

Small producers walk tall

In the month that Glasgow hosts Scotland's annual fine food trade show, MICK WHITWORTH finds small producers leading the way as the country looks to add more value to its exceptional raw ingredients

Scots have never lacked a sense of national identity, but according to one of the country's leading fine food retailers, pride in Scottish food is on a particular high right now.

"The quality of speciality food being produced here is exceptional," says Mary Contini of family-run Valvona & Crolla, which has its own iconic deli in Edinburgh as well as food hall concessions in several House of Fraser outlets.

"Since we've had our own Parliament we have more pride and self respect," she says, "and we're no longer hesitant in declaring that we respect our food heritage and want to promote it."

It's a self-belief that has helped prop up Scotland's fine food sector in what has clearly been a tough environment for everyone. "Speciality food in Scotland is doing very well," says Oliver Platt, food buyer for House of Bruar, the country clothing-led department store in Perthshire. "We've been lucky – we've had a decent year – and that has been driven by very good figures in the food hall. We've put on a 3,000 sq ft extension ●●→

NEWCOMERS: Two new businesses on Royal Deeside show how Scotland's producers are still playing to their traditional strengths

Adding value to Dinnet Estate game



Serena Humphrey (left) of Aberdeenshire's Dinnet Estate set up The Deeside Smokehouse last year to maximise returns on wild pheasant and venison produced from the property. By December she was already processing six carcasses of venison a week and as much pheasant as she could lay her hands on. "We moved 3,000 pheasants in three months in our first year of operation, which is three seasons' worth," she told *FFD*. "So the demand is there. In a year's time, I aim to have three full-time staff on board."

Humphrey spent two years planning the business and learning the art of meat smoking and charcuterie before opening her purpose-built smokehouse, which cost £20,000 to build and equip. It is now producing three varieties of pheasant – hot smoked pheasant, a Deeside Glider (two breasts stuffed with haggis) and a pheasant salami – while its venison range includes a hot smoked variety, venison chorizo and a spicy salami.

She has joined forces with other local producers to create a smoked haggis (Sheridans of Ballater) and an oak smoked, rare breed pork sausage (Ruth's Little Farm of Dunecht).

And she has been trialling a smoked cheese for the Cambus O'May Cheese Company (right), which should be launched shortly.

www.thedeesidesmokehouse.com

Like mother used to make?

New Aberdeenshire cheese-maker Cambus O'May is set to double output of its handmade, unpasteurised cheeses this month and plans to start building a larger production facility in the spring. The company, set up six months ago by farmers' son Alex Reid to recreate the traditional farmhouse cheeses once made by his mother, Barbara (pictured with him, below), has increased production to 300kg a week and taken on two trainee cheese-makers to cope with demand from local restaurants and retailers.

In March, work begins on a new 400 sq m facility, complete with public viewing gallery, on the Dinnet and Kinord Estate in the Cairngorms National Park. Production is expected to start in September 2010 with milk sourced from 25 cattle reared adjacent to the site.

Lead cheese-maker Scott Sutherland-Thomson and his team produce three hard, cows' milk cheeses named after Cairngorms landmarks. Their flagship product, Cambus O'May, is a two-day curd cheese, which is matured for three months. Lairig Ghru has a crumbly texture with a tangy flavour, while Lochnagar is a cross between a cheddar and a Dunlop. A smoked cheese, made with the Deeside Smokehouse, will be added to the range later this year, while Old Lochnagar, which is matured for 12 months, should be available in the summer.

"We did a lot of research before we launched the company and identified a gap in the market for traditional Scottish handmade cheeses," says Reid, who is based in Romania much of the time in a senior role for energy service firm Petrofac.

"Many older people have told us that our cheese is exactly how they remember cheese used to taste in the region."

www.cambusomay.com



in 2009, but even on a like-for-like basis food is doing very well.”

Paul McLaughlin is chief executive of Scotland Food & Drink (SF&D), the industry-funded body that has taken over much of Scottish Enterprise’s food promotion work. He acknowledges it has been “a difficult time” thanks to the recession. But he says:

“The food industry in general has fared fairly well, and the data shows that premium is picking up – shoppers are spending the same amount, but buying a bit less, which means they are choosing to buy quality.”

