



THE BREWERS
ASSOCIATION
OF SCOTLAND



TBAS Member Benefits

30 January 2018

SCOTLAND
OF FOOD & DRINK

Our members have access to a wide range of member benefits which are designed to help achieve sustainable growth, save money and develop competitive advantage.

If you'd like to find out more or arrange an introduction, contact
linda@foodanddrink.scot 07785 933 122

The below links take you to the members area within the SF&D website, for login details, contact lisa@foodanddrink.scot

[Access to Experts](#)

[Accountants & Financial Benefits](#)

[Additional Benefits](#)

[Business Insurance Solutions](#)

[Distribution Solutions](#)

[Environmental Benefits](#)

[Legal Assistance](#)

[Marketing, Branding,](#)

[Photography and Videography](#)

[Packaging Advice](#)



[PR Support](#)

[Recruitment Help](#)

[Technical Assistance](#)

[Utility Savings](#)

[Web, Ecommerce and Social Media](#)





<p>Are you getting the most from your TBAS and SF&D Membership?</p> <p>Caroline Wengel 07557 964291 caroline@foodanddrink.scot Business Development Manager</p>	<p>After 15 years in the brewing industry, Caroline joined SF&D in 2013 to support food and drink manufacturing companies in the West and South of Scotland. Since January 2017 Caroline has also been working with TBAS to develop and communicate opportunities that will assist sectoral and individual business growth. Phone or email Caroline to ensure you're making the most from your TBAS and SF&D memberships.</p>
<p>UK MARKET ANALYSIS</p> <p>Rick Allison rick@foodanddrink.scot Scotland Food & Drink, UK Market Analyst</p>	<p>As a member of TBAS and SF&D, you can benefit from one day's work with SF&D's UK Market Analyst, who can look at your category and use this insight to help identify and gain competitive advantage.</p>
<p>SF&D NEWS SERVICE news@foodanddrink.scot</p>	<p>Share your good news with us and we will aim to share through our social media channels and our news pages.</p>
<p>SCOTLAND FOOD & DRINK EXCELLENCE AWARDS SF&D Excellence Awards</p>	<p>Members are eligible for discounted entry and tickets to the must-attend food and drink event of the year:</p>
<p>CERTIFICATE OF MEMBERSHIP</p>	
<p>USE OF LOGOS for email signatures or websites lisa@foodanddrink.scot</p>	<div style="display: flex; justify-content: space-around; align-items: center;">  <div style="text-align: center;"> <p>MEMBER OF THE BREWERS ASSOCIATION OF SCOTLAND</p> </div>  </div> <p style="text-align: center;">Email Lisa for copies of these.</p>



TBAS Member Benefits

TBAS 'HOP'lines

Terms & Conditions: these helplines operate between 9am-5pm Monday to Friday (excluding statutory holidays)
TBAS members are entitled to 30 minutes free advice

<p>LICENSING HELPLINE 30 mins free advice 0333 0061203 stephen.mcgowan@tltsolicitors.com</p> 	<p>TLT LLP</p> <p>This helpline provides support and advice for license applications, licensing training as well as access to TLT's broader legal services.</p>
<p>HMRC – BEER DUTY & VAT HELPLINE 30 minutes free advice 0808 1410013 brewing@jcca.co.uk</p>  <p>Where sharp minds meet</p>	<p>Johnston Carmichael</p> <p>JC specialists can assist with Small Brewers Relief, Excise Licensing, VAT, Import and Export procedures as well as broader accountancy services like Growth Funding and Tax Relief.</p>
<p>TRADE MARK ADVICE HELPLINE 30 minutes free advice 0141 212 7070 sharon.mackison@lawrie-ip.com</p>  <p>Patents Trade Marks Designs Copyright European Patent and Trade Mark Attorneys</p>	<p>Lawrie IP</p> <p>Avoid unnecessary disputes by checking your brand and beer names at an early stage. Lawrie IP can advise on whether your brand or beer names are available for you to use, and assist you in obtaining registered trade mark protection.</p> <p>They have a team of experienced patent and trade mark attorneys, with particular expertise in the food and drink industry, offering a full range of IP services in relation to patents, trade marks, designs and copyright.</p>
<p>EARLY STAGE BREWERY LEGAL ADVICE HELPLINE 30 minutes free advice + 10% discount for fixed fee legal services 0141 404 1622 lucy.gannon@morisonsslip.com</p> 	<p>Morisons LLP</p> <p>FREE TELEPHONE LEGAL ADVICE for early stage breweries, which will include a checklist of the top ten legal issues you will need to think about including business structure, branding, taking on staff and investment. Furthermore, TBAS members will get 10% discount on fixed fee legal services, including:</p> <ul style="list-style-type: none"> • General commercial advice on issues affecting the running of your business • Leasing/buying premises



