

## What did they do?

- They broke down contracts into smaller geographical lots especially where regions are remote and distribution is more difficult. Smaller geographical contracts can often be below the tender threshold, which helps reduce the paperwork local suppliers have to manage to access contracts.
- They engaged local fruit and vegetable supplier, JM Breckenridge, to purchase and distribute produce from other local suppliers that wouldn't otherwise have the means to distribute across the whole region.
- They worked with their national distributor, Brakes, on sourcing Scottish produce from outside Argyll & Bute. Brakes have recognised the SALSA accreditation to make it easier for smaller suppliers to access contracts.
- They have run meet-the-buyer events where suppliers share their stories of how they have benefited from working with Argyll & Bute to encourage more applications from local suppliers.

## What were the results?

- On the Isle of Bute a local farmer produces milk, meat and cheese for the island's three schools and one care home.
- Their fruit and vegetable supplier, JM Breckenridge, originally tendered just for Oban, but have benefited from a 50% growth in public sector business in five years through expanding to further regions.
- JM Breckenridge spoke out at a meet-the-buyer event on the benefits of working with Argyll & Bute as a supplier. They listed guaranteed payment, set sales volumes, enhanced customer blend and a strong presence in the community as some of the benefits. The enhanced customer blend meant they had a more diverse and resilient customer base during the pandemic and their strong local presence has grown private sector business as well.
- Both JM Breckenridge and local SME producers have benefited from being able to sell and distribute their produce to Argyll & Bute through JM Breckenridge.

