**Supplier FAQs**

**What is Showcasing Scotland UK and why should I take part?**

Showcasing Scotland UK is the premier UK trade opportunity for Scottish suppliers. If you’re a supplier aiming to grow your business in the UK, this is where you want to be.

**Is Showcasing Scotland UK the same as Showcasing Scotland 2024 which took place in Edinburgh last year?** - No this is a new event which is for a UK buyer audience only, as opposed to a global buyer audience. The event will comprise of a networking dinner on the 13th and a day of meetings on the 14th.

**When does the event take place? -** Showcasing Scotland UK will be taking place at the Double Tree by Hilton Glasgow on the 13th - 14th May 2025.

* Tuesday 13th May – 6pm – midnight BST\*
* Wednesday 14th May – 9.15am – 4.20pm BST\*

\*Timings subject to change – final timings will be confirmed prior to the event

**How do I apply?** – Scottish food and drink producers are able to apply for a meeting table via the registration link on our website. All registrations are subject to approval by Scotland Food & Drink.

**When are applications open?** – Applications are open until 5pm on Friday 28th February 2025.

**Who can take part in this event? –** Food and drink businesses that are registered in Scotland and represent one of the following categories: Fish, Salmon, Seafood, Whisky, Distilled Spirits, Brewed or No/Low Alcohol, Meat, Bakery, Dairy, Premium Grocery, Produce. Business must have an established distribution route with a scale retailer, wholesaler or foodservice partner in Scotland. Businesses should be targeting multiple retailers, scale foodservice or regional and national wholesalers in Scotland and rest of UK markets. Businesses must have SALSA or BRC accreditation (or equivalent standard)

We anticipate a high level of interest in this event and ask Scottish suppliers to apply early to avoid disappointment.

All buyers are subject to approval by Scotland Food & Drink and will represent one of the following:

* Multiple retailer, supermarket, regional or convenience retail group, large foodhall or specialist group retail
* E-commerce operator
* Scale foodservice, multiple-site caterer, group travel & leisure operator, large visitor attraction, group pub, restaurant or hotel operator
* Public procurement
* Wholesaler – national or regional
* Ingredients Manufacturer

**How much does it cost to attend?** –

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| --- | --- |
| Member Small Business <£1m | £250 + VAT |
| Member Medium Business £1m - £5m | £375 + VAT |
| Member Large Business > £5m | £500 + VAT |
| Non-Member Small Business <£1m | £750 + VAT |
| Non-Member Medium Business £1m - £5m | £1125 + VAT |
| Non- Member Large Business > £5m | £1500 + VAT |

Pricing includes:

* One supplier pass to attend both the dinner and meetings
* Access to one meeting diary to arrange meetings with UK buyers
* 1x 4ft meeting table with cloth and chairs and table signage
* Access to pre-event upskilling workshop and materials to help you best prepare for meetings with buyers
* Support from the Showcasing Scotland team pre, during and post event.

Please note: Access to the meeting diary will only be made available to businesses that have paid their attendance fee in full in line with event payment terms and conditions.

**Can an additional member of my team attend the event?** – Yes, you can pay an additional fee to have another person from your organisation in attendance. Please note you will still only have access to 1x meeting table and meeting diary.

**I’m not a member of Scotland Food & Drink, can I still apply?** – Yes applications are open to members and non-members. Members benefit from reduced attendance fees.

Additional attendee fees are:

|  |  |  |
| --- | --- | --- |
| Ticket type | Meeting + Dinner | Meeting Only |
| Member Small Business <£1m | £175 + VAT | £125 + VAT |
| Member Medium Business £1m - £5m | £239 + VAT | £189 + VAT |
| Member Large Business > £5m | £300 + VAT | £250 + VAT |
| Non-Member Small Business <£1m | £425 + VAT | £375 + VAT |
| Non-Member Medium Business £1m - £5m | £610 + VAT | £560 + VAT |
| Non- Member Large Business > £5m | £800 + VAT | £750 + VAT |

**How many places will be available for suppliers?** – There are 80 spaces available for suppliers. All applications will be subject to review and approval. Due to limited space not every application will be approved.

**When will I find out if my application has been approved?** – All applicants will be informed if they have been successful or not by mid-March.

**What if I don’t qualify to attend?** Please contact your Business Development Manager or email info@foodanddrink.scot to discuss other forms of available support.

**When will the Upskilling Workshops take place? –** The date for the Upskilling workshops will be confirmed in due course, it is likely to take place in the second week of April.

**Where can I find out more information on the Showcasing family of events?** – For more information on Showcasing Scotland UK and the full family of Showcasing events please visit the main showcasing website - <https://www.showcasingscotland.com/>. If you can’t find the information you are looking for, please contact [info@showcasingscotland.com](mailto:info@showcasingscotland.com)