

South of Scotland

# FOOD & DRINK

Interact, Inform & Inspire



# Introduction



## Introduction to the Toolkit

This toolkit has been created as a direct output of the South of Scotland Food & Drink Landscape Assessment and responds to one of the sector's most consistent asks: a central, accessible resource for discovering what is produced and supplied locally across Dumfries & Galloway and the Scottish Borders. Designed as a practical support tool for businesses, buyers, event organisers, and tourism providers, this toolkit aims to improve visibility, connection, and use of South of Scotland produce. It serves as a starting point to inspire collaboration, strengthen local supply chains, and build a stronger sense of place through food and drink.

## THIS TOOLKIT INCLUDES:

- **A Regional Directory** of food and drink producers and processors across the South of Scotland – showcasing a diverse range of makers from butchers to bakers, brewers to distillers.
- **Four Inspirational Case Studies** highlighting South of Scotland businesses that go above and beyond to incorporate local produce into their menus and visitor offerings. These stories demonstrate the value of working with local suppliers—not just for quality, but for connection, provenance, and sustainability. They aim to inspire others to do the same.
- **Links to other inspirational case studies**
- **Seasonal Produce**
- **South of Scotland Business Support Directory**

## DISCLAIMER

This directory is not an exhaustive list of all food and drink producers and processors in the South of Scotland. It has been compiled using available online sources, existing databases, and contributions from key stakeholders.

If you are a local food or drink business and would like to be included in this toolkit, please get in touch—we would be happy to update the directory as part of this phase.

Further phases of support and development are being explored following the full publication of the South of Scotland Food & Drink Landscape Assessment, with the aim of building on this foundation to drive even greater collaboration, connection, and visibility across the sector.



# PRODUCER DIRECTORY







# EGGS

Company Name	Website	Town	Region
Auchtralure Eggs	<a href="http://www.dgfoodanddrink.com/outlet">www.dgfoodanddrink.com/outlet</a>	Stranraer	Dumfries & Galloway
Border Eggs	<a href="http://www.bordereggs.co.uk">www.bordereggs.co.uk</a>	Hutton	Scottish Borders
Glenrath Farms Ltd	<a href="http://www.glenrathfarms.co.uk">www.glenrathfarms.co.uk</a>	West Linton	Scottish Borders
Nith Valley Free Range Eggs	<a href="http://www.nithvalleyeggs.co.uk">www.nithvalleyeggs.co.uk</a>	Dumfries	Dumfries & Galloway
Scotlay Free Range Egg Co Ltd	<a href="http://www.scotlay.co.uk">www.scotlay.co.uk</a>	Ayrshire	Ayrshire





# DAIRY

Company Name	Produce	Website	Town	Region
Arla Foods (Lockerbie Creamery)		<a href="http://www.arlafoods.co.uk">www.arlafoods.co.uk</a>	Lockerbie	D&G
Balnab Featherdown Farm (Balnab F	Milk	<a href="http://www.balnabfarm.co.uk">www.balnabfarm.co.uk</a>	Whithorn	D&G
Castlemilk & Corrie Estates	Milk	<a href="http://www.castlemilkestates">www.castlemilkestates</a>	Lockerbie	D&G
Conhess Farm Creamery		No online precence	Waterbeck	D&G
Cows and Co	Cheese	<a href="http://www.cowsandco.com">www.cowsandco.com</a>	Crocketford	D&G
Drummuir Farm Ice Cream	Ice-Cream	<a href="http://www.drummuirfarm.co">www.drummuirfarm.co</a>	Collin	D&G
Finlay's Farm Ltd	Cheese	<a href="http://www.theethicaldairy.co">www.theethicaldairy.co</a>	Castle Douglas	D&G
Galloway Farmhouse Cheese	Cheese	<a href="http://www.gallowayfarmhou">www.gallowayfarmhou</a>	Sorbie	D&G
Giacopazzi's	Ice-Cream	<a href="http://www.giacopazzis.co.uk">www.giacopazzis.co.uk</a>	Eyemouth	Scottish Borders
Glen Urr Farmhouse Ice Cream	Ice-Cream & Sorbet	<a href="http://www.glenurr.co.uk">www.glenurr.co.uk</a>	Castle Douglas	D&G
Kedar Cheese Co	Cheese	<a href="http://www.kedarcheese.co.uk">www.kedarcheese.co.uk</a>	Mouswald	D&G
Lactalis McLelland Ltd	Cheese	<a href="http://www.lactalis-internatio">www.lactalis-internatio</a>	Stranraer	D&G
Lockerbie Creamery (Arla Foods)	Cheese & Butter	<a href="http://www.arlafoods.co.uk">www.arlafoods.co.uk</a>	Lockerbie	D&G
Over Langshaw Farmhouse Ice Cream	Ice-Cream	<a href="http://www.overlangshawfarm">www.overlangshawfarm</a>	Galashiels	Scottish Borders
Roan's Dairy	Milk	<a href="http://www.roansdairy.co.uk">www.roansdairy.co.uk</a>	Dalbeattie	D&G
Torr Organic Dairy	Milk & Cheese	<a href="http://www.facebook.com/tor">www.facebook.com/tor</a>	Auchencairn	D&G



# BAKERY

Company Name	Website	Town	Region
Alex Dalgetty & Sons	<a href="http://www.alex-dalgetty.co.uk">www.alex-dalgetty.co.uk</a>	Galashiels	Scottish Borders
Annette's Baking	<a href="http://www.annettesbaking.co.uk">www.annettesbaking.co.uk</a>	Colvend	D&G
Bite Me Cakes and Treats	<a href="https://www.facebook.com/bitecakeand/">www.facebook.com/bitecakeand/</a>	Hawick	Scottish Borders
Cameron's Oven Fresh Bakery	<a href="https://www.facebook.com/groups/camersovenfreshbakery/">www.facebook.com/groups/camersovenfreshbakery/</a>	Selkirk	Scottish Borders
David Marchbank (Bakers) Limited	<a href="http://www.marchbankbakers.co.uk">www.marchbankbakers.co.uk</a>	Dumfries	D&G
Earth's Crust Bakery	<a href="http://www.earthscrustbakery.co.uk">www.earthscrustbakery.co.uk</a>	Castle Douglas	D&G
Express Bakery	<a href="http://www.expressbakery.co.uk">www.expressbakery.co.uk</a>	Dumfries	D&G
Fabby Cakes by Jax	<a href="https://www.facebook.com/profile.php?id=10000000000000000">www.facebook.com/profile.php?id=10000000000000000</a>	New Galloway	D&G
Firebrick Bakery	<a href="https://www.facebook.com/p/Firebrick-Bakery/">www.facebook.com/p/Firebrick-Bakery/</a>	Lauder	Scottish Borders
G. Harrow & Son	<a href="https://www.facebook.com/GHarrowHarrow/">www.facebook.com/GHarrowHarrow/</a>	Hawick	Scottish Borders
Granny Jean's Home Bakery	<a href="https://www.facebook.com/p/Granny-Jeans-Home-Bakery/">www.facebook.com/p/Granny-Jeans-Home-Bakery/</a>	Kelso	Scottish Borders
Irvings Homestyle Bakery	<a href="http://www.irvingsbakery.co.uk">www.irvingsbakery.co.uk</a>	Castle Douglas	D&G
Jarvis Pickle Pies	<a href="http://www.jarvispickle.com/">www.jarvispickle.com/</a>	Eyemouth	Scottish Borders