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	<ul style="list-style-type: none"> • Advice on commercial contracts including distribution contracts • Assistance with corporate governance <ul style="list-style-type: none"> • HR and employment law support • Reviewing and advising on funding arrangements and potential investments
<p align="center">PHOTOGRAPHY / VIDEOGRAPHY</p> <p align="center">20% discount or special Brewers Package for £1,000</p> <p><i>“Do what you love, but if you want your business to look professional, then have it photographed professionally.”</i></p> <p align="center">NICK CALLAGHAN PHOTOGRAPHY & VIDEO</p>  	<p align="center"><u>Nick Callaghan Photography</u></p> <p>Nick works across Europe for small businesses, big businesses, national brands, global brands and one man bands, he has had the privilege to photograph and video many wonderful people and produce. He is passionate about the Brewing Sector and wanted to offer the brewers an affordable package designed to help their beers look as good as they taste! If the below package isn't what you're looking for, Nick has offered our members 20% discount on his normal day rate for location videos and photography or Pack Shots on white background.</p> <p align="center">Brewers Product Photography & Video Package (£1,000)</p> <p align="center">x1 30 Second Video supplied as</p> <p align="center">1920 HD (Master File at 55MB) 1920 HD (Compressed to 16MB) 720 SD (Compressed to 3.5 MB) for Email, Web & Social Media)</p> <p align="center">x1 High Resolution Product Photograph (uncompressed at 50MB for Print Reproduction)</p> <p align="center">x1 Low Resolution Product Photograph compressed to 900MB for Email, Web & Social Media)</p>
<p align="center">ACCREDITATION</p> <p align="center">FREE 30 mins advice and 15% discount on all training courses: HACCP, SALSA and BRC</p>  	<p align="center"><u>Outsource Solution</u></p> <p align="center">Are you market ready? Is certification the next step? Do you want to increase bottle sales? Do you want to engage with more buyers?</p> <p>If the answer is YES to any, some or all of these questions Outsource Solution will take your business safely and legally to this point.</p>
<p>Are you looking to save money on your utility bills?</p>	<p align="center"><u>Business Cost Consultants</u></p> <p align="center">Link to full member benefit: <u>here</u></p> <p>BCC are looking to work with breweries to explore if they can make significant savings to utility bills. BCC</p>



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	<p>just need copies of your most recent bills and they'll identify if you can save on water, phones, gas and electricity.</p> <p>BCC have saved SF&D members thousands of pounds – we'd highly recommend you get in touch with Linda@foodanddrink.scot to arrange a telephone introduction.</p>
<p>10% off the Fundamentals of Mini Brewing, Consultancy services and recipe formulation</p> 	<p>Brewing Services & Consultancy</p> <p>Whether you're looking to expand, train staff, need advice on quality control or recipe formulation, David Smith and his team are on hand and ready to assist.</p> <p>TBAS members can receive 10% off the Fundamentals of Mini Brewing and access consultancy services from Brewing Services & Consultancy Ltd.</p> <p>Contact caroline@foodanddrink.scot</p>

DIRECTORIES

<p><u>The OnTrade Preview:</u> The essential guide to running pubs and bars</p>	<p>Ontrade Previews 2018 – See Page 312 for multiple operators and wholesale suppliers</p>
	<p>Food and Drink Exporting, Five Steps to Success</p>
 <p>Brewing, Food & Beverage Industry Suppliers Association Founded in 1907</p>	<p>BFBI supplier directory – to get your hardcopy contact caroline@foodanddrink.scot</p>