini Summit

18th May 2023

Macdonald Inchyra Hotel

Event Programme



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#SGFSummit23

SGF
Scottish Grocers' Federation

SGF MINI SUMMIT 2023

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WELCOME FROM SGF CHIEF EXECUTIVE

Dear colleagues,

I would like to welcome you all to the 2023 SGF Mini Summit, once again returning to the McDonald Inchyra Hotel, Falkirk. We are delighted to see you here and hope that you enjoy the event, the discussions, and the opportunity to network.

We will open today in the exhibition area, where we have companies showcasing their products/services. A complete list of these exhibitors is contained in this brochure. I urge you to make sure you visit all stands both before and after the panel discussions to see what offers are available to you and your business.

The day itself will focus on 4 of the most important legislative burdens that we may encounter for our business over the next 24 months and will be covered by four panel discussions, namely: High Fat, Sugar & Salt Food Restrictions (HFSS), Vaping, Minimum Unit Pricing & Alcohol Advertising, and Deposit Return Scheme (DRS). We will have panel experts address the audience, and we hope that this event will be as interactive as possible with time being set aside for Q&A. Please feel free to put your questions to our panellists.

We are also pleased to have Lorna Slater MSP, Minister for Green Skills, Circular Economy, and Biodiversity in attendance who will provide delegates with a DRS update from Scottish Government. I would like to take this opportunity to offer my thanks to all those who are contributing to the day, offering their expert knowledge and providing a better understanding of the key issues being discussed. I would also like to thank all our exhibitors for supporting the event

I do hope you enjoy the SGF Mini Summit today, and as always would welcome your feedback to make sure we build on the event and improve on it, where we can for future years.



Dr. Pete Cheema OBE

Chief Executive
Scottish Grocers' Federation

ANNUAL CONFERENCE 2023

*What's Next for Retail?
Future-proofing the Industry*

12th & 13th October, Glasgow



Click here to book now!

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9.30am	Registration, Trade Exhibition & Refreshments Inchyra Foyer & Wallace Suite
10.30am	Welcome Bruce Suite Event Chair: Graham Watson, Director, Moniaive Grocers
Session 1	High Fat, Sugar & Salt Food Restrictions Chaired by: Jamie Buchanan, Go Local Programme Director/ Membership Manager, SGF
10.35am	A Retailer's view: HFSS in England <ul style="list-style-type: none">Valerie Aston, Director, Proudfoot Supermarkets Q&A
11.00am	Panel Discussion <ul style="list-style-type: none">Leigh Edwardson, Senior Policy Manager, Diet & Healthy Weight Team, Scottish GovernmentJohn Lucas, National Sales Manager, Bobby's FoodsKathryn Neil, Programme Director, Healthy Living Programme Panel Q&A
11.35am	
Session 2	Vaping Chaired by: Andy Maciver, Co-Founder, Message Matters <ul style="list-style-type: none">John Dunne, Director General, UK Vaping Industry AssociationChris Kelly, CEO, Phoenix 2 RetailShamly Sud, Director, Premier Racetrack Pitstop Panel Q&A

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12.10pm	Lunch & Trade Exhibition Inchyra Foyer & Wallace Suite
1.10pm	Bruce Suite
Session 3	Minimum Unit Pricing & Alcohol Advertising Chaired by: Luke McGarty, Head of Policy & Public Affairs, SGF <ul style="list-style-type: none">● Iain Baxter, CEO, Scotland Food & Drink● Stephen McGowan, Partner - Head of Licensing (Scotland), TLT Solicitors● Douglas Meikle, Head of Alcohol Policy, Scotch Whisky Association
Session 4	Deposit Return Scheme Chaired by: Paul Stirling, Group Retail Director, G1 Group
1.45pm	DRS Update from Scottish Government <ul style="list-style-type: none">● Lorna Slater MSP, Minister for Green Skills, Circular Economy and Biodiversity
2.10pm	Panel Discussion <ul style="list-style-type: none">● Mark Brill, VP Sales and Marketing UK and Ireland, TOMRA● Ian Lovie, Licensing & Compliance Manager, Scotmid● Claudia Marshall, Managing Director, RVM Systems● Chris Watson, Retailer, Keystore Corseford Panel Q&A
2.45pm	Summary and session closes Event Chair: Graham Watson, Director, Moniaive Grocers
2.45pm	Refreshments & Trade Exhibition Inchyra Foyer & Wallace Suite
3.30pm	Event Closes

EXHIBITORS AND FLOOR PLAN

Click on each of the exhibitors for more information.