Small to medium sized firms remain at the core of Scottish food production, according to McLaughlin. “We have an ambition to grow the industry from £10bn to £12.5bn by 2017, and to generate a reputation for Scotland as a ‘land of food & drink’.”

Although the headline growth will come from larger companies, the bulk of the industry is made up of smaller operators – there are 2,500 producers in Scotland, and 80% of them employ less than 10 people.”

SF&D is focusing its efforts on three areas: premium, provenance and health. The speciality food sector clearly ticks the first box, and usually the second too, although McLaughlin warns “Provenance isn’t necessarily about putting the saltire [the Scottish flag] on everything and saying, ‘it’s Scottish, so it must be good’.”

He says: “There are some products where ‘Scottish’ is

Slow Food gains from shift to quality

A willingness among Scottish shoppers to pay more for ‘real’ food may be reflected in a steady, if not dramatic, growth of interest in the Slow Food movement.

Donald Reid, leader of the Slow Food convivium in Edinburgh, and editor of *The Larder*, a recently published consumer guide to Scottish food & drink, told FFD: “If you look at the rising number of producers in Scotland, the health of most of those established in the last five to 10 years, and the number of restaurants making efforts to serve genuinely well-sourced food, there are plenty of reasons to be positive.

“It’s not yet a sea-change, but in the Scottish market – where there are only 5 million people,

remember – slow and steady progress is about as good as it gets.”

Slow Food now has an “identifiable presence” right across the country, says Reid. The Edinburgh convivium is the second largest in the UK after London, there’s a revival of activity in Glasgow, a new group in Fife and established groups in Perth, Linlithgow, Ayrshire, Aberdeenshire, the East Highlands and Moray, and the West Highlands & Islands.

“Within the community of good food producers in Scotland there’s a recognition of the Slow Food name and message, and an appreciation that Slow values of heritage, identity and resourcefulness have a strong resonance in Scotland.”



Donald Reid: ‘Reasons to be positive’

MY BEST SUPPLIERS

Mary Contini
Valvona & Crolla, Edinburgh,
London & Loch Lomond

- Linda Dick chickens and free range duck eggs
- Ronnie Eunson’s Shetland lamb
- Criffel cheese from Loch Arthur Creamery
- Claire Macdonald’s preserves and puddings
- Bruichladdich whiskey



on quality and expectation. In my opinion consumers perceive Scotland to be a region of the UK in the same way that, for example, Yorkshire or Wales is.”

At House of Bruar, Oli Platt steers away from the more clichéd, tartan-clad Scottish products. “We get 1.4m visitors through our doors and a large proportion are from England or the Far East. They’d actually be quite happy to buy Loch Ness monsters and See You Jimmy hats, but we feel if we went down that route the foodhall would lose its integrity. We do have some tartan on display, but we avoid anything too twee.”

While English and Continental suppliers may still provide the best products in some categories – patés and chocolates, for example – Platt increasingly focuses on the best Scottish fresh produce and raw materials. “We feel it’s on the side of fresh, back-to-basics products that Scotland can do really well. Our beef is the best in the business, we have the best fish and shellfish you can buy, and some of the best cheese-makers anywhere.

“Scotland could really be seen as the home of fine food, not just in Britain, but globally.”

MY BEST SUPPLIERS

Susan Watson
Hammerton Stores, Aberdeen

- Findlater’s Fine Foods gourmet pies and patés
- Wark Farm traditional-breed meats & charcuterie
- Devenick Dairy artisan cheeses and yogurt
- Huntly Herbs - Organic herb chutneys, jams & jellies
- Your Piece handmade oatcakes, shortbread and Highlanders
- Ythan Smokehouse artisan smoked foods
- Cambus O’May artisan cheeses
- The Deeside Smokehouse smoked game



associated with really good quality: beef, high-end salmon, high-end shortbread and some cheeses as well. But the big thing is that products also have to perform on taste.”

Richard Barclay, MD of premium game supplier Rannoch Smokery, agrees. “Simply saying a product is from Scotland is not enough – it has to be of sufficient quality and appeal to succeed,” he says.