# BAKERY Cont.

Company Name	Website	Town	Region
John Gillespie & Sons	<a href="http://www.facebook.com/Gillespiebakers">www.facebook.com/Gillespiebakers</a>	Stranraer	D&G
Logan Bakehouse	<a href="#">Click Here</a>		D&G
Lough's Home Bakery	<a href="http://www.loughshomebakery.co.uk">www.loughshomebakery.co.uk</a>	Eyemouth	Scottish Borders
Marchbank Bakers	<a href="http://www.marchbankbakers.co.uk">www.marchbankbakers.co.uk</a>	Thornhill	D&G
Mary's Mini Bakes	<a href="http://www.facebook.com/marysmini">www.facebook.com/marysmini</a>	Stranraer	D&G
McCakers	<a href="http://www.mccakers.com">www.mccakers.com</a>	Kirkcudbright	D&G
R Little Baker Ltd	<a href="http://www.facebook.com/RLittleBaker">www.facebook.com/RLittleBaker</a>	Moffat	D&G
Ruthy's Scones	<a href="http://www.ruthys.co.uk">www.ruthys.co.uk</a>	Lochmaben	D&G
Savour the Flavour	<a href="http://www.facebook.com/SavourTheFlavour">www.facebook.com/SavourTheFlavour</a>	Hawick	Scottish Borders
Simpsons Bakery	<a href="http://www.simpsonsbakery.co.uk">www.simpsonsbakery.co.uk</a>	Stranraer	D&G
The Bake Hive	<a href="http://www.facebook.com/p/The-Bake-Hive">www.facebook.com/p/The-Bake-Hive</a>	Cockburnspath	Scottish Borders
The Bread Maker	<a href="http://www.facebook.com/thebreadmaker">www.facebook.com/thebreadmaker</a>	Kelso	Scottish Borders
The Dessert Diva	<a href="http://www.the-dessert-diva.co.uk">www.the-dessert-diva.co.uk</a>	Kelso	Scottish Borders
The Frangipane Bakery	<a href="http://www.thefrangipanebakery.co.uk">www.thefrangipanebakery.co.uk</a>	Coldstream	Scottish Borders
The Little Bakery	<a href="http://www.facebook.com/thelittlebakery">www.facebook.com/thelittlebakery</a>	Dumfries	D&G
The Treats Darling	<a href="http://www.treatsdarling.co.uk">www.treatsdarling.co.uk</a>	Kirkcudbright	D&G
Trotters Family Bakers	<a href="http://www.trottersfamilybakers.co.uk">www.trottersfamilybakers.co.uk</a>	Duns / Coldstream	Scottish Borders



# BEVERAGES

Company Name	Produce	Website	Town	Region
Buittle Tea Garden	Tea	<a href="http://www.buittleteagarden.co.uk">www.buittleteagarden.co.uk</a>	Castle Douglas	D&G
Kofeopia	Coffee	<a href="http://www.kofeopia.com">www.kofeopia.com</a>	Dumfries	D&G
Laprig Valley	Apple Juice	<a href="http://www.laprigvalley.com">www.laprigvalley.com</a>	Duns	Scottish Borders
Leonard's Hemp Seed Tea	Soft Drinks, Tea & Coffee	<a href="http://www.leonardsherbalhemptea.co.uk">www.leonardsherbalhemptea.co.uk</a>	Greenlaw	Scottish Borders
Molly Rose Drinks	Soft Drinks	<a href="https://www.facebook.com/mollyrosedrinks">www.facebook.com/mollyrosedrinks</a>	Dumfries	D&G
Three Hills Coffee	Coffee	<a href="http://www.threehillscoffee.com">www.threehillscoffee.com</a>	Selkirk	Scottish Borders





# BREWERY

Company Name	Website	Town	Region
Born Brewery	<a href="http://www.bornbrewing.co">www.bornbrewing.co</a>	Ancrum (near Jedburgh)	Scottish Borders
Five Kingdoms Brewery	<a href="http://www.fivekingdomsbrewery.co">www.fivekingdomsbrewery.co</a>	Isle of Whithorn	D&G
Freewheelin' Brewery Co.	<a href="http://www.freewheelinbrewery.co">www.freewheelinbrewery.co</a>	Peebles	Scottish Borders
Portpatrick Brewery	<a href="https://www.facebook.com/portpatrickbrewery">www.facebook.com/portpatrickbrewery</a>	Portpatrick	D&G
Stow Brewery (Dhu Brew)	<a href="http://www.dhubrew.com">www.dhubrew.com</a>	Stow	Scottish Borders
Sulwath Brewers	<a href="http://www.dgfoodanddrink.com/our-beer">www.dgfoodanddrink.com/our-beer</a>	Castle Douglas	D&G
Tempest Brewing Co.	<a href="http://www.tempestbrewco.com">www.tempestbrewco.com</a>	Galashiels	Scottish Borders
Traquair House Brewery	<a href="http://www.traquair.co.uk/beer">www.traquair.co.uk/beer</a>	Innerleithen	Scottish Borders
Wigtown Brewery	<a href="http://www.wigtownbrewery.co.uk">www.wigtownbrewery.co.uk</a>	Wigtown	D&G



# ALCOHOLIC BEVERAGES

Company Name	Produce	Website	Town	Region
Annandale Distillery	Whisky	<a href="http://www.annandaledistillery.co.uk">www.annandaledistillery.co.uk</a>	Annan	D&G
Bladnoch Distillery	Whisky	<a href="http://www.bladnoch.com">www.bladnoch.com</a>	Wigtown	D&G
Charlesfield Farm (Jackson Distillers)	Distillery	<a href="http://www.jacksondistillers.co.uk">www.jacksondistillers.co.uk</a>	St Boswells	Scottish Borders
Crafty Distillery	Gin & Spirits	<a href="http://www.craftydistillery.co.uk">www.craftydistillery.co.uk</a>	Newton Stewart	D&G
Dark Art Distillery	Gin	<a href="http://www.darkartdistillery.co.uk">www.darkartdistillery.co.uk</a>	Kirkcudbright	D&G
Dark Sky Spirits	Whisky	<a href="http://darkskyspirits.com">darkskyspirits.com</a>	Moffat	D&G
DeliQuescent	Craft Spirits (Gin/Liquor)	<a href="http://www.deliquescent.co.uk">www.deliquescent.co.uk</a>	Kelso	Scottish Borders
Demijohn	Various	<a href="http://www.demijohn.co.uk">www.demijohn.co.uk</a>	Castle Douglas	D&G
Glebe House Winery	Wine	<a href="http://www.glebehousewinery.co.uk">www.glebehousewinery.co.uk</a>	Ecclefechan	D&G
John Paul Jones Rum	Rum	<a href="http://www.johnpauljones.uk">www.johnpauljones.uk</a>	Carsethorn	D&G
Langholm Distillery	Whisky	<a href="http://www.langholmdistillery.co.uk">www.langholmdistillery.co.uk</a>	Langholm	D&G
Mossburn Distillers	Whisky	<a href="http://www.mossburndistillers.co.uk">www.mossburndistillers.co.uk</a>	Galashiels	Scottish Borders
Ninefold Distillery	Rum	<a href="http://www.ninefolddistillery.co.uk">www.ninefolddistillery.co.uk</a>	Dalton (Lockerbie)	D&G
Peebles Hydro 1881 Gin	Gin	<a href="http://www.1881distillery.com">www.1881distillery.com</a>	Peebles	Scottish Borders
Selkirk Distillers	Gin	<a href="http://www.selkirkdistillers.co.uk">www.selkirkdistillers.co.uk</a>	Selkirk	Scottish Borders
Solway Spirits	Spirits	<a href="http://www.solwayspirits.co.uk">www.solwayspirits.co.uk</a>	Annan	D&G
Steilhead Cider	Cider	<a href="http://www.steilheadcider.co.uk">www.steilheadcider.co.uk</a>	Dumfries (Mid North Ayrshire)	D&G
The Borders Distillery	Whisky, Gin & Vodka	<a href="http://www.thebordersdistillery.co.uk">www.thebordersdistillery.co.uk</a>	Hawick	Scottish Borders





# FISH & SEAFOOD

Company Name	Category	Website	Town	Region
Barony Country Foods	Producer - Smokehouse	<a href="https://www.baronyfoods.co.uk">https://www.baronyfoods.co.uk</a>	Lochmaben	D&G
D&G Seafoods	Wholesaler & Retail	<a href="http://www.dgseafoods.co.uk">www.dgseafoods.co.uk</a>	Annandale	D&G
D. R. Collin & Son Ltd / D. R. Collin (Fishes)	Wholesaler & Retail	<a href="http://www.drcollin.co.uk">www.drcollin.co.uk</a>	Eyemouth	Scottish Borders
Farne Salmon & Trout Limited	Wholesaler & Processor	<a href="http://www.Farnesalmon.com">www.Farnesalmon.com</a>	Duns	Scottish Borders
Galloway Smokehouse	Shop & Online	<a href="http://www.gallowaysmokehouse.co.uk">www.gallowaysmokehouse.co.uk</a>	Newton Stewart	D&G
Loch Ryan Oysters Ltd	Oysters	No online presence	Stranraer	D&G
Marrbury Smokehouse	Online	<a href="http://www.marrburysmokehouse.co.uk">www.marrburysmokehouse.co.uk</a>	Newton Stewart	D&G
Ross Dougal Fish Merchants	Wholesaler & Retailer	<a href="https://www.facebook.com/rossdougal">www.facebook.com/rossdougal</a>	Eyemouth	Scottish Borders
St James Smokehouse	Wholesaler	<a href="http://www.james-smokehouse.co.uk">www.james-smokehouse.co.uk</a>	Annan	D&G
West Coast Sea Products	Wholesaler & Retail	<a href="http://www.wcspltd.co.uk">www.wcspltd.co.uk</a>	Kirkcudbright	D&G
A A Kenny & Son	Seafood Processor	No Online Presence	Kirkcudbright	D&G
Ferry Fish	Seafood Retailers	<a href="http://www.ferryfish.co.uk">www.ferryfish.co.uk</a>	Creetown	D&G