BOBBY'S FOODS

CAMELOT UK LOTTERIES LIMITED

COUNTRY CHOICE

GANDER

GROCERYAID

HEALTHY LIVING PROGRAMME

HENDERSON TECHNOLOGY

HONEYWELL SECURITY

JUUL LABS

PHILIP MORRIS INTERNATIONAL

PHOENIX 2 RETAIL

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TOMRA

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BOBBY'S FOODS

[VISIT WEBSITE](#)

We are a leading direct to store food distribution business supplying exclusive snacks, sweets and cakes. We have 50 years of know-how supplying convenience retailers, an award-winning sales team, a much-loved product range and a collection of sales boosting POS solutions, all delivered via a comprehensive network of vans on the road visiting over 20,000 local stores nationwide.

We are passionate about our products, and only the best tasting treats make the cut! In fact, we believe in our products so much that we offer full sale or return our range. We take away all the risk for our customers.

Our iconic brand packaging is always bright, eye-catching and brilliant, our experience, passion and commitment to the convenience channel consistently drives us forward to bring fresh product ideas, services and solutions to support our customers.

CAMELOT UK LOTTERIES LIMITED

[VISIT WEBSITE](#)

As operator of The National Lottery, Camelot's mission is to change lives – both the lives of National Lottery winners who have scooped life-changing prizes, as well as the lives of millions of people who benefit from the £30 million in Good Causes funding that is raised every week by National Lottery players.

COUNTRY CHOICE

[VISIT WEBSITE](#)

Country Choice is the UK's leading supplier of in-store bakery and retail foodservice products. Our range of high quality frozen, chilled and ambient products is the most comprehensive on the market.

We pride ourselves on providing customers with a complete support package to help grow their business. Our support includes, on-site training, display and preparation equipment, packaging and point-of-sale. So whether you're a bakery or café looking for new products, or a convenience store or forecourt needing advice on how to introduce a bakery or food-to-go offer, Country Choice can supply you with everything to help develop your business.

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Gander

GANDER

[VISIT WEBSITE](#)

Food waste not only has a huge environmental impact but also a significant impact on retailers' bottom line. On average, the value of wasted food in retail is equal to roughly double the profits from food sales.

Gander automatically connects retailers' Reduce to Clear (RTC), yellow-stickered, food with a huge audience of local, motivated shoppers in Real-Time. Integrated directly with retailer's POS systems, the consumer app displays reductions as soon as they are stickered in store and similarly removes them when sold.

With thousands more views per product, stores sell substantially more (often between 85-100%) of their reduced product showcased on Gander while also selling 40% faster at higher margins.



GROCERYAID

[VISIT WEBSITE](#)

Supporting industry colleagues 24/7, providing emotional, practical and financial support to everyone who needs us.

We help colleagues within the grocery industry from: Multiple Retailers, Wholesalers, Convenience Stores, Independents, Manufacturers and Service providers. Any colleague working in the grocery industry can access our emotional and practical support, plus financial advice, from the first day of their employment.

After six months of continuous employment, colleagues may be eligible for one of our non - repayable financial grants.

To access these services, colleagues can call our FREE and confidential Helpline, which is available 24 hours a day, 365 days a year, and can provide immediate support.

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HEALTHY LIVING PROGRAMME

[VISIT WEBSITE](#)

The SGF Healthy Living Programme (HLP) was first launched in 2004. The objective of the programme is “to encourage convenience food retailers in Scotland to increase and promote their range of healthier products in all categories in their store. HLP focus on stores within areas of deprivation as well as meeting the dietary objectives set by the Scottish Government to help improve the health of the Scottish Nation”.

