



Scottish
Wholesale
ASSOCIATION

CHAMPIONING SCOTLAND'S FOOD AND DRINK WHOLESALE

Delivering Growth
Powering Resilience
Enabling Change

Championing Scotland's Food & Drink Wholesalers:

Delivering Growth, Powering Resilience, Enabling Change.

Scotland's wholesale sector is a critical backbone of the nation's food and drink supply chain and a driver of economic growth. As the gateway between producers and the businesses and public services that feed Scotland, wholesalers ensure that Scottish products reach over 5,000 independent convenience stores and 30,000 catering, hospitality, tourism, and public-sector establishments.

With around 90% of Scottish wholesalers being SME, family-run businesses, the sector is large in scale yet often under-recognised. Worth approximately £3.3 billion and employing over 6,500 people, Scotland's wholesale channel is outperforming counterparts in England and Wales, demonstrating strong growth potential and competitive strength.

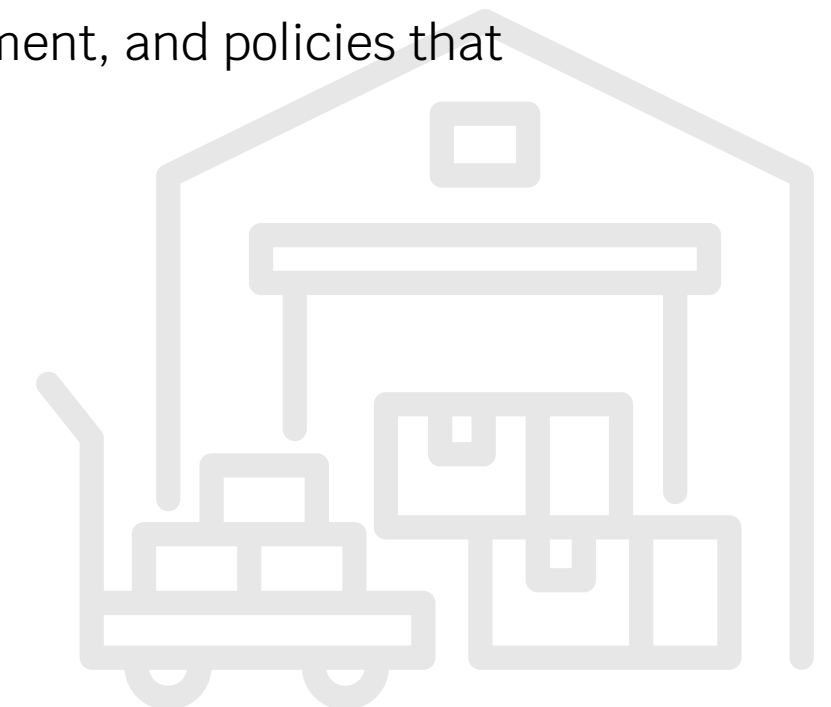


Our Goal

To be the driving force behind a well-connected, skilled, and sustainable wholesale food and drink supply chain – supporting a sector equipped to modernise, grow, and deliver for businesses and communities across Scotland.

Our Ask

The Scottish Wholesale Association calls on political parties to support a fair, resilient, and future-focused wholesale sector through targeted investment, skills development, and policies that unlock growth and create opportunity.



SUPPLY

Strengthening Scotland's Food and Drink Supply Chain

Asks

- Formally recognise wholesalers as part of Scotland's critical food infrastructure within national food security, resilience, and circular economy strategies.
- Invest in transport links, digital connectivity, and logistics hubs to improve distribution efficiency and reduce emissions, with specific consideration for rural and island communities.
- Establish a Scottish Wholesale Modernisation Fund offering matched grants or low-interest loans for investment in:
 - energy-efficient, low-carbon fleets, facilities, and refrigeration
 - digital management systems and automated/advanced warehousing
 - cold-chain and logistics enhancements to support resilient, high-quality distribution
 - sector-wide data and analytics capabilities to identify trends, risks, and opportunities



Why it matters

Formal recognition of wholesalers as part of Scotland's critical food infrastructure ensures the sector is fully integrated into national food security, resilience, and circular economy planning. This strengthens Scotland's ability to anticipate and respond to supply chain shocks, maintain continuity of supply for public services, and plan effectively for future risks.

A modern, digitally connected wholesale sector, supported by targeted investment and infrastructure improvements, further enhances Scotland's resilience, ensures reliable access to food and drink across all communities, and accelerates the transition to net zero. Together, recognition and modernisation create a stronger, more secure, and future-ready supply chain for Scotland.