Barclay also says the “regionality” that has become so important further south has less meaning in Scotland. “I don’t believe UK consumers care what part of Scotland a product comes from as long as it delivers

“We do have some tartan on display but we avoid anything too twee. It’s on fresh, back-to-basics products that Scotland can do really well” **Oli Platt, House of Bruar**

product update: speciality food & drink from Scotland

• **Benromach** 10 Years Old single malt whisky (RRP £27.99) is made at Speyside's smallest working distillery, using Scottish malted barley and spring water from the nearby Romach Hills. It's described as showing rich fruit, sweet chocolate and delicate spicy aromas, with a hint of smoke. Also new is an Organic Special Edition, made with Scottish organic barley.

www.benromach.com

• **Coco Aphrodisiac Chocolate Collection** is a range of individual chocolates, all claimed to have aphrodisiac qualities, from chocolatier Rebecca Knights-Kerswell at Edinburgh's **Coco Chocolate**. Presented in an Art Nouveau-style box, they include cardamom, kirsch cream, chilli-topped hazelnut praline, and strawberry & cream truffle. RRP's are £10.50 for a box of six chocolates or £18.50 for 12.

www.cocochocolate.co.uk

• **Spencerfield Spirit Co** has launched the first extension to its Sheep Dip malt whisky brand: Old Hebridean Vintage 1990. According to Spencerfield's Alec Nicol it's a 'vatting' of three aged single malts – Ardbeg 25 years, Dalmore 21 years and Fettercairn 19 years – placed in fresh oak wood 16 years ago.



www.spencerfieldspirit.com

• **Your Piece Baking Co** is the name on a new range of porridge oatcakes and oatmeal shortbread, handmade in Fife using oats from the same region. The brand name comes from the portions of flattened, left-over porridge that once formed the basis of lunch for working people, who would be told, "Don't forget your piece" as they left home in the morning.

www.yourpiecebakingcompany.com

• **Dunkeld Smoked Salmon** says it has received "rave reviews" for the organically reared sea trout it began smoking last year. The new product picked up two gold stars in the 2009 Great Taste Awards.

www.dunkeldsmokedsalmon.com



• Fife-based family business **DipNation** launched its range of original 'chunky dips' last summer. Designed with home entertaining in mind,

the dips are all made with a base of crunchy cashew nuts and parmesan shavings and include spinach & feta, sweet Thai chilli, sun-dried tomato and roasted butternut & sweet chilli. Wholesale price is £1.90 per pot, RRP £2.60.

www.dipnation.co.uk

• Budding distributor **Taste of Bute** this month launches roast smoked island lamb prepared in a red wine marinade (RRP £4.95 for an 80g vac-pack). The product is produced and sliced in its own Plan Farm Smokehouse, using grass-fed native breed lamb reared on the farm. Taste of Bute's Janet Hill says the company hopes to begin distributing for other Isle of Bute producers during 2010.

www.tasteofbute.co.uk



• **Harviestoun Brewery's** dark, porter-style Ola Dubh ('black oil') range, created with distiller Highland Park, is now available in the UK after originally being shipped exclusively to the US.

The ale, based on Harviestoun's

award-winning Old Engine Oil, was launched in 2007. The first three variants were aged in casks once used to mature Highland Park 12-year-old, 16-year-old and 30-year-old whiskies. The latest release adds Ola Dubh matured in casks from Highland Park 18-year-old (RRP £4.75) and 40-year-old single malts (RRP £9.95).

www.harviestoun.com

• New launches from **Henshelwood's** in the past 12 months include a range of savoury jellies such as blackberry, apple mint and apple & rosemary, with more due for launch this month. Another newcomer was Original Chilli Jam, which immediately picked up a Great Taste Awards gold in 2009. Henshelwood's says a new foodservice range, supplied to restaurants, delis and food manufacturers, was a big success last year.