HLP run many events which can assist in linking the local store with the rest of the community.

To receive a visit from a Development Manager, receive FREE stands and point of sale material and to find out any more information, please contact the SGF Healthy Living Team on 0131 343 7602.



HENDERSON TECHNOLOGY

[VISIT WEBSITE](#)

EDGE PoS is an Award Winning EPOS Software solution for the convenience and forecourt market. Developed and designed By Retailers, For Retailers.



HONEYWELL SECURITY

[VISIT WEBSITE](#)

Honeywell Security is a leading global provider of access control, intruder detection, video surveillance and integrated security solutions for the commercial markets, delivering across Europe, the Middle East and Africa (EMEA).

Giving our customers the power to make buildings healthier, safer and more secure by providing secure cloud-based ecosystems that are available at any time, from anywhere.

Honeywell helps protect your facilities around-the-clock so you can focus on your customers who count on you every day of the week. As one of the world's leading manufacturers of security technologies, Honeywell has been developing innovative security solutions for more than 50 years. That's peace of mind for you – and the individuals, families and communities you serve.

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Juul Labs

JUUL LABS

[VISIT WEBSITE](#)

Juul Labs' mission is to transition the world's billion adult smokers away from combustible cigarettes, eliminate their use, and combat underage usage of our products. We believe that vapour products can offer adult smokers an alternative to combustible cigarettes and, in so doing, reduce the harm associated with tobacco.



PHILIP MORRIS
INTERNATIONAL

PHILIP MORRIS INTERNATIONAL

[VISIT WEBSITE](#)

In 2016, PMI announced their decision to build PMI's future on smoke-free products that are a much better choice than cigarette smoking. They believe that the company can contribute best to public health by developing a broad range of reduced-risk, and therefore better, alternatives to cigarettes that smokers can switch to.



PHOENIX 2 RETAIL

PHOENIX 2 RETAIL

[VISIT WEBSITE](#)

We are the UK's fastest growing distributor of vaping products in the UK.



RVM
SYSTEMS

RVM SYSTEMS

[VISIT WEBSITE](#)

Our RVMs allow used drinks containers to be sorted and recycled, helping to limit waste and protect the environment for future generations.



TOMRA

TOMRA

[VISIT WEBSITE](#)

TOMRA provides reverse vending machines for Clean Loop Recycling, to transform society's habits and keep valuable resources in a continuous loop.