SUSTAIN

Building a Skilled, Sustainable, and Resilient Industry

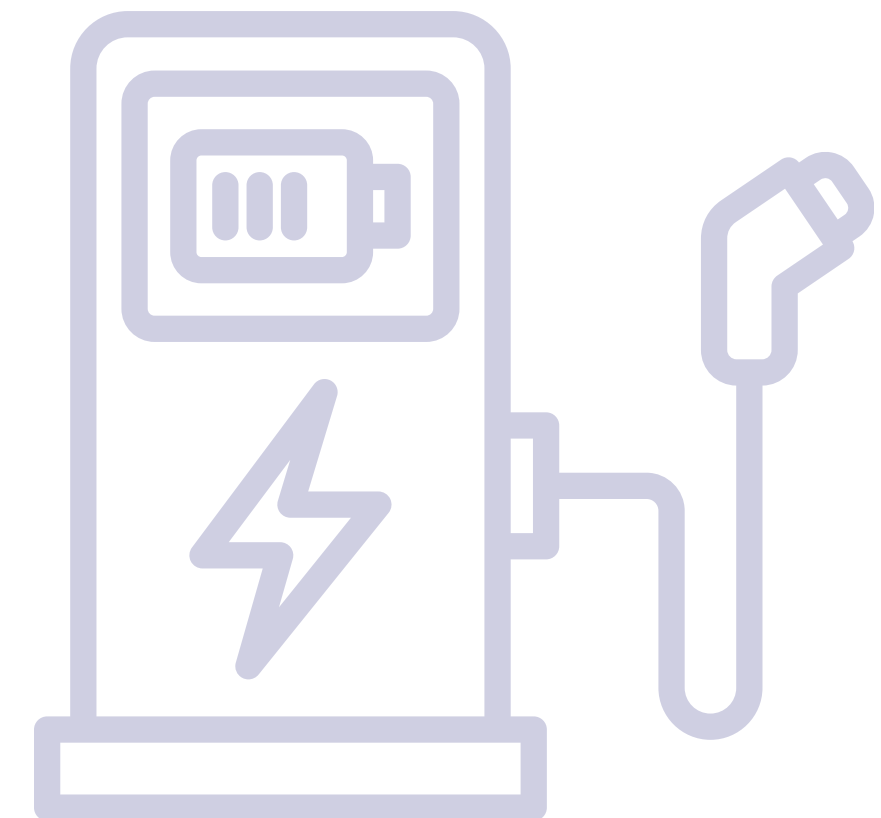
Asks

- Expand apprenticeships, upskilling, and leadership programmes aligned with Scotland's digital, logistics, and green skills priorities.
- Provide funding for SWA to develop tailored training and upskilling tools covering digital transformation, logistics, sustainability, and leadership.
- Introduce targeted incentives, business rates relief, or funding to support wholesalers of all sizes in investing in fleet decarbonisation, energy efficiency, and new technologies.
- Ensure fair access to growth capital through government-backed programmes or sector-specific finance mechanisms.



Why it matters

Investing in people and sustainable operations builds a skilled local workforce, tackles recruitment challenges, boosts productivity, supports net-zero ambitions, and helps wholesalers modernise and stay competitive.



SUPPORT

Supporting Growth, Market Access, and a Fair Operating Environment

Asks

- Reform public procurement to maximise the use of Scotland's wholesale networks for local, healthy, and sustainable sourcing – supporting Good Food Nation ambitions and strengthening regional economies.
- Continue co-funding programmes such as Delivering Growth Through Wholesale, linking local producers with wholesalers to scale supply, reach new markets, increase exports and support regional and island economies.
- Establish a Wholesale Industry Advisory Group within government to ensure wholesalers have a consistent policy voice alongside producers, retailers, and hospitality.
- Commit to fair, proportionate regulation that balances public health and environmental aims with commercial viability.



Why it matters

Supporting wholesalers strengthens local producers, drives economic growth, builds resilience, embeds sustainability, and ensures policy and regulation are fair, evidence-based, and commercially viable. Efficient wholesale distribution is essential, not only to ensure strong local supply chains, but to the competitiveness of Scotland's food and drink exports, helping maintain the quality, reliability and global reach of iconic Scottish products.