# MEAT

Company Name	Produce	Website	Town	Region
Alemill Farm	Beef & Lamb	No online precence	Eyemouth	Scottish Borders
Andersen & Sondergaard Wild Gar	Charcuterie	<a href="http://www.ascharcuterie.co.uk">www.ascharcuterie.co.uk</a>	Eyemouth	Scottish Borders
Annanwater	Lamb, Hogget & Mutton	<a href="http://www.annanwater.co.uk">www.annanwater.co.uk</a>	Lockerbie	D&G
Baile Curraich	Beef - Organic	<a href="https://www.facebook.com/BaileCurraich/">www.facebook.com/BaileCurraich/</a>	Dalbeattie	D&G
Balmangan Farm	Pork	<a href="http://www.balmanganfarm.co.uk">www.balmanganfarm.co.uk</a>	Kirkcudbright	D&G
Barnbarroch Organic	Beef and Lamb - Organic	<a href="http://www.barnbarroch-organic.co.uk">www.barnbarroch-organic.co.uk</a>	Newton Stewart	D&G
Barony Country Foods	Game, Venison & Speciality	<a href="https://www.baronycountryfoods.co.uk">https://www.baronycountryfoods.co.uk</a>	Lochmaben	D&G
Blackface Meat Company	(Online)	<a href="http://www.blackface.co.uk">www.blackface.co.uk</a>	Dumfries (Irong	D&G
Border Meats Ltd	Wholesaler	<a href="http://www.bordermeats.net">www.bordermeats.net</a>	Lockerbie	D&G
Brigston & Co	Artisan Hot Dogs	<a href="http://www.brigston.co.uk">www.brigston.co.uk</a>	Crocketford	D&G
Brigston & Co (Gourmet Hotdogs)	Hot Dogs	<a href="http://www.brigston.co.uk">www.brigston.co.uk</a>	Crocketford	D&G
Clifton Lodge Smallholding	Pork	<a href="https://www.instagram.com/cliftonlodge/">www.instagram.com/cliftonlodge/</a>	Kelso	Scottish Borders
Galloway Quality Meats	Online	<a href="http://www.gallowayfamilybutchers.co.uk">www.gallowayfamilybutchers.co.uk</a>	Online	D&G
Gledpark	Venison	<a href="http://www.gledpark.co.uk">www.gledpark.co.uk</a>	Borgue	D&G
Going Native Heritage Meats	Artisan	<a href="http://www.goingnative.scot">www.goingnative.scot</a>	Hawick	Scottish Borders
Hallrule Farm	Venison	<a href="https://www.facebook.com/rulefarm/">www.facebook.com/rulefarm/</a>	Hawick	Scottish Borders
Hammond Charcuterie	Charcuterie	<a href="http://www.hammondcharcuterie.co.uk">www.hammondcharcuterie.co.uk</a>	Berwick-upon-T	Scottish Borders
Hardiesmill	Beef, Charcuterie & Butcher	<a href="http://www.hardiesmill.co.uk">www.hardiesmill.co.uk</a>	Gordon	Scottish Borders



# MEAT Cont...

Company Name	Produce	Website	Town	Region
Hoardweel Wagyu	Wagyu Beef	<a href="http://www.hoardweelwagyu.co.uk">www.hoardweelwagyu.co.uk</a>	Duns (Hoardweel)	Scottish Borders
Kezie Foods Ltd	Exotic Meats	<a href="http://www.keziefoods.co.uk">www.keziefoods.co.uk</a>	Duns	Scottish Borders
Kingam Farms	Beef	<a href="http://www.kingancottages.co.uk">www.kingancottages.co.uk</a>	New Abbey	D&G
Kirkwood	Beef & Lamb	<a href="http://www.RealFarms.co.uk">www.RealFarms.co.uk</a>	Lockerbie	D&G
Millbank Parkland Venison	Venison	<a href="http://www.millbankvenison.co.uk">www.millbankvenison.co.uk</a>	Lockerbie	D&G
Peelham Farm Produce	Organic	<a href="http://www.peelham.co.uk">www.peelham.co.uk</a>	Foulden	Scottish Borders
Playfair Farms	Beef	<a href="http://www.playfairfarms.com">www.playfairfarms.com</a>	Kelso	Scottish Borders
Potterland Smokery	Smoked	<a href="http://www.potterlandsmoke.co.uk">www.potterlandsmoke.co.uk</a>	Auchencairn	D&G
The Blackface Meat Company	Online	<a href="http://www.blackface.co.uk">www.blackface.co.uk</a>	Dumfries	D&G
Upper Nisbet Farm	Beef & Lamb	<a href="http://www.uppernisbet.co.uk">www.uppernisbet.co.uk</a>	Jedburgh (near)	Scottish Borders

# GAME & CHICKEN

Company Name	Produce	Website	Town	Region
Burnside Farm Foods	Wagyu Beef	<a href="http://www.hoardweelwagyu.co.uk">www.hoardweelwagyu.co.uk</a>	Duns (Hoardweel)	Scottish Borders
Glenquicken Farm Game Meats	Exotic Meats	<a href="http://www.keziefoods.co.uk">www.keziefoods.co.uk</a>	Duns	Scottish Borders
Linda Dick Chickens	Beef	<a href="http://www.kingancottages.co.uk">www.kingancottages.co.uk</a>	New Abbey	D&G
Tweed Valley Venison	Beef & Lamb	<a href="http://www.RealFarms.co.uk">www.RealFarms.co.uk</a>	Lockerbie	D&G

# BUTCHERS

Company Name	Category	Website	Town	Region
Ballards Butchers	Retailer & Online	<a href="http://www.ballardsbutchers.co.uk">www.ballardsbutchers.co.uk</a>	Castle Douglas	D&G
Briggsy Quality Butchers	Retailer, Online, Deliveries	<a href="http://www.briggsysbutchers.co.uk">www.briggsysbutchers.co.uk</a>	Jedburgh	Scottish Borders
Browns Family Butchers	Wholesaler	<a href="https://www.facebook.com/brownsfamilybutchers">www.facebook.com/brownsfamilybutchers</a>	Langholm	D&G
Forsyth's (Butchers)	Retailer	<a href="http://www.forsythsof.co.uk">www.forsythsof.co.uk</a>	Peebles	Scottish Borders
Grierson Bros	Retailer	<a href="http://www.griersonbrothers.co.uk">www.griersonbrothers.co.uk</a>	Castle Douglas	D&G
Henderson Butchers	Retailer & Online	<a href="https://www.facebook.com/hendersonbutchers">www.facebook.com/hendersonbutchers</a>	Castle Douglas	D&G
J D Owen & Son Butchers	Retailer	<a href="http://www.johndowen.co.uk">www.johndowen.co.uk</a>	Newton Stewart	D&G
J Hall & Sons	Retailer	<a href="https://www.facebook.com/jhallandsons">www.facebook.com/jhallandsons</a>	Kirkcudbright	D&G
J Kerr and Sons	Retailer & Local Deliveries	<a href="https://www.facebook.com/jkerrandsons">www.facebook.com/jkerrandsons</a>	Gretna	D&G
J. A. Waters & Sons	Retailer	<a href="https://www.facebook.com/jawatersandsons">www.facebook.com/jawatersandsons</a>	Selkirk	Scottish Borders
J.C. Douglas Butcher	Retailer	No online presence	Melrose	Scottish Borders
JB Houston	Retailer & Online	No online presence	Dumfries	D&G
Lindsay Grieve	Retailer	<a href="https://www.facebook.com/lindsaygrieve">www.facebook.com/lindsaygrieve</a>	Hawick	Scottish Borders
Martin Baird Butchers	Retailer	<a href="http://www.martinbairdbutchers.co.uk">www.martinbairdbutchers.co.uk</a>	Melrose	Scottish Borders
Mogerleys Quality Butchers	Retailer	<a href="https://www.facebook.com/mogerleysqualitybutchers">www.facebook.com/mogerleysqualitybutchers</a>	Dumfries	D&G
Peter Walker Butcher	Retailer	<a href="https://www.facebook.com/peterwalkerbutcher">www.facebook.com/peterwalkerbutcher</a>	Coldingham	Scottish Borders
R Johnstone and Sons	Retailer	<a href="https://www.facebook.com/rjohnstoneandsons">www.facebook.com/rjohnstoneandsons</a>	Annan	D&G
Reiver Country Farm Foods	Retailer & Wholesaler	<a href="http://www.reiver-foods.co.uk">www.reiver-foods.co.uk</a>	Eyemouth	Scottish Borders
RG Foreman & Sons	Retailer & Wholesaler	<a href="http://www.rgforeman.co.uk">www.rgforeman.co.uk</a>	Norham	Scottish Borders
Shaw's Fine Meats	Retailer, Wholesaler & Online	<a href="http://www.shawsofinemeats.co.uk">www.shawsofinemeats.co.uk</a>	Lauder	Scottish Borders
Steven Cronnie Family Butch	Retailer	<a href="https://www.facebook.com/stevencronniefamilybutch">www.facebook.com/stevencronniefamilybutch</a>	Newton Stewart	D&G
Stranraer Fresh Meats	Retailer	<a href="https://www.facebook.com/stranraerfreshmeats">www.facebook.com/stranraerfreshmeats</a>	Stranraer	D&G
T A Francis & Sons	Retailer	<a href="https://www.facebook.com/tafrancisandsons">www.facebook.com/tafrancisandsons</a>	Annan	D&G
W M Fraser Butcher	Retailer	<a href="https://www.facebook.com/wmfraserbutcher">www.facebook.com/wmfraserbutcher</a>	Stranraer	D&G
William Lindsay Family But	Retailer	<a href="https://www.facebook.com/williamlindsayfamilybut">www.facebook.com/williamlindsayfamilybut</a>	Creetown	D&G



