



ADVICELINK



Promoting the Provenance of your Food and Drink for Hotels



Scotland's National Tourism Organisation
Buidheann Turasachd Nàiseanta na h-Alba

Taste Our Best is VisitScotland’s certification scheme to recognise and celebrate businesses that provide and promote locally sourced quality food and drink.

Research has shown that sampling local produce is one of the top activities undertaken by visitors to Scotland. Visitors will pay up to 15% more for food from Scottish origin and businesses promoting Scottish produce typically enjoy up to 20% higher sales.

A Taste Our Best award can help you stand apart, attract more customers and improve your bottom line as it makes it easy for visitors to identify your business as one which delivers the very best Scottish food and drink experience.

A key part of the Taste Our Best award is ensuring your customers can easily identify the Scottish produce you use in your offering, which they’ll be looking out for. To achieve the award information

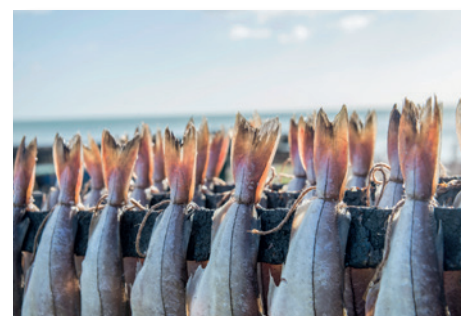
on where the Scottish products you use are from and its producers should be clearly promoted. The provenance information (where it has come from) of the Scottish produce you use can be added to the descriptions of individual items on your menu, or alternatively you could promote this in a separate provenance statement (examples are provided in this guide).



For more information on the full requirements to achieve Taste Our Best please download the appropriate criteria document from visitscotland.org/taste-our-best.aspx.

Top Tips

- If you serve lunch and/or dinner, for main dishes to count towards the award the key ingredient and a second element/ accompaniment (e.g. vegetables, sauce, stuffing, etc.) both need to be Scottish sourced.
- Information should focus on the provenance and producers of the products you are sourcing not just information on your supplier. For example your meat supplier may be a Scottish company, but the range of meat products they provide could be sourced in Scotland or elsewhere. The focus is on where the primary product is sourced, or if it is made by a Scottish company (e.g. jams, baked goods).
- Make sure to promote the provenance of the ingredients on your breakfast and dinner menu. For dinner the assessors will be considering dishes on your A La Carte and Specials menus.
- Don’t forget about your desserts and make sure to promote the Scottish eggs, and dairy products, like butter and cream, you may have used in the making.
- Remember- in order to demonstrate seasonality, menus should be changed at least twice a year. It would be great if you have a previous menu available to show the Quality Advisor at your assessment.
- The story of your Scottish provenance can be told in many different ways. Be original, use maps, photos, board displays, the inside front page in your menu, a tent card on your tables or anything else you think will illustrate to your customers the range of the Scottish products used.



Provenance Statements

A provenance statement should include provenance details for the produce and products you use and could be added to your menu or made visible to your customers alongside your menu (e.g. table tent cards, on black boards, etc.).

An effective way could be to use a combination of both the menu and provenance statement. Promote the provenance of your key ingredients in your menu descriptions and also have a provenance statement with more detail on the full range of produce you use.

The more you can help your customer learn about the producers and the background and story of where the food they are eating comes from the better.

By helping your customer understand the quality and provenance of the products you use, you can justify a price premium on some products and services.

It is also a great opportunity to promote all your region has to offer and provide your customers with a taste of Scotland.

Examples

In this guide you will find a number of examples of how to promote provenance for your breakfast and dinner, from provenance statements to menu descriptions. The examples are designed to provide you with some ideas to help you and find the most suitable way to promote the Scottish food and drink used in your business. The examples are based on businesses who have achieved the Taste Our Best award.

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If you would like specific advice or to discuss any changes you have made to increase the promotion of the Scottish provenance, please email your menu and your provenance statement, if relevant, to customerservices@visitscotland.com. One of our Quality team will get back to you with relevant feedback.

Additional Advice

You may find the '**Provenance from Producer to Plate**' (www.thinklocalscotland.co.uk/Provenance_from_Producer_to_Plate.pdf) toolkit useful, which provides more guidance on legal requirements and best practice guidelines for food and drink origin declarations on menus, which helps to provide clear and consistent information to consumers when eating out.

To find Scottish producers in your area you can visit the **Scotland Food and Drink Showcase** (www.scotlandfoodanddrink.org/showcase.aspx) website or you can visit your nearest **Farmers' Market or Farm**

Shops (www.thinklocalscotland.co.uk) and see what is available in your area and make connections with local producers.