For more information and support, contact us at

info@scottishwholesale.co.uk

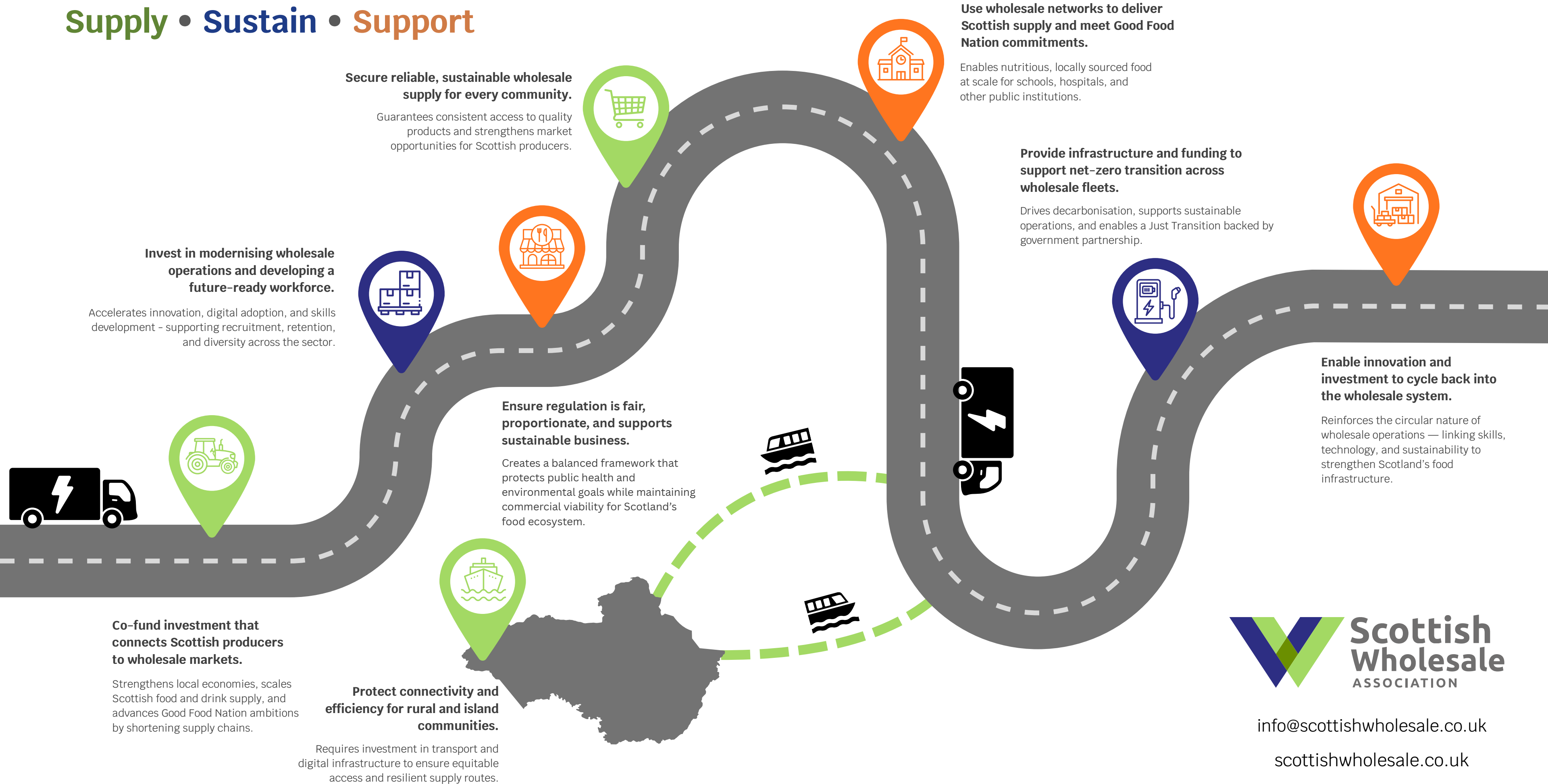
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Scotland's Wholesaler Journey

Supply • Sustain • Support



Secure reliable, sustainable wholesale supply for every community.

Guarantees consistent access to quality products and strengthens market opportunities for Scottish producers.

Invest in modernising wholesale operations and developing a future-ready workforce.

Accelerates innovation, digital adoption, and skills development – supporting recruitment, retention, and diversity across the sector.

Ensure regulation is fair, proportionate, and supports sustainable business.

Creates a balanced framework that protects public health and environmental goals while maintaining commercial viability for Scotland's food ecosystem.

Use wholesale networks to deliver Scottish supply and meet Good Food Nation commitments.

Enables nutritious, locally sourced food at scale for schools, hospitals, and other public institutions.

Provide infrastructure and funding to support net-zero transition across wholesale fleets.

Drives decarbonisation, supports sustainable operations, and enables a Just Transition backed by government partnership.

Enable innovation and investment to cycle back into the wholesale system.

Reinforces the circular nature of wholesale operations — linking skills, technology, and sustainability to strengthen Scotland's food infrastructure.

Co-fund investment that connects Scottish producers to wholesale markets.

Strengthens local economies, scales Scottish food and drink supply, and advances Good Food Nation ambitions by shortening supply chains.

Protect connectivity and efficiency for rural and island communities.

Requires investment in transport and digital infrastructure to ensure equitable access and resilient supply routes.



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