# FRESH PRODUCE

Company Name	Produce	Website	Town	Region
Beans' Greens Microfarm	Microgreens	<a href="http://www.beansgreensmicrofarm.co.uk">www.beansgreensmicrofarm.co.uk</a>	Thornhill	D&G
Bee Edge Farm	Pumkins	<a href="http://www.bee-edge.co.uk">www.bee-edge.co.uk</a>	St. Abbs	Scottish Borders
Border Berries	Fruit	<a href="http://www.borderberries.co.uk">http://www.borderberries.co.uk</a>	Kelso	Scottish Borders
Bowe Wood	Market Garden	<a href="http://www.gallowayfoodhub.co.uk">www.gallowayfoodhub.co.uk</a>	Castle Douglas	D&G
Bucklands gardens	Market Garden	<a href="https://www.instagram.com/bucklandsgardens">www.instagram.com/bucklandsgardens</a>	Hawick	Scottish Borders
Carroll's Heritage Potatoes	Potatoes	<a href="http://www.heritage-potatoes.co.uk">www.heritage-potatoes.co.uk</a>	(Northumberland)	(Nearby region)
Cree Valley Herbs Ltd	Herbs & Vegetables	<a href="http://www.creevalleyherbs.co.uk">www.creevalleyherbs.co.uk</a>	Newton Stewart	D&G
Deer Manor Gourmet Mushrooms	Mushrooms	<a href="http://www.deermanor.co.uk">www.deermanor.co.uk</a>	Polbae	D&G
Drysdale's	Vegetables	<a href="http://www.drysdale.co.uk">www.drysdale.co.uk</a>	Cockburnspath	Scottish Borders
Fingerpost	Vegetables	<a href="https://www.instagram.com/fingerpost">www.instagram.com/fingerpost</a>	Westruther	Scottish Borders
Galloway Chillies	Chillies	<a href="http://www.gallowaychillies.co.uk">www.gallowaychillies.co.uk</a>	Newton Stewart	D&G
Greenlaw Greens	Vegetables	<a href="https://www.instagram.com/greenlawgreens">www.instagram.com/greenlawgreens</a>	Castle Douglas	D&G
Greenvale A P (Produce Investment)	Potatoes	<a href="http://www.greenvale.co.uk">www.greenvale.co.uk</a>	Duns	Scottish Borders
Hidden Veg	Vegetables	<a href="https://www.facebook.com/hiddenveg">www.facebook.com/hiddenveg</a>	Balmacellan	D&G
Julian's Veg	Vegetables	<a href="https://www.facebook.com/juliansveg">www.facebook.com/juliansveg</a>	Kelso	Scottish Borders
Kirkbride Farm	Vegetables	<a href="http://www.lowkirkbridefarm.co.uk">www.lowkirkbridefarm.co.uk</a>	Auldgirth	D&G
Lothlorien Therapeutic Community	Vegetables	<a href="http://www.lothlorien.tc">www.lothlorien.tc</a>	Corsock	D&G
Pleasance of Cargen Farm	Market Garden	<a href="http://www.propagate.org.uk">www.propagate.org.uk</a>	Dumfries	D&G





# FRESH PRODUCE Cont.

Company Name	Produce	Website	Town	Region
Salad Brew	Salad	<a href="http://www.facebook.com">www.facebook.com</a>	Thornhill	D&G
Scott Country Potato Growers	Potatoes		St. Abbs	Scottish Borders
Standhill Tomatoes	Tomatoes	<a href="https://www.standhill.co.uk">https://www.standhill.co.uk</a>	Kelso	Scottish Borders
Suie fields	Fresh Produce	<a href="http://www.facebook.com">www.facebook.com</a>	Castle Douglas	D&G
The Plant Farm	Fruit & Vegetables	<a href="http://www.facebook.com">www.facebook.com</a>	Hawick	Scottish Borders
The Plot Thickens	Vegetables / Plants	<a href="http://www.instagram.com">www.instagram.com</a>	(Northumberland)	(Nearby region)
W&S Anderson	Wholesaler	<a href="http://www.georgeandersons.co.uk">www.georgeandersons.co.uk</a>	Newton Stewart	D&G
Wholesome Fields	Market Garden	<a href="http://www.wholesomefields.co.uk">www.wholesomefields.co.uk</a>	Polbae	D&G



# GROCERY

Company Name	Produce	Website	Town	Region
Borderfields	Oils & Vinegars	<a href="http://www.borderfields.co.uk">www.borderfields.co.uk</a>	Coldstream	Scottish Borders
Castle MacLellan Foods Ltd (Kavli U)	Pates & Cheese Bake	<a href="http://www.castlemaclellan.co.uk">www.castlemaclellan.co.uk</a>	Kirkcudbright	D&G
Chain Bridge Honey Farm	Honey	<a href="http://www.chainbridgehoney.co.uk">www.chainbridgehoney.co.uk</a>	(Northumberland)	(Nearby region)
Galloway Lodge Preserves	Preserves	<a href="http://www.gallowaylodge.co.uk">www.gallowaylodge.co.uk</a>	Gatehouse of F	D&G
Galloway Scottish Pasta	Pasta	<a href="http://www.gallowaypasta.co.uk">www.gallowaypasta.co.uk</a>	New Galloway	D&G
Glenkens Honey Company	Honey	<a href="http://www.facebook.com/glenkenshoney">www.facebook.com/glenkenshoney</a>	Glenkens (Stew	D&G
Greenknowe Honey	Honey	<a href="http://www.facebook.com/greenknowehoney">www.facebook.com/greenknowehoney</a>	Kelso	Scottish Borders
Greybe (Fine Olive Products)	Olive Oil & Vinegars	<a href="http://www.greybeoliveoil.co.uk">www.greybeoliveoil.co.uk</a>	New Dumfries	D&G
Irene McCreath Produce	Preserves, Oils, Vineg	<a href="http://www.gallowayfood.co.uk">www.gallowayfood.co.uk</a>	Galloway	D&G
John Mellis Apiaries	Honey	No online precence		D&G
Oor Bees	Honey	<a href="#">Click Here</a>		D&G





# CONFECTIONARY

Company Name	Produce	Website	Town	Region
A Sweet Temptation	Handmade Sweets	<a href="http://www.facebook.com">www.facebook.com</a>	Lockerbie	D&G
Border Meringues	Shop & Desserts	<a href="http://www.facebook.com">www.facebook.com</a>	Jedburgh	Scottish Borders
Campbell's Fudge	Fudge	<a href="http://www.campbellsfudge.co.uk">www.campbellsfudge.co.uk</a>	Moffat	D&G
Chocolovelies	Chocolates	<a href="http://www.instagram.com">www.instagram.com</a>	Paxton	Scottish Borders
Co Co Company	Chocolates	<a href="http://www.cococompany.co.uk">www.cococompany.co.uk</a>	Annandale and	D&G
Cocoa Black Chocolate Boutique	Chocolates	<a href="http://www.cocoablack.co.uk">www.cocoablack.co.uk</a>	Peebles	Scottish Borders
Cocoa Bean Company (The)	Chocolates	<a href="http://www.thecocoabean.co.uk">www.thecocoabean.co.uk</a>	Kirkcudbright	D&G
Cocoaecosse	Chocolates	<a href="http://www.cocoaecosse.co.uk">www.cocoaecosse.co.uk</a>	Kelso	Scottish Borders
Galloway Fudge Company	Fudge	<a href="http://www.gallowayfudge.co.uk">www.gallowayfudge.co.uk</a>	Auldgirth	D&G
In House Chocolates	Chocolates	<a href="http://www.inhousechocolates.co.uk">www.inhousechocolates.co.uk</a>	Castle Douglas	D&G
Saucy Desserts	Desserts	<a href="http://www.facebook.com">www.facebook.com</a>	Carsethorn	D&G
Stacy Hannah Chocolates	Chocolates	<a href="http://www.stacyhannah.co.uk">www.stacyhannah.co.uk</a>	Stranraer	D&G
Sweetheart Tablet	Tablet	<a href="http://www.sweethearttablets.co.uk">www.sweethearttablets.co.uk</a>	New Abbey	D&G
The Cocoa Bean Company	Chocolates	<a href="http://www.thecocoabean.co.uk">www.thecocoabean.co.uk</a>	Twynholm	D&G
The Snooks	Cakes	<a href="http://www.thesnooks.co.uk">www.thesnooks.co.uk</a>	Dumfries	D&G
Unique Sweets	Sweets	<a href="http://www.facebook.com">www.facebook.com</a>	Dumfries	D&G