The Taste Our Best scheme is being promoted extensively throughout the **Year of Food and Drink Scotland 2015** (www.visitscotland.org/year-of-food-and-drink.aspx) and beyond; find out how you can get involved and utilise **our free marketing tools**.

Taste Our Best Example #1- Breakfast menu with provenance as part of the menu description

In the example below, the produce of Scottish provenance is bolded for illustration purposes only.

Breakfast Menu

Our local butcher, Simon Howie, provides our **bacon, sausages & black pudding** which are made using the best **Scottish meat**.

Orange, Grapefruit or Tomato Juice

~

Selection of Kellogg's Cereals or freshly made Porridge with **Scottish Oats**

~

Full Grill Options

Boiled, Scrambled or Poached Scottish Free Range **Eggs from East Neuk**

Grilled Pork Link & Beef Sliced Sausages

Scottish Smoked Back Bacon

Grilled Tomato, **East Lothian Sautéd Mushrooms**, Baked Beans & Fried Bread

Or

Continental Selection

Platter of **Howie's Smoked Ham**, **Isle of Mull Cheddar**, and **Caboc**, a Scottish Double Cream Cheese

Served with Croissants & Crusty Rolls **made by our local Tower Bakery**

~

Fresh Fruit, including **Perthshire Berries** when in season &

Natural **Rowan Glen Yoghurt**

~

Brown & White Toast served with Homemade **Scottish Berry Preserves** and

Scottish Heather Honey from Heather Hills Farm

~

Scottish Blend Tea, Herbal Teas, Freshly Brewed Fair Trade Coffee



We are committed to serving quality Scottish produce prepared with care and delivered with passion.

Taste Our Best Example #2- Dinner Menu with provenance as part of the menu description

In the example below, the produce of Scottish provenance is bolded for illustration purposes only. Please note, desserts which are made with the Scottish eggs and dairy, as indicated, are also counted.

STARTERS

Haggis, neeps and tatties with a peppercorn and thyme jus

Soup du jour with focaccia

Orkney Coquilles St Jaques - Scallops with Mornay sauce and duchess potatoes

Aged **Fife steak** tartare with chilli jam, smoked shallot purée and quail's egg

Scottish smoked salmon tartare with textures of beetroot and watercress mousse

Shetland mussels with white wine, cream, garlic and garden herbs

Scottish Pigeon breast with **Stornoway black pudding**, chutney and pomegranate dressing

Organic **Scottish Clava brie** with our own toasted sourdough and wild mushroom fricassée

SALADS

Caesar salad (add chicken or **Minick's Scottish rump steak**)

Tomato salad with basil and balsamic onions

Seared chicory salad with **Blue Murder cheese** and soaked prunes

Green salad

SOMETHING DIFFERENT

Stovies with **Black Isle beef** short-rib, spiced tomato sauce and **Scottish oatcakes**

Poached **Shetland haddock** with Welsh rarebit, creamed potatoes and **Arran mustard** sauce

Chicken Balmoral with creamed potatoes, wild mushroom fricassée, neep purée and whisky and peppercorn jus

Beetroot and apple tartlet with Organic **Scottish Clava brie**, artichoke purée and **Ayrshire new potatoes**

FROM THE GRILL

Our beef is hand selected by our Executive Head Chef (*name of chef*), who works alongside local artisan butcher Stuart Minick to ensure we serve only the highest quality of **local aged Scotch beef. Vegetables and potatoes are of Scottish provenance** when in season. All our **fish** is caught from sustainable **Scottish sources** wherever possible.

Taste Our Best Example #2 continued

STEAKS

Served with café de Paris butter

Served with a selection of vegetables and potatoes

Rump 225g

Ribeye 225g

Fillet 170g

Puddledub Buffalo Sirloin 280g

FISH

Served with a garden herb butter

Market Fish

St Andrews Bay Lobster (seasonal)

Monkfish on the bone

Loch Tay Salmon

THE ULTIMATE BURGER

Prime **Scottish steak** burger 170g topped with Welsh rarebit, made with **Isle of Mull cheddar**, in a brioche bun, with tomato chutney and handcut chips.

DESSERTS

All desserts and sauces are made in house by our chefs.

All **dairy products and eggs used to create the dishes are of Scottish** origin.

