

15 Scottish suppliers successful in Sodexo sourcing scheme

3 years ago



Food and drink producers from across Scotland have successfully won places in Sodexo's new Supplier Development Programme to help them enter foodservice markets.

Supported by the Scotland Food & Drink Recovery Plan and with funding from the Scottish Government, the programme will welcome 15 primary producers initially.

Brewers, bakers and ice cream makers are among the 15 successful applicants to the programme. Delivered with Levercliff Associates and beginning later in March, the programme will support the businesses to build capacity, identify opportunities and effectively promote their products to foodservice and wholesaler markets.

The businesses will also have one-to-one mentoring throughout the programme and ultimately will have meetings with Sodexo buyers this summer.

Stephanie Pritchard, Head of UK Supplier Development at Scotland Food & Drink, said: "The past two years have been incredibly difficult for Scotland's food and drink businesses, but the uptake for the Sodexo Supplier Development Programme demonstrates that companies continue to innovate and strive for growth.

"Foodservice and wholesale markets present a huge opportunity for Scottish producers to expand. Increasingly customers – both business and consumers – are looking for quality, locally-sourced products which Scotland has in abundance.

"This programme presents a real commercial opportunity for businesses as they recover from the twin hits

of Covid and Brexit and highlights the spirit of collaboration that exists with the industry and with the Scottish Government.”

Sodexo is one of the country’s leading foodservice providers and is expanding its collaboration with local food and drink businesses to source more Scottish products. In the UK and Ireland,

The 15 food and drink companies taking part in the programme are:

- 71 Brewing (Dundee)
- Aye Love Real Food (Ayrshire)
- Galloway Lodge (Galloway)
- Island Bakery Organics (Mull)
- Mackays (Arbroath)
- Peter Equi & Sons (Hamilton)
- Roehill Springs Distillery (Keith)
- Taste of Arran (Arran)
- The Start Up Drinks Lab (Port Glasgow)
- Tilly Confectionery (Larbert)
- Vertegrow (Aberdeenshire)
- Walker’s Shortbread (Aberlour)
- Aldomak (Glasgow)
- Bon Accord Soft Drinks (Edinburgh)
- Buchanan Distribution/Nudie Snacks (Kilmarnock)

Kim Ryan, Customer Support Manager at Taste of Arran, said: “We’re very proud to have secured our place in the Sodexo Supplier Development Programme. Foodservice is a huge potential market for us, so the opportunity is very exciting for the business. We’re looking forward to collaborating with Sodexo and Scotland Food & Drink as we aim to grow our business and diversify our customer base.”

Aoife Wycherley, head of supply chain at Sodexo UK & Ireland, said: “We are a large global organisation operating in diverse segments and markets across the world and as such we can be very difficult to connect with at times, and for some simply understanding our supplier selection process and the opportunities open to them can be the first hurdle to overcome.

“We are delighted to be working with Scotland Food & Drink and Levercliff Associates on this programme and look forward to meeting the 15 selected companies. Scotland has a rich heritage when it comes to food and drink and we hope that this programme will help break down barriers which historically may have put off SME’s from pitching for our supply contracts.

“The programme has also been designed to provide a safe environment where we can work together with potential partners for the future and demystify ways of working with large companies such as Sodexo.”

Image credit: Sodexo