# WHOLESALE / FOODSERVICE

Company Name	Website	Town	Region
Galloway Foodservice	<a href="http://www.gallowayfoodservice.co.uk">www.gallowayfoodservice.co.uk</a>	Dumfries	D&G
Mitchell's of Castle Douglas	<a href="http://www.mitchellscd.co.uk">www.mitchellscd.co.uk</a>	Castle Douglas	D&G
Paterson's Fresh Fruit & Vegetables	<a href="http://www.patersonsfruitandveg.co.uk">www.patersonsfruitandveg.co.uk</a>	Gretna	D&G
Thomsons Foodservice	<a href="http://www.thomsonsfoodservice.co.uk">www.thomsonsfoodservice.co.uk</a>	Dumfries	D&G

# RETAILERS, FARMERS MARKETS & FARM SHOPS

Company Name	Produce	Website	Town	Region
11littlefarm	Farm Shop/Butcher/Deli	<a href="http://www.11littlefarm.co.uk">www.11littlefarm.co.uk</a>	Thornhill	D&G
A Taste of Galloway	Food Hampers & Deli	<a href="http://www.harrisandson.co.uk">www.harrisandson.co.uk</a>	St. Abbs	Scottish Borders
Brambles Delicatessen	Farm Shop & Deli	<a href="http://www.bramblesdelicatessen.co.uk">www.bramblesdelicatessen.co.uk</a>	Kelso	Scottish Borders
Country Corner	Farm Shop / Deli		Castle Douglas	D&G
Craigadam Country Larder	Farm Shop	<a href="http://www.craigadam.co.uk">www.craigadam.co.uk</a>	Hawick	Scottish Borders
Moffat Toffee Shop	Confectionary	<a href="http://www.moffat.co.uk">http://www.moffat.co.uk</a>	(Northumberland)	(Nearby region)
Galloway Food Hub	Online Farmers Market	<a href="http://www.gallowayfoodhub.co.uk">www.gallowayfoodhub.co.uk</a>	Newton Stewart	D&G
Galloway Hampers	Hampers	<a href="http://www.gallowayhampers.co.uk">www.gallowayhampers.co.uk</a>	Polbae	D&G
Jacksons at Jedburgh	Farm Shop	<a href="http://www.jacksons.co.uk">www.jacksons.co.uk</a>	Cockburnspath	Scottish Borders
John D Owen & Son	Bucher, Bakery & Deli	<a href="http://www.johndowen.co.uk">www.johndowen.co.uk</a>	Westruther	Scottish Borders
Kelso Farmers Market	Farmers Market		Newton Stewart	D&G





# RETAILERS, FARMERS MARKETS & FARM SHOPS

Company Name	Produce	Website	Town	Region
Barony Country Foods	Farm Shop	<a href="https://www.barony.co.uk">https://www.barony.co.uk</a>	Lochmaben	D&G
Kilnford Farm Retail Ltd	Farm Shop & Butchery	<a href="https://kilnford.co.uk">https://kilnford.co.uk</a>	Dumfries (The	D&G
Langholm Farmers' Market	Farmers Market		Langholm	Scottish Borders
Loch Arthur Creamery & Farm Shop	Farm shop & Cheese	<a href="http://www.locharthur.org.uk">www.locharthur.org.uk</a>	Beeswing	D&G
Low Auldgirth Steading	Farm Shop	<a href="http://www.lowauldgirth.co.uk">www.lowauldgirth.co.uk</a>	Auldgirth	D&G
OakHill Cafe & Deli	Deli	<a href="http://www.oakhill.scot">www.oakhill.scot</a>	Newton Stewart	D&G
Reiver Country Farm Foods	Retailer & Wholesaler	<a href="http://www.reiver-foods.co.uk">www.reiver-foods.co.uk</a>	Eyemouth	Scottish Borders
The Homestead Café & Farm Shop	Farm Shop	<a href="http://www.homesteadcafe.co.uk">www.homesteadcafe.co.uk</a>	Coldstream	Scottish Borders
The Machars Farm Shop	Farm Shop	<a href="https://www.facebook.com/macharsfarmshop">www.facebook.com/macharsfarmshop</a>	Wigtown	D&G
The Main Street Trading Company	Deli & Cheese	<a href="http://www.mainstreettrading.co.uk">www.mainstreettrading.co.uk</a>	St. Boswells	Scottish Borders
The Spotty Dog	Deli	<a href="http://www.thespotteddog.co.uk">www.thespotteddog.co.uk</a>	Lauder	Scottish Borders
Trikos Deli & Bakery	Deli & Bakery	<a href="http://www.trikosdeli.com">www.trikosdeli.com</a>		D&G
Whitmuir – The Organic Place	Farm Shop	<a href="http://www.whitmuir.uk">www.whitmuir.uk</a>	West Linton	Scottish Borders
whynot?	Shop/Deli	<a href="http://www.whynotscotland.co.uk">www.whynotscotland.co.uk</a>	Galashiels	Scottish Borders
Wigtown Farmers' Market	Farmers Market		Wigtown	Scottish Borders









# SEASONAL PRODUCE

To help you stay in tune with what's in season across Scotland and the UK, here are some useful resources:

**VisitScotland's Seasonal Food Calendar** – A simple, month-by-month overview of key Scottish produce, designed with visitors and businesses in mind. Great for aligning menus and experiences with local storytelling. [Click Here](#)

**Nutrition Scotland's "What's in Season" Guide** – A health-focused resource that highlights the benefits of eating with the seasons and provides handy tips for sourcing produce while supporting wellbeing. [Click Here](#)

**BBC Food Seasons Guide** – A more general UK-wide tool that's great for quickly checking what's in season, especially helpful for chefs, caterers, or anyone planning weekly menus. [Click Here](#)

**National Trust's Guide to Seasonal Food** – A beautifully curated guide with a strong sustainability focus, often paired with recipe ideas and gardening tips, ideal for inspiration. [Click Here](#)

**RHET Seasonality Calendar (PDF)** – A clear and educational visual guide to Scottish fruit and vegetables by season, designed for schools but widely useful. [Click Here](#)

**Credit:** The seasonal calendar image used earlier in this toolkit was provided by RHET (Royal Highland Education Trust).

# **REGIONAL BEST PRACTICE CASE STUDIES**





THE  
ALLANTON  
INN





### Background

Having met while studying Hospitality Management in Aberdeen, Katrina and William Reynolds later worked in London before returning to Edinburgh to successfully run Isobar in Leith. But after a decade, they wanted something more conducive to family life and the pair decided to settle in the Borders, where Katrina grew up. Buying the Allanton Inn just over 15 years ago, they immediately set about introducing local food in an informal dining setting.

Today, the Inn's menu continues to reflect the seasons and what is available locally to ensure maximum freshness. From May to September, the Inn's Beer Garden Pizza Shack features locally grown Standhill tomato sauce and plenty of delicious local toppings including Slighhouses Farm pulled pork, bacon, Andersen & Sondergaard venison salami and Northumberland nettle cheese.

### What inspired you to focus on local ingredients and quality experiences?

The couple focused on local food from the minute they bought the Allanton Inn. The daughter of a farmer who grew up just a short distance from the premises, Katrina had a deeply rooted connection to the land. For her, the knowledge of the quality of the local produce meant the choice to source locally was an easy one. Their intrinsic interest in buying local and knowing their producers has meant success at the Allanton Inn – winning, among other awards, the South of Scotland Thistle Award for Best Eating Experience in 2023. This spring it has led the husband-and-wife team to launch Borderland Food Tours so they can further showcase the superb ingredients, food and stories of the Borderlands.