• Launched last September, **Milldown** is a reduced sodium sea salt, available in a coarse crystal format for use in salt mills or grinders. Produced in Ayr and packaged in a 85g spice jar format, Milldown is said to have the same flavour and crunch as sea salt but with a 66.7% reduction in sodium.

www.milldownsalt.com

• The **Aberfeldy** oatmeal brand, which began life at Aberfeldy Water Mill in Perthshire, has moved

to Milton Haugh farm at Carmyllie in Angus. The range of four grades of nutty-flavoured oatmeal and seven versatile flours, nowadays produced for the brand by Kelso Mills using Scottish-grown oats, is only available to independent retailers – including Milton Haugh's own farm shop.

www.miltonhaugh.com



• **Island Bakery Organics'** first gift selection tins were intended as a one-off for the 2009 Christmas season but sales have been so strong

that production is to continue

year-round. One tin combines all-butter shortbread with honeyed Oat Crumbles; the other contains the 'chocolaty citrus' selection of Lemon Melts and Chocolate Limes.

www.islandbakery.co.uk

• **Chicken & Durham Cow Blue Cheese** is the latest addition to the Luxury Larder range from **Simple Simon's Perfect Pies**.



Designed to give shoppers "a restaurant style meal at home" the range includes Duke of Wellington pie (with fillet steak and mushrooms flavoured with tarragon & lemon), and lamb kidneys Turbigo (with Manzanilla sherry, shallots, button mushrooms and chipolatas).

www.simplesimonspies.co.uk



• Hebridean distillery **Bruichladdich** is marketing the first organic Islay single malt whisky. The independently owned producer said the 15,000-bottle release of Culblair 2003 represented "the ultimate 'single' single malt – single farm, harvest, variety and vintage – distilled from Chalice barley grown by William Rose at Culblair in summer of 2003".

www.bruichladdich.com



and bitters such as Ossian golden ale (4.1%abv), named after a legendary 3rd century warrior, and Lia Fail premium bitter (4.7%abv). Lia Fail is the Gaelic for the Stone of Destiny, on which the kings of Scotland were crowned. Shoppers can buy three beers in a pack, or two beers and a branded glass.

www.inveralmond-brewery.co.uk



Scotland on SHOW

Here are two compelling reasons for retailers and deli-restaurateurs to visit the SECC in Glasgow this month. Firstly, Scotland's Speciality Food Show, taking place from January 24-26, is the only national food trade show taking place in Scotland during 2010. So it's the best opportunity this year to meet a great range of suppliers, all of them specifically targeting the fine food sector in Scotland.

Second, the show is once again pairing with Scotland's Trade Show, the key gift trade fair for this part of the world. Here, around 500 exhibitors will be offering a huge selection of non-food ideas to help delis, food halls, farm shops and deli-restaurants broaden their range – with many products offering margins substantially above the average for food and drink.

Exhibitors in the gift section this year include The Islay Slate Company which produces unique slate coasters, mats and cheeseboards, Scott Inness' colourful tea towels and aprons and Snapdragon's Scottish homewares.

This year sees the trade show and speciality food show sharing space in SECC's Hall 4, making it even easier for visitors to move freely between sections.

More than 80 speciality food companies are taking part in the food show, many of them featured in this preview. Visit the show website today to pre-register for the event, see the full list of exhibitors, and also to check out some of the great special offers available exclusively to Scotland's Speciality Food Show visitors.

- Scotland's Speciality Food Show is organised jointly by the Guild of Fine Food and Springboard Events on behalf of Clarion Events.
- www.scotlandsspecialityfoodshow.com

Information for visitors

Venue: Scottish Exhibition & Conference Centre, Finnieston, Glasgow

Opening times

Sunday January 24 – 09.30-17.30; Monday January 25 – 09.30-17.30; Tuesday January 26 – 09.30-16.30

How do I get there?

Glasgow is served by Prestwick and Glasgow International Airports, with frequent connections by train from Prestwick to Glasgow Central Station, or 20 minutes by taxi from Glasgow International Airport. From Glasgow Central rail station, travel west on the low level to the SECC (5 mins journey). For drivers the SECC is well signposted from all directions. Leave the M8 at Junction 19.

How to I register for tickets?

Entry is FREE for anyone who registers online before the show. Entry on the day for those who have not pre-registered costs £10. Register now at:

- www.scotlandsspecialityfoodshow.com

preview

Our pick of 2010's exhibitors

Anthony Rowcliffe & Son's Colston Bassett Stilton won best English cheese at the 2008 World Cheese Awards. The company is one of the oldest established cheese and speciality chilled food suppliers in the UK and its range is popular among delicatessens and the catering trade.