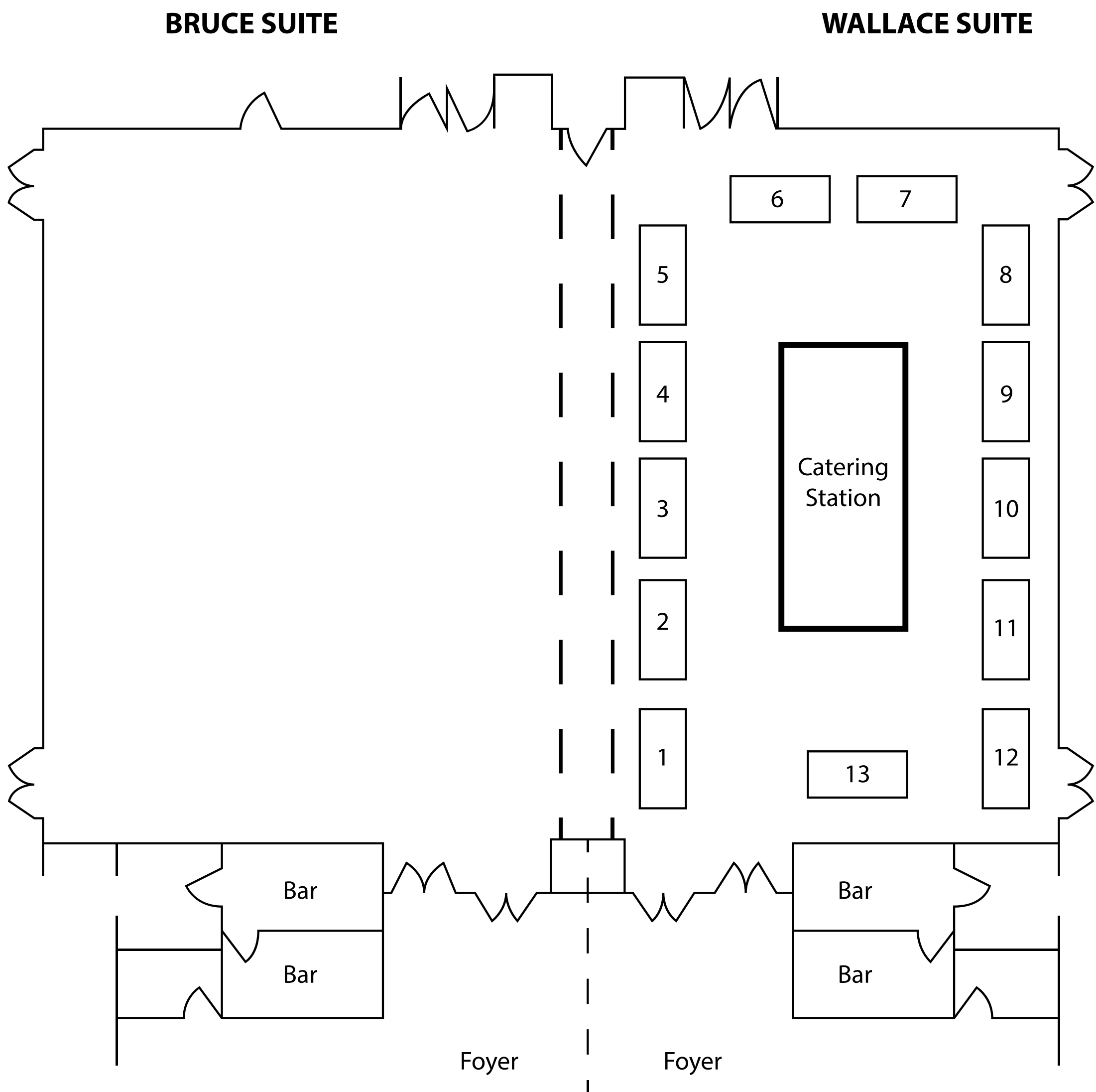
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SPEAKERS

Click on each of the speakers
for more information.

**GRAHAM WATSON, DIRECTOR
MONIAIVE GROCERS**

**JAMIE BUCHANAN, GO LOCAL PROGRAMME
DIRECTOR/MEMBERSHIP MANAGER, SGF**

**VALERIE ASTON, DIRECTOR,
PROUDFOOT SUPERMARKETS**

**LEIGH EDWARDSON, SENIOR POLICY
MANAGER, DIET & HEALTHY WEIGHT TEAM,
SCOTTISH GOVERNMENT**

**JOHN LUCAS, NATIONAL
SALES MANAGER, BOBBY'S FOODS**

**KATHRYN NEIL, PROGRAMME DIRECTOR,
HEALTHY LIVING PROGRAMME**

**ANDY MACIVER, CO-FOUNDER,
MESSAGE MATTERS**

**JOHN DUNNE, DIRECTOR GENERAL,
UK VAPING INDUSTRY ASSOCIATION**

CHRIS KELLY, CEO, PHOENIX 2 RETAIL

**SHAMLY SUD, DIRECTOR,
PREMIER RACETRACK PITSTOP**

**LUKE MCGARTY, HEAD OF
POLICY & PUBLIC AFFAIRS, SGF**

**IAIN BAXTER, CEO,
SCOTLAND FOOD & DRINK**

**STEPHEN MCGOWAN, PARTNER - HEAD OF
LICENSING (SCOTLAND), TLT SOLICITORS**

**DOUGLAS MEIKLE, HEAD OF ALCOHOL
POLICY, SCOTCH WHISKY ASSOCIATION**

**PAUL STIRLING, GROUP
RETAIL DIRECTOR, G1 GROUP**

**LORNA SLATER MSP, MINISTER
FOR GREEN SKILLS, CIRCULAR
ECONOMY AND BIODIVERSITY**

**MARK BRILL, VP SALES AND
MARKETING UK AND IRELAND, TOMRA**

**IAN LOVIE, LICENSING &
COMPLIANCE MANAGER, SCOTMID**

**CLAUDIA MARSHALL,
MANAGING DIRECTOR, RVM SYSTEMS**

**CHRIS WATSON, RETAILER,
KEYSTORE CORSEFORD**

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EVENT CHAIR
Graham Watson
Director,
Moniaive Grocers