***“Our local sourcing makes us stand out from the competition and is our USP.”***





### **How does using local ingredients impact menu planning?**

Understanding that ingredients won't be available all year round means menus are designed to reflect what is available. Flexibility and adaptability are key here. Game will be available in the winter, while there is more fish and seafood in the summer. But Katrina understands this is what customers want - food that reflects the seasons. That means lighter foods in the summer and richer foods in the winter.

About 50% of the main components on the menu are sourced locally with the goal that at least one component for each dish will have that provenance. The main menu features six starters, eight mains and five desserts and cheese. The breakfast and summer menus are where this ethos really shines and local produce is closer to 80% on the breakfast menu and 60% on the summer menus.

The Allanton Inn's core menu changes every 6-8 weeks, which allows the team to be responsive to what is coming into season but also keeps it fresh and interesting for the pub's regular repeat clientele.

### **What is the business upside of using local produce?**

Promoting and sourcing locally has meant industry recognition and plenty of awards, which the team can then use in their marketing to help drive sales. Showcasing unique and quality produce is viewed positively by customers who in turn leave positive online reviews, which builds customer confidence, loyalty and generates new business. In addition, the dedication to sourcing local ingredients sets the inn apart from its competitors, giving Katrina and William an advantage.

Highlighting when local star products are coming back into season and onto the menu works well for marketing and social media posts – it gives the team the opportunity to open up new conversations with customers about quality local food. So, when the lobsters are coming in from St Abbs on the Berwickshire coast in the summer or pheasants are available from local game merchants in November, Katrina ensures she is conveying that excitement on her social posts.

***“My passion and drive has always been about sourcing and enjoying good quality fresh food.”***



## What challenges have you faced buying local, and how do you overcome them?

Time and effort to source local ingredients and maintaining the supply chain are the key challenges. Buying from multiple small suppliers is more complicated and time-consuming than buying from a one-stop shop. There is an upside that the smaller order amounts mean superior freshness and it is easier on storage capacity, but ordering more frequently also means more work.

As many of the suppliers are also small businesses, there can be issues with distribution around holidays and maintaining a consistent supply. And as suppliers become friends, sometimes discussions about quality and price can raise issues.

Experience over the years has taught Katrina when there might be issues with supply and she has developed an array of solutions. These include freezing, preserving and sometimes stockpiling certain ingredients in order to ensure the necessary produce will be available for the menu. Stock control is a vital tool in managing this side of the business, and a good relationship with the suppliers ensures they will always try to help out if there is an urgent shortage.

***“All our menus are collaborations with local suppliers and we are always showcasing local produce.”***

## Plans for the future

For Katrina and William, the history and heritage of the food, the suppliers and producers and the Borders country is part of what makes their offering unique. They are bound to the land and its stories and have recently launched Borderland Food Tours to showcase these abundant tales of the region they call home. The tours will offer food sampling at various sites on both sides of the Borders and an insider's perspective on how the food producers and their tales.

## Katrina and William's Advice

- Keep it simple. If you are using fresh, quality ingredients, the food will do the talking for you.
- Communicate to your customer. Highlight the local ingredient information on your menus so your customers see your dedication to local food and producers.
- Ensure regular menu changes. This allows for maximum reactivity to produce availability/shortages and price fluctuations.







**TRIKO'S  
DELI**



### **Background**

Triko's Deli is a deli and bakery operating market stalls as well as a bakery pop-up and catering around Dumfries and Galloway. Husband-and-wife team Adam Zdravkovic and Isabel Mackaij first gained experience selling street food whilst living in Manchester. On moving to Thornhill in Dumfries and Galloway, they set up Triko's in 2022, wanting to explore a wider scope of foods, broadly within the bracket of Deli Foods. The name (pronounced Trai-kos) is for Adam's beloved grandad Trajko, a Serbian immigrant who shared his love for good bread, cured meats and pickles. Starting small with its signature salt beef bagels, Triko's now has a wide and varied menu range for outside catering, pop-up restaurants, market stalls and one-of events. The aim is to grow the business from occasional markets and events to opening a local premise where people can come for daily sandwiches and pastries, but also quality take-home products.

### **What inspired you to focus on local ingredients and quality experiences?**

For Isabel and Adam, it is about the responsibility as a food producer to offer quality in a crowded market where this isn't always guaranteed. Buying local is also about supporting the local economy and its food producers. Additionally, the pair believe in the health benefits of local seasonal foods and are conscious of minimising their carbon footprint by buying close to home.

***“It is incredibly boring to shop in the large supermarkets, where you can only get your hands on picture-perfect but ultimately bland and uninspiring food.”***



### **How does using local ingredients impact menu planning?**

The couple design their menus around seasonal produce so that they know they will be able to source as much locally as possible. Around 75% of each of the menus comes from the Dumfries and Galloway area with Glasgow being the furthest afield. As the pair source new local suppliers there is the opportunity to expand the menu to showcase these ingredients. For example, local butter from Wee Knob of Butter will now feature on their hot cross buns with honey and cinnamon butter, as well as replacing generic UK butter in other pastries.

### **Do you run special events celebrating local food and drink?**

Recently, Triko's Deli launched a monthly supper club, with a five-course tasting menu designed solely around what is in season and locally available, teaming up with other chefs locally to deliver the concept. It has also run pop-up events at Home restaurant in Dumfries and Old School Thornhill as well as appearing annually at the Stranraer Oyster Festival - always featuring dishes with seasonal produce.

### **What is the business upside of using local produce?**

Using local produce has driven the couple's brand development as they saw customer engagement and loyalty and increased sales based on word-of-mouth comments. These come not just from customers but from the local suppliers recommending Triko's Deli to other customers. In addition, the couple has developed mutually beneficial relationships with outlets such as the Galloway Food Hub, a producer-led, online farmers' marketplace.

### **What challenges have you faced buying local and how do you overcome them?**

As newcomers to the region, one of the first challenges was getting to know all of the food suppliers to start with. Embedding themselves in the community and getting to meet the locals has made this easier. Today, they are justifiably proud of the relationships they have built with local producers such as Kedar Cheese Co, Lower Auldgirth Farm, Barony Country Foods and Oor Bees.

And while acknowledging that seasonality, supply chain limitations and rising costs are also challenges, the couple keep their menus in constant development to deliver maximum flexibility.



For this flexibility to work, however, they believe it is also important to build customer trust and confidence. If a menu needs to change, customers have trust in Triko's quality and consistency and will accept the new offering being substituted for the original.

***“Your ideal customer base will keep coming back, whatever you offer on that particular day – they have complete trust that you will deliver excellent food and an experience that feels like good value for money.”***

### **Plans for the future**

In addition to expanding their pop-up bakery and their offerings to include a range of pickles and fermented products, the couple are hunting for a premise locally. And if that doesn't sound like enough work, they are also in the development stage of creating a community canteen, an informal monthly 2-course event designed around local, seasonal produce offered in a family friendly casual dining setting. Current menu planning is revolving around Sunday lunch with all the trimmings at a price point diners can afford.

***“There are some amazing food producers and businesses in Dumfries and Galloway and the south of Scotland – we just need to shout about it more. The produce you can get your hands on is unbelievable”***

### **Isabel and Adam's Advice**

- Build a mutually supportive relationship with your local producers.
- Communicate clearly to your customers about what you offer and establish a reputation for excellence – people will trust you and not just the food





**THE GORDON ARMS  
RESTAURANT WITH  
ROOMS**





### **Background**

The Gordon Arms Restaurant with Rooms is a small, independent restaurant with accommodation, nestled in the stunning Yarrow Valley in the Scottish Borders. Opened in May 2022 by Bryn and Oxana Jones, the restaurant has focused on delivering high-quality, flavour-driven food with a strong emphasis on local and seasonal ingredients. The philosophy is simple: maximum flavour, minimum fuss.

This simple philosophy has reaped the couple a wealth of recognition and national awards. In 2024, the restaurant was named as one of the Top 100 Local Restaurants in the UK by the Good Food Guide 2024, and named one of Scotland's Top 12 Best Restaurants with Rooms by The Scotsman. The restaurant has an AA Rosette for culinary excellence and most recently was named South Region Winner 2025 in the Best Restaurant with Rooms category by Scotland's Best Hotels of the Year Awards.

### **What inspired you to focus on local ingredients and quality experiences?**

Chef Bryn prioritises local sourcing, with around 80% of his ingredients coming from the Scottish Borders and broader Scotland. These include produce from local farms,

***“The fewer miles your meat, fish, and vegetables travel, the better they taste.”***

### **How does using local ingredients impact menu planning?**

The menu is built around the seasons and changes weekly based on availability and freshness. The three-strong team also offers a five-course tasting menu, which allows them to highlight a broader spectrum of local produce at an excellent price point.