Stand 36

Atkins & Potts makes a wide range of classic and contemporary condiments, cooking sauces, soups, relishes, table sauces, syrups, glazes, sweet sauces and spreads. They're all made in its Berkshire kitchens using all-natural textures, colours and flavours.

Stand FH84

Fresh food lighting specialist **BÄRO** says its energy-efficient systems can be used to generate the right 'buying atmosphere' in any store. Its wide range of fixtures and colour-constant fluorescent tubes are designed to present fresh food at the correct colour and the right level of illumination. The use of patented reflectors and filters helps protect food against premature bleaching and staling.

Stand FH138

Burbush's family-run bakery was established in 1986, since when it has "taken the lid off" traditional pies by dressing them with fruits including apples, gooseberries, oranges and even rhubarb. The company has also won many Great Taste Awards.

Stand FH145

Based in Cornwall, **Buttermilk Confections** manufactures quality fudges, tablet, Turkish delight and brittles. Products include "cut and serve" fudge in 75 varieties, gift bags and boxes as well as bespoke and own label products. The company has worked with Hotel Chocolat for eight years, developing new ranges from initial product through to consumer-ready packaging.

Stand FH96a

Winemaker **Cairn O'Mohr** produces real fruit wines from berries, flowers and leaves found on the Carse of Gowrie in Perthshire. Its range includes strawberry, raspberry, elderberry, bramble, oak leaf and gooseberry & elderflower as well as sparkling strawberry, oak and elder. Non-alcoholic drinks and seasonal specials are also offered.

Stand FH106

A number of traditional Scottish cheese recipes are produced by recently established **Cambus O'May Cheese Company** including three

varieties of raw milk hard cheese, each with a distinctive flavour and texture. Lochnagar is smooth and creamy with a tangy bite, Lairig Ghru is crumbly in texture with a citrus 'zing', while Cambus O'May is an authentic two-day curd farmhouse cheese.

Stand FH189



At 180-years-old, **Campbell's Shortbread** claims to be Scotland's oldest bakery business, and is still in the Campbell family after six generations. The baker believes the quality of its products and their presentation and packaging give the marketplace a real 'X Factor'.

Stand FH68

Chocolate should be an experience, not just a treat, says **Choc-affair**. Its most recent additions are chocolate letters and numbers, each around 11cm tall. They carry a wholesale price of £2.35 plus VAT and retail at £4.25. Other products in the range are hot chocolate on a stick, children's lollies, flavoured chunks and greetings bars made from Fairtrade chocolate.

Stand FH194

Wheat-free and gluten-free handmade cakes, puddings and savoury products for everyone to enjoy are supplied by **cookroom**. Established two years ago, the company has already achieved two Great Taste Awards, one in 2008 for its madelines and one last year for its ginger & whisky spiced babas.

Stand FH193

Cream o' Galloway says it aims to produce luxuriously indulgent ice cream with ethics. "Our customers know that when they tuck into one of our flavours, its impact on the environment, the ingredient producers and the consumer themselves is as positive as possible," says marketing officer Jill Henry. No artificial ingredients are used and, wherever practical, ingredients are Fairtrade or organic, culminating in its Made Fair range.

Stand FH154



Cambus O'May Cheese Company – Stand FH189

The Deeside Smokehouse produces a range of artisan smoked meats including venison in hot smoked, chorizo, spicy salami and cold smoked parma ham styles. There is also hot smoked pheasant, Deeside Glider stuffed with haggis and smoked, and a salami, as well as bresaola – a Continental-style air-dried salted beef which is hung for two to three months. All the meats are smoked using traditional methods over whisky-soaked oak shavings from the Speyside Cooperage.

Stand FH192

Established in 2003, **The Dessert Pot** is a family-run company producing cheesecakes, tray bakes, tarts and large round cutting cakes. This will be the first year the company has exhibited at Scotland's Speciality Food Show, and it will introduce several new products including two new cheesecakes.

Stand FH80

Ecobags is exhibiting at the Scottish show for the fifth consecutive year and will be showing its new foldaway bags. Like all of its other reusable ecobags, they can be made to suit individual specifications and have been designed to meet the needs of specific client requests. These new logo-printed bags fold neatly into their own integral pouch which in turn fits easily inside a pocket or handbag, helping customers ensure they have a shopping bag with them every time they leave home.