Sticky toffee pudding with **butterscotch sauce** and **Luvian's vanilla ice-cream**

Today's **crumble** with **Luvian's ice cream** or **pouring cream**

Clootie dumpling with **Chantilly cream** and berry compote

Iced banana **parfait** with honeycomb and **butterscotch sauce**

Irn Bru crème brûlée with **Luvian's rhubarb sorbet**

Selection of award winning **Luvian's ice-creams** and sorbets

Chef's assiette of desserts

Selection of **Scottish cheeses**



Taste Our Best Example #3- Provenance Statement

Taste Our Best

At *Example Business*, we take pride in our cooking and using the best produce from across Scotland. We are delighted to have achieved VisitScotland's Taste Our Best accreditation as recognition of our sourcing policy and the quality food and drink we provide.

Below is a summary of the provenance of the produce used in our menus, where possible and in season.



Fish and Seafood

Our seafood is hand-picked & delivered by Campbell's. Fresh from Scrabster and Peterhead fish markets, landed from boats fishing in the North Sea and the Atlantic Ocean. Shetland smoked salmon, that's smoked over whisky barrel chips to the Campbell's traditional recipe. All fish is ordered daily by our Chef and his team to ensure you enjoy the freshest produce the Scottish seas have to offer.

Meat

Scotland's pastures and butchers, provide us with the finest in Aberdeen Angus steak, Highland lamb, and Border pork. Charles McLeod's Stornoway black pudding is a favourite, Simon Howie's bacon and breakfast sausages from Scottish Pork are always used. We get the famous haggis from Paisley's W.P. Tulloch and T & R Skinners of Kippen supplies us with specially made sausages from a variety of Scottish meat, like pork, beef, and venison.

Fruit and Vegetables

When possible and in season, we source Scottish vegetables, from Perthshire & Lothians, Albert Bartlett Rooster potatoes from Airdrie.

Our seasonal local soft fruits & berries are from Perthshire and Fife.

Dairy and Eggs

We use a wide range of Scottish Cheeses such as Isle of Mull cheddar and Lanark Blue, a blue sheep's cheese, as well as organic Clava brie and Crowdie from Connage Highland Dairy.

Dairy products like milk, cream and butter are from Graham's Dairy.

We use free range eggs from Glenrath Farm in the Borders.

Preserves and Honey

We use Scottish jams and Scottish honey.

Bread and Baking

Our cakes, scones, and desserts are made in house with Scottish eggs and dairy.

Our bread is baked by Breadwinner Bakery in Edinburgh and our Oatcakes are from Wooleys of Arran.

Complementing our food are the impressive locally sourced ales, beers and whisky.

Taste Our Best Example #4- Menu with integrated provenance statement**Our Produce**

At (*name of business*) we care passionately about where our food comes from and are proud to be able to showcase some of the best local and Scottish food producers. We work closely with these handpicked producers ensuring that we can offer you the finest local and seasonal produce. We are also lucky enough to have our very own home grown produce from our family farm next door at (*name of farm*).

When in season, we use **Scottish fruit and vegetables**, with our farm supplying all our strawberries, rhubarb, tomatoes, baby gem lettuces, herbs, salad leaves and peas in our café. We only use **Scottish meat** in our café and this is supplied by our local butcher, Scott Brothers. All our **chicken** is supplied by Braehead Foods and is of Scottish provenance. Our **fish and seafood** is from George Campbell and Son who supply us only with fish and seafood landed in Scottish waters.

All **dairy** produce such as butter, milk and cream is from family run business Graham's Dairy. Our **crisps and ice cream** is from Mackies of Scotland. Other suppliers are Luvians of Fife for additional ice-cream flavours and Ochil Foods committed to supplying the best **Scottish game and artisan** produce.

Breakfast Menu

9AM-12PM 7 DAYS

Traditional Scottish Breakfast

Grilled bacon, sausage (2,6) , black pudding (2,6) tomato, mushrooms, baked beans (2,6) and fried egg (4), served with tea or coffee, toast (2,6) and jam

Scrambled Eggs with Scottish Smoked Salmon

Freshly scrambled free range Scottish eggs (4) with Scottish smoked salmon (5)

Granola, organic yoghurt and seasonal fruit (2, 7)**Sweet Porridge (2,6)**

Made with Scottish oats and topped with jam, marmalade or Scottish honey

Breakfast rolls with any fillings from the Traditional breakfast (2,6,12)**Light Bites****Hot Open Ciabattas (2)**

Angus Beef Minute Steak with Sautéed Onions (1)

Roast Vegetables with Goat's Cheese (7)

Grilled Chicken with a Lemon Mayonnaise and Baby Gem Lettuce (4)

Closed Sandwiches (2)

Tuna and Red Onion Mayonnaise (5, 4)

Scottish Smoked Salmon and Cream Cheese (5, 7)

Scottish mature Cheddar and Chutney (7)

Coronation Chicken (4, 9, 12)

Angus Roast Beef and Horseradish (9)

Honey Roast Ham with Fresh Tomatoes and Arran Mustard (9)

All Ciabattas and sandwiches served with salad, coleslaw and Mackies crisps (1, 2, 4, 5, 7, 9)

Taste Our Best Example #4- Menu with integrated provenance statement - continued.