Other decisions are impacted by this commitment to local ingredients. The menu design itself had to allow for the listing of the locality and names of producers for key ingredients. This storytelling continues on the restaurant's website and social media, and this transparency is frequently commented on positively by guests who appreciate the care behind each and every dish.





***“Nothing is bought in or reheated – this commitment to freshness and integrity is central to our identity.”***

### **What is the business upside of using local produce?**

This approach has resonated strongly with guests. From the start, the restaurant's sales have increased, building a loyal customer base who appreciate the consistent high quality of the offering. And the Jones recognise the model is not good just for their business but for the local economy and the network of small producers they buy from. A long list of recognition from the national press to industry awards is testament to the positive impact of focusing on local ingredients.

***“We are proud that customers no longer feel the need to travel to Edinburgh, Glasgow or London to enjoy exceptional dining—they can find it here, in the heart of the Yarrow Valley.”***

### **What challenges have you faced buying local, and how do you overcome them?**

The remote location of the restaurant can compound some of the other challenges associated with buying local. Bryn finds there is a supply inconsistency, particularly with fish and meat. The legal framework surrounding the sale of meat means Bryn must buy via an abattoir rather than directly from the farmer. And he finds fish supply can be inconsistent, which is frustrating given his relatively close location to the coast.

Furthermore, suppliers may not inform the restaurant of missing items in an order and then replacements can take up to a week owing to its rural location. Bryn stresses the importance of politely informing suppliers of the ramifications of their failure to communicate with the restaurant. And he maintains absolute flexibility in the menu, meaning if a last-minute rewrite is necessary, it can be executed without the customer being any the wiser. But he does confess there can be days when it feels like a fun mix of panic and improvisation, keeping him nimble in mind and spirit!



## Plans for the future

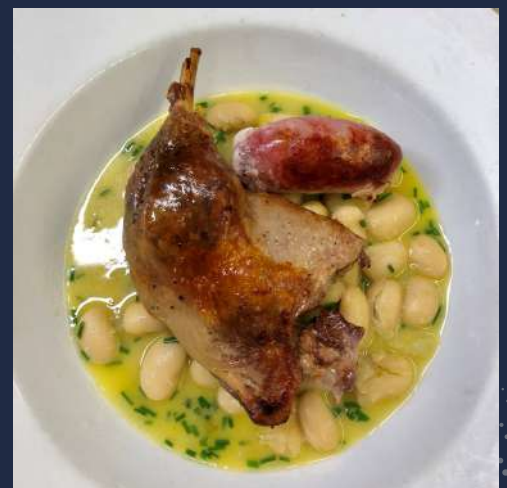
The couple have big dreams for the future, with the next phase being the introduction of a large kitchen garden, which will provide fresh herbs, vegetables, fruits, berries, and edible flowers for the restaurant. The intention is to freely share any surplus produce with the community, creating a semi-charitable initiative to deepen their local ties.

Notable quote: “We remain committed to championing Scottish food and drink, and to being a voice for sustainable hospitality. We will continue to advocate for small producers and act as stewards of food heritage in our region.”

***“We remain committed to championing Scottish food and drink, and to being a voice for sustainable hospitality. We will continue to advocate for small producers and act as stewards of food heritage in our region.”***

## Bryn and Oxana’s advice:

- Stay flexible. Build your menu around the seasons and what’s available locally.
- Cook from scratch. There’s no shortcut to quality.
- Build a great team. Ours is just three people, but we run the business with the strength of a full brigade.
- Love what you do. This passion will get you through the challenges.
- Fight for your place. We are based at a literal crossroads—not a village or town—and now face the added threat of pylons being erected in our fields. If we don’t protect places like this, we will lose them.







# KNOCKINAAM LODGE





## Background

Knockinaam Lodge is a luxurious, bespoke 10-bedroom hotel with a restaurant known for its culinary excellence pairing flavour and superb produce with service of the highest standard without an ounce of stuffiness.

It is a winning formula and both the AA and VisitScotland have awarded the hotel five stars, while the restaurant has 3 AA Rosettes for culinary excellence.

Only those with a real focus on food achieve this status and Head Chef Tony Pierce and his team produce four-course lunch and seven-course dinner tasting menus that change daily. These menus incorporate the finest local produce as well as vegetables, herbs, and fruit from the hotel's own on-site Kitchen Garden.

***“Dining at Knockinaam is an adventure. It is like going to the theatre where each act is a course full of creativity, flavour, and the finest produce.”***

## What inspired you to focus on local ingredients and quality experiences?

Sustainability and local produce have been a part of the hotel's journey for some time. The hotel is a proud supporter of the Galloway & Southern Ayrshire Biosphere (GSAB) and is committed to supporting local food and beverage producers wherever possible – always assuming the product met or exceeded the team's quality expectations. However, Knockinaam Lodge felt it could go further and set about acquiring full UNESCO accreditation from GSAB, which it achieved in August 2024.





### **How does using local ingredients impact menu planning?**

Knockinaam's Head Chef Tony Pierce and his Sous Chef Craig Drysdale offer a daily changing tasting menu for lunch and dinner, which allows them flexibility for inclusion of local ingredients. The hotel grows 70% of the vegetables and herbs on the menu in its own polytunnel, using seaweed from the cove as a natural fertiliser. The restaurant aims to source as many ingredients as possible from within a 50-mile radius of the hotel.

Tony and Craig have worked in Dumfries and Galloway for many years and are familiar with what is available locally - meat comes from Grierson's Master Butcher of Castle Douglas and fish from Pieroni's of Ayr and Galloway Smokehouse. Of course, new producers come along and General Manager Des Caldwell contributes suggestions for new options as he finds them. Sixty per cent of the menu features local ingredients.

***"We offer a menu that changes daily and incorporates the best of what is available at the best price."***

### **How do you communicate your celebration of local food and drink to customers?**

Information regarding the local provenance of what is on offer is clearly set out on the breakfast menu. The lunch and dinner menus highlight the local nature of, for example, the Grierson's grass-fed beef. Staff actively engage with customers to ensure they are aware of the stories behind the ingredients. The hotel also emphasises which seasonal vegetables come from its own kitchen garden in its monthly blogs and social media posts, giving appropriate focus to the local nature of all the food and drink served.

### **What is the business upside of using local produce?**

Information regarding the local provenance of what is on offer is clearly set out on the breakfast menu. The lunch and dinner menus highlight the local nature of, for example, the Grierson's grass-fed beef. Staff actively engage with customers to ensure they are aware of the stories behind the ingredients. The hotel also emphasises which seasonal vegetables come from its own kitchen garden in its monthly blogs and social media posts give appropriate focus to the local nature of all the food and drink served



## **What challenges have you faced buying local, and how do you overcome them?**

The challenge of sourcing can confound even those who are local to the area. Des Caldwell feels there is a need for a database that would list suppliers and products and allow a chef to search for, say, butter, and have a results list of local suppliers.

The key to using local supplies, which may be seasonal, is to allow maximum flexibility for the menu. At Knockinaam Lodge, both lunch and dinner taster menus change daily. This offers the maximum freedom to adjust for seasonality, challenges with the supply chain and price increases.

Lack of direct delivery of some high-quality local products as vital as bread and butter also presents a challenge for the team.

***“There may very well be suppliers within Dumfries and Galloway that produce the quality of product that we are looking for but either we may not be aware of them, or we are aware of them but they don’t deliver or we have no way of receiving their products other than a member of staff driving to their location. So, it is a question of awareness and distribution.”***

## **Plans for the Future**

An exciting development is the hotel’s pending application for Organic Certification from the Soil Association of Scotland. The goal is to offer guests attending future Gourmet Weekends the unique experience of picking their own vegetables, fruit, and herbs from the hotel’s very own Organically Certified Kitchen Garden.

The hotel is known for its wine cellar of 300+ wines, many offered by the glass, and it offers wine flights (or a selection of wines) to accompany the tasting menus. Indeed, its wine list was the recipient of an AA Notable Wine List Award in 2024. Further developing these pairings and extending the current options to include dessert wines and port is on the cards for the future.

## **Des’s advice:**

Practice what you preach. Using local produce fits into our overall green journey and Knockinaam is known as a property that walks the talk.