Stand FH132

New to the range from **Edinburgh Preserves** are hot sauces, ketchups, world relishes, dipping crackers and compotes for cheese. The company's new gift food boxes will also be on show in Glasgow. Latest products in its Langrove range are children's mugs and bowls and a new range of textiles to go with Honey Bee Ceramics.

Stand FH170

Edinburgh-based **El Olivo** will be showcasing its chorizos Caseros, which are reported to have proven popular since their launch at Olympia last autumn. The company now offers a range of 13 different extra virgin olive oil products, five of which are organic. Roasted red peppers, which have been smoked in a fire, and black olive paté with chocolate will also be available to sample in Glasgow.

Stand FH160

Fudge Kitchen is launching two new flavours and a home fudge-making kit. This speciality producer is now supplying its creamy concoctions to delis, food halls, restaurants and independent retailers across the UK and passing on its own retail experience to its trade customers. Its new home fudge-making kit includes a glass board, thermometer and spatulas as well as enough ingredients to make three batches.

Stand FH178

Established in 1949, **Gardiners of Scotland** continues to produce a wide range of confectionery, including flavoured fudges, and will launch several new products at the show. This family company is run by Tom, his wife Maureen and their son Tom to ensure high standards are maintained all the way from production to despatch.

Stand FH4

The Garlic Farm, on the Isle of Wight, was established by Colin Boswell 30 years ago. Today it's a thriving food business providing a range of garlic to eat and grow. New for 2010 is the Heritage range of fermented vegetables, high in lactobacilli, which offers health benefits as well as tasting great.

Stand FH150



Just Trading Scotland – Stand FH112

Showing for the first time in the UK is a range of African speciality foods from **Just Trading Scotland**. Eswatini's range of 27 jams, marmalades and sauces is full of the flavours of African fruit and vegetables, while Malawian kilombero rice and macadamia nuts are also being launched. All these products are fairly traded to provide a cash income to small producers and farmers.

Stand FH112

Low-cost desktop label printing systems that can be used on PC or Mac are offered by **KTEC Group Labels-U-Print**. Quality full-colour labels can be printed with no wastage, no print plates and no delays. The systems are designed to suit all budgets, printing tens, hundreds or thousands of labels with expiry dates, prices, barcodes, ingredients and nutrition information. The complete model LX400 colour label printer kit is available at the show for £850 plus VAT.

Stand FH16

L'ailolive is showing two products: roasted chopped garlic in extra virgin olive oil and crispy garlic. These products can be used with noodles, spaghetti and pasta, fried rice and as a topping for steamed fish, vegetables and chicken. They are full flavoured and crispy with no overpowering after-taste, and are also said to promote and encourage healthy eating.

Stand FH88

A new company, **Laura's Chocolates**, will be selling handmade chocolates at the Glasgow show. Laura's uses Belgian chocolate to create a range of chocolate bars with a variety of fun confectionery toppings suitable for all ages. Its chocolate fudge is also made using Belgium chocolate and is said to melt in the mouth, leaving a "beautifully chocolaty" aftertaste.

Stand FH6

Little Doone Foods is a small specialist producer of sweet balsamic dressings, which it supplies to the retail trade in glass bottles with a distinctive red wax seal. Each variety is handmade in small batches to produce pure, vibrant flavours with depth and character. The range includes chilli, orange zest, ginger, garlic, strawberry, minted strawberry and raspberry varieties. The products are also used in five-star restaurants and by Michelin-starred chefs.

Stand FH195

Indulgent treats from **Mackie's of Scotland** include luxury dairy ice cream made entirely with natural ingredients. The rural company has a 'sky to scoop' production chain for its smooth textured ice cream, with wind turbines providing power on the farm, and its own dairy herd. It

now also offers six flavours of thick-cut premium potato crisps.

Stand FH50

Ola Oils was launched last year by husband and wife team John and Connie Sorrie, who say they were inspired to launch Ola extra virgin cold pressed rapeseed oil to give Scotland a healthier, locally produced alternative to olive oil. They grow the rape on their farm near Inverurie and cold press and bottle the seed oil themselves. The countryside and climate of Aberdeenshire provide the terroir that gives Ola its light, nutty flavour.