Following a long career in the Royal Navy, which included a secondment to the Royal Marines for a year in the late 1980s, Graham bought the Grocers shop in Moniaive in 2001, which is in rural southwest Scotland. He has owned the shop since and continues to serve the community and all who visit. Throughout this time the store has developed into a larger site and he has tried to stay ahead of the curve when it comes to rural retailing.

His hard work, along with that of his team and his family, has seen the store win some major awards over the last few years, which drives them to continually strive to improve the services provided.

Session 1: High Fat, Sugar & Salt Food Restrictions



SESSION CHAIR
Jamie Buchanan
Go Local
Programme
Director/
Membership
Manager,
SGF

Jamie has spent 33 years at senior management and Director level in Foodservices, Cash & Carry, Wholesale and Retail channels in Scotland. He spent his early years in the licensed department in a Cash & Carry supplying On and Off Trade customers, before taking control of the delivered wholesale business covering Scotland and Northern England, successfully repositioning the business to supply national and local authority contracts as well as independent businesses.

In 2000, he moved into retail, taking control of 46 SPAR retail stores, and over the following 16 years grew the estate to 118 stores. During that time he worked closely with SPAR National and International teams to deliver a number of award winning "stores of the future" designed to meet changing consumer demands and driving innovation in the sector.

In 2020 Jamie began working at the SGF looking after its Go Local Programme and membership.

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**KEYNOTE
SPEAKER**
Valerie Aston
Director,
**Proudfoot
Supermarkets**

Valerie has been working over 40 years in FMCG and Wholesale.

She began her career in 1980 for Barnsley British Co-operative Society, was talent spotted and progressed to Buying and Distribution Manager. When the Independent Co-op Societies merged with Co-operative Retail Services, Valerie managed the move to their new purpose built 320,000sq.ft distribution centre supplying Northern England and North Wales.

Relocating to Scarborough in 1993 she was approached by Proudfoot Supermarkets and in 2015, joined the board of the family-run company as Director of Buying and Distribution.

Valerie is a Trustee on the board of Nisa's 'Making A Difference Locally Charity' and Helmsley Walled Garden.



PANEL MEMBER
**Leigh
Edwardson**
Senior Policy
Manager, Diet &
Healthy Weight
Team
**Scottish
Government**

Leigh is Policy Lead in the Diet and Healthy Weight Team at Scottish Government. She is currently working on proposals to restrict HFSS promotions.



PANEL MEMBER
John Lucas
National Sales
Manager
Bobby's Foods

John Lucas is the National Sales Manager for Bobby's Foods. At Bobby's he has spent the previous 25 years collaborating with many of the UK's c-stores, giving him a thorough insight of how the channel functions. John oversees 160 salespeople, including the Key Account Team, an initiative he spearheaded and grew to its current levels of success. John is proud to be part of a successful award-winning team who have achieved 6 years of consecutive record-breaking sales. He is widely recognised for his friendliness and passion of rugby, and also believes England will win back the Calcutta Cup next year!

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PANEL MEMBER

Kathryn Neil

Programme
Director

**Healthy Living
Programme**

Kathryn has over 20 years' experience managing and supporting operations within independent businesses ranging from retailers to health studios.

Since 2014, Kathryn has been working on behalf of SGF to help promote the Scottish Government backed Healthy Living Programme looking at driving a healthier country.

As Programme Director, Kathryn is responsible for running the team of Development Managers across the country and developing the strategy for the programme in the medium to long term. Her role involves liaising with Government representatives & Public Health Scotland, senior leaders within both National and local symbol group retailers, wholesalers & manufacturers and independent shop owners.