## Spotlight: Scotland Food & Drink Legends in the South

Through the [Scotland Food & Drink Regional Food Fund](#), a project was delivered in 2024

Two regional food champions were recently featured as part of the Scotland Food & Drink Legends project, delivered in partnership with South of Scotland Destination Alliance (SSDA). These businesses go above and beyond in their commitment to local produce and immersive food experiences:

- The Allanton Inn – Run by Katrina and William Reynolds, this 18th-century Borders inn is known for its outstanding seasonal menus, sourcing directly from local farms and suppliers. Their new venture, Borderland Food Tours, will take visitors on curated food journeys across the region. [🔗 Read more](#)
- Wilson's Farm & Kitchen – Lucy and Robert Wilson host farm tours and rustic dining events where almost all ingredients are sourced within 50 miles. Their “Field to Fork” ethos celebrates the abundance and sustainability of local farming. [🔗 Explore their story](#)

More details can be read [HERE](#)

## Exemplary Case Studies in Scotland for Food Tourism

In 2024, VisitScotland and Scotland Food & Drink launched the first-ever Food Tourism Industry Guide—a comprehensive, one-stop resource designed to help businesses across Scotland tap into the growing demand for authentic food and drink experiences. The guide offers practical advice on developing and marketing food tourism offerings, sourcing local produce, and delivering high-quality visitor experiences. Key insights from the Scotland Visitor Survey 2023 revealed that 46% of visitors engaged in at least one food and drink activity during their trip, with 19% of long-haul visitors citing food and drink as their primary reason for choosing Scotland.

The guide features inspiring case studies from across the country, including:

- Mharsanta in Glasgow, which has developed bespoke experiences for the travel trade.
- Buck & Birch in East Lothian, known for incorporating tourism into their sustainable spirits business.
- Wilson's Farm and Kitchen in Kelso, a successful agri-tourism venture offering farm tours and food experiences.
- Braeside of Lindores Farm in Fife, providing luxury accommodation and food experiences on a working farm.
- Spirit and Spice in the Highlands, offering authentic culinary experiences that showcase Scottish produce and culture.
- Edinbane Lodge on the Isle of Skye, a fine dining restaurant with rooms that has developed an award-winning business.
- Cross Keys Inn in Ettrickbridge exemplifies how integrating local produce and authentic experiences can enhance visitor engagement and support community development.

**These examples demonstrate how diverse businesses—from urban restaurants to rural farms—are leveraging Scotland's rich culinary heritage to create memorable experiences for visitors.**



# **BUSINESS SUPPORT DIRECTORY**

# MARKETING & BUSINESS SUPPORT

ORGANISATION	DESCRIPTION	WEBSITE
<b>South of Scotland Destination Alliance (SSDA)</b>	A membership-based organisation promoting tourism in the South of Scotland, offering marketing, support, training, and networking opportunities. <b><u>South of Scotland Responsible Tourism Strategy.</u></b>	<a href="https://www.ssdalliance.com/">https://www.ssdalliance.com/</a>
<b>Scotland Starts Here</b>	The consumer-facing brand of SSDA provides a platform for businesses to reach tourists through destination marketing.	<a href="https://scotlandstartshere.com/">https://scotlandstartshere.com/</a>
<b>VisitScotland</b>	Scotland's national tourism organisation offering business support, marketing opportunities, and sector-specific advice. <b>Consumer facing channel - <a href="https://visitscotland.com">https://visitscotland.com</a></b>	<a href="https://www.visitscotland.org/">https://www.visitscotland.org/</a>
<b>Scottish Tourism Alliance (STA)</b>	The leading representative body for Scotland's tourism industry, providing advocacy, insights, and networking events. <b><u>National Tourism Strategy -Outlook 2030</u></b>	<a href="https://scottishtourismalliance.co.uk/">https://scottishtourismalliance.co.uk/</a>
<b>Scottish Agritourism</b>	Supports the growth of agritourism businesses in Scotland through networking, marketing, and strategic development. <b><u>A strategy for sustainable growth</u></b>	<a href="https://www.scottishagritourism.co.uk/">https://www.scottishagritourism.co.uk/</a>
<b>Association of Scotland's Self-Caterers (ASSC)</b>	The professional body representing self-catering accommodation providers, offering guidance, advocacy, and resources.	<a href="https://www.assc.co.uk/">https://www.assc.co.uk/</a>
<b>Association of Visitor Attractions (ASVA)</b>	Represents and supports Scotland's visitor attractions with training, insights, and advocacy to enhance visitor experiences.	<a href="https://www.asva.co.uk/">https://www.asva.co.uk/</a>



# BUSINESS SUPPORT & DEVELOPMENT

ORGANISATION	DESCRIPTION	WESBITE
<b>South of Scotland Enterprise (SOSE)</b>	The economic and community development agency for the South of Scotland, providing tailored support, funding, and advice.	<a href="https://www.southofscotlandenterprise.com/">https://www.southofscotlandenterprise.com/</a>
<b>Business Gateway</b>	Offers free business support services, including advice, workshops, and resources for start-ups and existing businesses.	<a href="https://www.bgateway.com/">https://www.bgateway.com/</a>
<b>Dumfries &amp; Galloway Council</b>	Provides local business support, including access to Business Gateway services and funding opportunities.	<a href="https://www.dumgal.gov.uk/article/15387/business-support-and-advice">https://www.dumgal.gov.uk/article/15387/business-support-and-advice</a>
<b>Scottish Borders Council</b>	Offers business advice, support services, and information on local funding and development opportunities.	<a href="https://www.scotborders.gov.uk/business-advice-support">https://www.scotborders.gov.uk/business-advice-support</a>
<b>Developing the Young Workforce (DYW)</b>	Aims to bridge the gap between education and employment, supporting young people into the workforce.	<a href="https://www.dyw.scot/">https://www.dyw.scot/</a>  There is one for the Borders and another for D&G
<b>Skills Development Scotland (SDS)</b>	Provides skills planning, career advice, and funding for training to support workforce development.	<a href="https://www.skillsdevelopmentscotland.co.uk/">https://www.skillsdevelopmentscotland.co.uk/</a>
<b>Lantra Scotland</b>	Offers training and qualifications for land-based and environmental sectors, supporting skills development.	<a href="https://www.lantra.co.uk/">https://www.lantra.co.uk/</a>

# INDUSTRY BODIES & SECTOR SUPPORT

ORGANISATION	DESCRIPTION	WEBSITE
<b>Scotland Food &amp; Drink</b>	Supports food and drink businesses with industry insights, networking, and development programmes. <b>See National Strategy</b> <a href="https://foodanddrink.scot/our-industry/industry-strategy/">https://foodanddrink.scot/our-industry/industry-strategy/</a>	<a href="https://foodanddrink.scot/">https://foodanddrink.scot/</a>
<b>SAOS (Scottish Agricultural Organisation Society)</b>	Provides support to agricultural co-operatives and rural businesses, promoting collaboration and innovation.	<a href="https://saos.coop/">https://saos.coop/</a>
<b>Green Tourism</b>	Offers sustainability certification and support to tourism businesses aiming to improve their environmental practices.	<a href="https://www.green-tourism.com/">https://www.green-tourism.com/</a>
<b>Galloway and Southern Ayrshire Biosphere</b>	Promotes sustainable development and conservation in the region, supporting eco-friendly businesses.	<a href="https://www.gsabiosphere.org.uk/">https://www.gsabiosphere.org.uk/</a>
<b>KNOWLEDGE &amp; TOOLKITS</b>		
<b>The Knowledge Bank</b>	Provides market research, data analysis, and consumer insights to support business decision-making.	<a href="https://theknowledgebank.scot/">https://theknowledgebank.scot/</a>
<b>National Food Tourism Toolkit</b>	Offers resources, inspiration and guidance for businesses to develop and promote food tourism experiences.	<a href="https://www.visitscotland.org/supporting-your-business/advice/food-tourism-toolkit">https://www.visitscotland.org/supporting-your-business/advice/food-tourism-toolkit</a>
<b>ADDITIONAL LINKS</b>		
<b>NSET</b>	Scotland's National Strategy for Economic Transformation is a 10-year plan to build a fairer, greener, and more prosperous wellbeing economy. It focuses on entrepreneurship, innovation, skills, productivity, and reducing inequalities across regions and sectors.	<a href="https://www.gov.scot/publications/scotlands-national-strategy-economic-transformation/">https://www.gov.scot/publications/scotlands-national-strategy-economic-transformation/</a>



# NETWORKS

ORGANISATION	DESCRIPTION	WEBSITE
<b>Abundant Borders</b>	Works to create a network of community food gardens, teaching sustainable growing and cooking skills.	<a href="https://abundantborders.org.uk/">https://abundantborders.org.uk/</a>
<b>Propagate</b>	A collective focusing on local food systems, offering support for community food projects and enterprises.	<a href="https://www.propagate.org.uk/">https://www.propagate.org.uk/</a>
<b>Borders Food Forum</b>	A collaborative initiative working to create a healthier, fairer, and more sustainable local food system in the Scottish Borders	<a href="https://www.facebook.com/BordersFoodForum/">https://www.facebook.com/BordersFoodForum/</a>