Stand FH63

The many award-winning patés from **Patchwork Foods** include chicken, game and fish variants as well as vegetarian, cheese and vegan options. The North Wales company's range also includes tarts, pies and pastry cases, chocolate dessert fondues and terrines. Recently launched lines include the first ambient, Italian recipe paté, as well as organic spelt blinis and finger biscuits with paté relishes.

Stand FH25

Pentic Price Ticketing supplies personalised ticketing systems to butchers, delis, cheese-makers, fishmongers, bakers, cafés and specialist stores. Its rigid PVC tickets come in a wide range of shapes and sizes to give flexibility in corporate branding, logos and product descriptions. The company also stocks a range of stands, spikes and tray clips.

Stand FH202

Rick Stein Food hero **Ramsay's** has been producing traditional Ayrshire bacon for over 150 years. Using outdoor pigs, Ramsay's creates old-fashioned, full-flavour bacon as well as a range of black pudding, white pudding, fruit pudding, sausages, cooked meats and champion haggis. According to chef Nick Nairn, Ramsay's black pudding is the best in Scotland.

Stand FH126

Reids of Caithness launched a range of five biscuits and five cakes last year that were specifically aimed at fine food shops and delicatessens. Each of these products is based on traditional family recipes, but with a modern twist. The addition of toffee pieces to the treacle biscuit also gave Reids a Great Taste Awards winner.

Stand FH28

Quality sugar confectionery for the specialist gift trade is offered by **Ross's of Edinburgh**. Its best known product is Edinburgh Castle Rock, which comes in many formats, but Ross's also offers after-dinner mints and creams in ginger, Champagne, mixed spice and fruit flavours. Toffee, dairy and whisky fudge is made for the Scottish trade, as well as a selection of hard boilings.

Stand FH44

Ruthys luxury scone mixes combine quality ingredients in unique recipes to enable home bakers to create scones "with a difference" by just adding water. Available in retail packs of 500g and catering tubs of 5kg, varieties such as cranberry & white chocolate and wholemeal raisin & cinnamon are included in the nine flavour range. New for 2010 is a 200g Christmas red berry scone mix, suitable to inclusion in hampers.

Stand FH197

A number of whisky-enhanced products will be shown by **Scomac**, including its original Scotch whisky sauce and malt whisky vinegar. The sauce has found favour with a number of Scottish chefs who have apparently been won over by its bright flavour, often preferring it over



St Andrews Cheese – Stand FH98

Worcestershire sauce. The company is promising to introduce new savoury and sweet products at the Glasgow show.

Stand FH8

Scotweigh will showcase the latest Toshiba Tec Uni 7 scale systems at the show. Just one of the weigh, label and scan options it can offer from several companies, the Toshiba machine is described as offering a quality scale at economy class prices. Scotweigh says it prides itself on its aftercare service and bills itself as the Scottish solution for weighing, labelling and invoicing.

Stand FH124

Specialist miniatures wholesaler **Select Drams** offers over 700 lines of worldwide whiskies, liqueurs, spirits and Champagnes, including gift packs and the Highlands & Islands range of Ileach & Islay Storm 70cls. At the show, the company will launch the Murray McDavid and Alchemist range of 70cl spirits.

Stand FH204

SFQC is involved in auditing food and farming businesses around the UK to a range of retailer-approved standards such as SALSA (Safe and Local Supplier Approval) and BRC (British Retail Consortium). It will use the show to highlight how it can work with food businesses to meet these requirements and will also showcase a SALSA support programme for Scottish businesses that can reduce the mentoring costs to achieve this standard.

Stand FH2

Specialising in Mediterranean delicacies, the range from **Silver&Green** includes marinated olives, olive oil, antipasti, tapas and meze products. Based in the Lake District, the company also produces its own range of marinated olives and imports foods made by artisans on the Continent.

Stand FH148

Sloe Motion – Stand FH108



North Yorkshire's **Sloe Motion** produces Great Taste Awards-winning sloe gin and sloe whisky alongside sloe brandy and sloe vodka in 70cl, 35cl and a new miniatures set of four 5cl bottles. All its liqueurs are traditionally made using high concentrations of hand-picked hedgerow fruit to ensure flavour. The spirit-infused sloes are also used for sloe truffles and sloe chutney.