Session 2: Vaping



SESSION CHAIR

Andy Maciver

Co-Founder

Message Matters

Andy has over 20 years of experience in political campaigns, professional services PR and, since co-founding Message Matters and Zero Matters, in consultancy. His expertise is in strategic communications and reputation management, helped by long-standing relationships across the political spectrum and throughout the media. He is also a regular independent political commentator on the BBC and STV, and has a regular column in The Herald, as well as writing for The Spectator and The Sunday Post.

Before founding Message Matters in 2012, Andy was Director of Membership and Communications for The Royal College of Surgeons of Edinburgh, and before that was Senior Government Relations Manager at Lloyds Banking Group. His career began in politics in the Scottish Parliament.

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PANEL MEMBER
John Dunne
Director General
**UK Vaping
Industry
Association**

John has a strong background and reputation in the European e-cigarette industry having held senior executive positions in some of the US and Europe's biggest companies.

John is Director-General and one of the founders of the UKVIA, the UK's largest vaping Industry association and has advised the UK governments All Party Parliamentary Group on Vaping as well as giving evidence before the UK Science & Technology Committee investigation into the Vaping industry, the Australian and Irish Parliaments review on vaping regulation.

John also holds a number of other roles including managing director of Dyflin Group Consulting, where he advises many leading industry analysts, financial institutions and media organisations looking at the vaping sector and as a non-executive director of Arcus Compliance one of the UK leading compliance companies. John regularly appears on national television, radio as well as national and international print media. John is a popular guest speaker at many of the world's leading conventions.



PANEL MEMBER
Chris Kelly
CEO
Phoenix 2 Retail

Chris has worked in the industry for around 8 years across VIP, BAT and JUUL. In doing this, he developed a passion for the industry which saw him create the Phoenix 2 Retail business around 3 years ago. The business is solely focused on a Category First Approach and looks at how they support retailers with the best brands, category compliance and retailer support.



PANEL MEMBER
Shamly Sud
Director
**Premier
Racetrack
Pitstop**

Shamly is Managing Director of a growing retail group based in Glasgow which runs a mix of standalone convenience stores and petrol stations. As a group, they have set out to innovate and enhance their retail offering for customers by working with close trade partners and suppliers, as well as the use of own in-house brands such as Tubbees Dessert Lab, VAPED4U, Hoagies and of course, RaceTrack. They are continually trialling different concepts in their stores, and are always changing and adapting the services and products on offer for customers, to create a one stop shop with a difference.

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Session 3: Minimum Unit Pricing & Alcohol Advertising



SESSION CHAIR
Luke McGarty
Head of Policy &
Public Affairs
SGF

Luke has a lead role in engaging government ministers, officials, politicians and key stakeholders within the retail industry on all policy and legislative matters which will or may potentially impact on the convenience sector and wider industry. To ensure the industry has its points heard by key decision makers, he prepares and distributes vital communications and messaging through a variety of channels such as consultation responses, press releases and media engagement. Luke also manages SGF's compliance and interaction with the Scottish Parliament Lobbying Register, a key role within the organisation.



PANEL MEMBER
Iain Baxter
CEO
**Scotland Food
& Drink**

Iain Baxter is the CEO of Scotland Food & Drink for leading the development and delivery of the National Food and Drink Strategy.

With over 15 years of experience in the global drinks industry, Iain has held senior executive positions at global companies including Glenmorangie and Inver House Distilleries. In addition, Iain has held directorships and consulted in Housing and Transport including Sales and Marketing Director at the Caledonian Sleeper. He also holds an MBA from the University of Dundee.

As the CEO of Scotland Food & Drink, Iain brings a wealth of experience, knowledge and passion to drive the growth and success of the Scottish food and drink industry.



PANEL MEMBER
Stephen McGowan
Partner - Head
of Licensing
(Scotland)
TLT Solicitors

Stephen is Partner and Head of Licensing (Scotland) at TLT LLP. He is a leading expert in alcohol and licensing law, is accredited by the Law Society of Scotland as a specialist in this area and is the author of the principal textbook on this area of law, 'McGowan on Alcohol Licensing' (2021). He has appeared before licensing boards across Scotland and worked with the SGF on various matters over several years.

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PANEL MEMBER
Douglas Meikle
Head of Alcohol
Policy
**Scotch Whisky
Association**

Douglas has been in the industry for over 30 years starting off in a technical role with United Distillers then moving on to a Public Affairs role in Diageo.

He joined the Scotch Whisky Association in 2003 as European Affairs Manager before moving into the Alcohol Policy role where he has responsibility for the Association's alcohol policy and responsibility programmes, such as the Code of Practice for the Responsible Marketing and Promotion of Scotch Whisky and the Scotch Whisky Action Fund.

Douglas also provides the secretariat to the Scottish Alcohol Industry Partnership.

Session 4: DRS



SESSION CHAIR
Paul Stirling
Group Retail
Director
G1 Group

Paul is currently Group Retail Director with the Scotsman Hospitality Group, leading its convenience business through a period of sustained growth over the past four years.

Alongside this he supports the Scottish Grocers Federation as a National Executive Board Member, is a board member of the Scottish Retail Consortium and takes an active industry lead in the convenience sector. Prior to this, Paul held senior positions in Retail, Hospitality and Business Development across a broad spectrum of business including Fashion, Garden Sector, FMCG and DIY.

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**KEYNOTE
SPEAKER**
**Lorna
Slater MSP**
Minister for
Green Skills
Circular Economy
and Biodiversity

Lorna Slater was reappointed as Minister for Green Skills, Circular Economy and Biodiversity in March 2023.

She was born, raised and educated in Canada. She moved to Scotland in 2000 after earning a master's degree in engineering from the University of British Columbia.

Prior to being elected in 2021, Lorna worked as an engineer, and then a project manager in the renewables sector. During this time, she worked on the Orbital O2 project, the world's biggest floating tidal turbine.

Ms Slater has been a Member of the Scottish Parliament for Lothian since May 2021. She was elected as a co-leader of the Scottish Green Party in August 2019.



PANEL MEMBER
Mark Brill
VP Sales and
Marketing UK and
Ireland
TOMRA

Mark joined TOMRA in September 2018, heading up its sales and marketing and said he was "excited to have joined the resource revolution in the UK and Ireland". Mark has worked across a range of roles from sales director and commercial director to general manager and has a mix of food, beauty and speciality experience with companies including Procter & Gamble, Wella and Jacob's.



PANEL MEMBER
Ian Lovie
Licensing &
Compliance
Manager
Scotmid

With a retail background that includes Wm Low, Tesco, Morning Noon & Night and for the last 25 years Scotmid, Ian is an experienced Risk Manager currently responsible for Licensing, Trading Standards, Food Safety and Environmental Legislation.

Ian has been involved with DRS for over 5 years since meeting ZWS along with the SGF in a small store to illustrate the space challenges that the scheme brings to the Convenience sector.

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PANEL MEMBER

**Claudia
Marshall**

Managing
Director

RVM Systems

Claudia joined RVM Systems as Managing Director in 2022. She has a tremendous amount of experience in retail, logistics & waste management, and recycling with a focus on customer experience for customers, stakeholder and employees.

Claudia grew up in Germany and lived in Sweden for 8 years giving her a deep knowledge of a successful Deposit Return Scheme in other countries.

She is an ambassador for a sustainable mindset and approach.



PANEL MEMBER

Chris Watson

Retailer

**Keystore
Corseford**

Chris has been involved in the family business for the last 35 years and now runs the family store in Johnstone. He has a genuine passion for retail and thoroughly enjoys the daily running of the store and all the challenges that entails.



Enjoyed this event?

We run a range of other events throughout the year!

[CLICK HERE FOR MORE DETAILS](#)

Our next event is the **SGF Annual Conference**
on 12th & 13th October at Crowne Plaza Glasgow.

[BOOK YOUR PLACE HERE](#)

Continue the conversation
on social media and be sure
to tag us!

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