Stand FH108

Spencerfield Spirit Company has launched the first range extension to its Sheep Dip malt whisky, namely Sheep Dips Old Hebridean vintage 1990. This is a 'vatting' of three aged single malt whiskies that were placed in fresh oak wood 16 years ago: Ardbeg 25 years, Dalmore 21 years and Fettercairn 19 years.

Stand FH104

St Andrews Cheese The Stewart family says there were no farmhouse cheeses being made in Fife before they produced their first batch of fresh, dry, full flavoured Anster cheese in January 2008. It's now produced every week by Jane Stewart using unpasteurised milk from husband Robert's herd of home-bred Holstein Friesians – a process that visitors to Falside Farm in Anstruther can watch from a specially constructed viewing gallery.

Stand FH98

Only fresh salmon from approved Scottish growers is used by **St James Smokehouse** for its Scotch Choice and Scotch Reserve products. The salmon is transported to the smokehouse within hours of harvesting off the Western coast of Scotland. Each fillet is hand-cured with pure sea salt and demerara sugar before being traditionally smoked over oak chippings from single malt whisky barrels.

Stand FH15

Summer Harvest Oils will show its cold pressed rapeseed oil, made from seed grown on its family farm in Perthshire. Using traditional cold pressing techniques, the seed is simply pressed, filtered and bottled to ensure a natural oil that is free from additives and preservatives. The oil is used in the company's raspberry dressing, which is made using raspberry vinegar from a Perthshire fruit farm to create a truly Scottish product.

Stand I76

Arabian specialities from **Terra Rossa** include seven flavours of extra virgin and infused olive oils from Jordan and Morocco, along with its zaatar, dukka and sumac herb mixes, zaatar oat biscuits, zaatar & pine nut sauce, dukka harissa salsa, sweets and red wine. Pack formats, designed to appeal to serious food lovers, include elegant bottles, handmade terracotta jugs and dipping pots packaged in jute bags as well as corrugated cartons, wooden presentation boxes and Jordanian hampers.

Stand FH66

Uncle Roys will show nine "deliciously different" high fruit extra special condiments, each with a savoury twist. Combining rich fruit sauces with flavours such as mustard, horseradish and mint, these versatile new products can be used on cheese, fish or meats as well as on toast or even ice cream. With an art-deco label on the 195ml hexagonal jars, these colourful condiments have a RRP of £2.55.

Stand FH26

Walkers Shortbread will launch a number of new products at Glasgow including mini shortbread bags, designed to be used on the move, and a new



WBC – Stand FH92

range of biscuits. Also on show will be its famous shortbread, oatcakes, biscuits and meringues. Still an independent family company, Walkers Shortbread was founded in 1898 by Joseph Walker.

Stand FH27

WBC is a leading supplier of gift and hamper packaging and has been a strong supporter of independent retailers for more than 20 years. With over 750 product lines, including a newly launched range of deli packaging, it aims to provide creative packaging that gives a special point of difference. WBC says it offers fast delivery, from stock, direct to the customer, in low volumes. No delivery is charged on mainland UK orders over £125 (ex VAT).

Stand FH92

Coffee is the world's second most traded commodity and according to **World of Coffee** it represents a valuable revenue stream for any independent trader. The company will be explaining why a hot coffee operation offers regular repeat business with a potential mark-up between 700 and 1,500%, and only requires a small investment and a little training to set up.

Stand FH30

Yorkshire Hemp will show its Hemp Heart chocolates made with Belgian chocolate and filled with a hemp butter filling made from shelled hemp seeds and hemp oil. Each 8g chocolate heart is said to offer "a healthy, tasty and delicious chocolate for Valentines". Hemp Knight beer will also be on show – an organic and vegan pale ale steeped with hemp and hops to give a refreshing and nutty-like aroma.

Stand FH95

A range of individually handmade products are offered by **Your Piece Baking Company** including porridge oatcakes, oatmeal shortbread and Highlanders. No artificial preservatives, colours, flavours or hydrogenated fat are used in the making of the biscuits which are described as "lovingly crafted from local ingredients and hand baked in Fife".

Stand FH84