Salads and Main Dishes

Free Range Soft Boiled Scottish Eggs with Citrus and Cold Press Rapeseed Oil Dressing Salad (1, 4, 10)

Goats Cheese, Candied Walnut and Orange Salad with Balsamic Glaze (1, 10, 7)

Scottish Flaked Hot Smoked Salmon and Prawn Salad with Marie Rose Dressing (1, 4, 5)

Braised Angus Beef and Inveralmond Brewery's Blackfriars Ale Pie with Crisp Butter Pastry (2, 6, 7, 14)
With seasonal vegetables and creamed potatoes

East Coast Haddock Fillet in a Crisp Batter (2, 4, 5, 7)
With minted peas, chips & tartar sauce

Spiced Sweet Potato, Cream Cheese and Sundried Tomato with Butter Pastry Strudel (2, 7, 4)

With tomato and vegetable Provençal

Roast Chicken with Creamed Savoy Cabbage and Fondant Potato (7)

With Madeira and tarragon Café au Lait sauce

Homemade Angus Beef Burger with Smoked Streaky Bacon, Smoked Kintyre Applewood Cheddar and Chips (7, 14)

With baby gem lettuce, beef tomato, chips and coleslaw

Twice cooked Hatton Farm Pork Belly filled with Stornoway Black Pudding (7, 9, 14)

With a Bubble and Squeak mash and an Aspull cider jus

Homemade Desserts

Apple and (name of farm) Rhubarb Crumble (2, 4, 6, 7) With Free Range Egg Custard

Poached (name of farm) Berry Pavlova (4, 7)
With Chantilly Cream

Milk Chocolate Cheesecake (2, 7)
With Luvians of Fife honeycomb ice cream

Sticky Toffee Pudding (2, 6, 7)

With Mackies vanilla ice cream and a rich toffee sauce

Selection of Scottish Artisan Cheeses (1, 2, 6, 12)
With apples, grapes, chutney and oatcakes

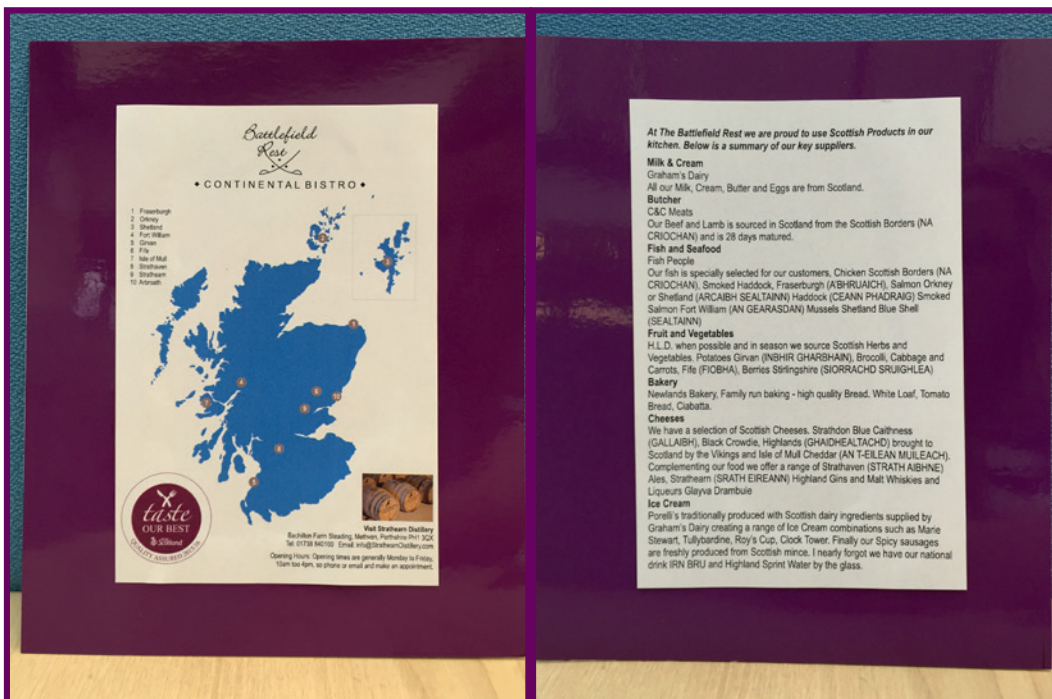
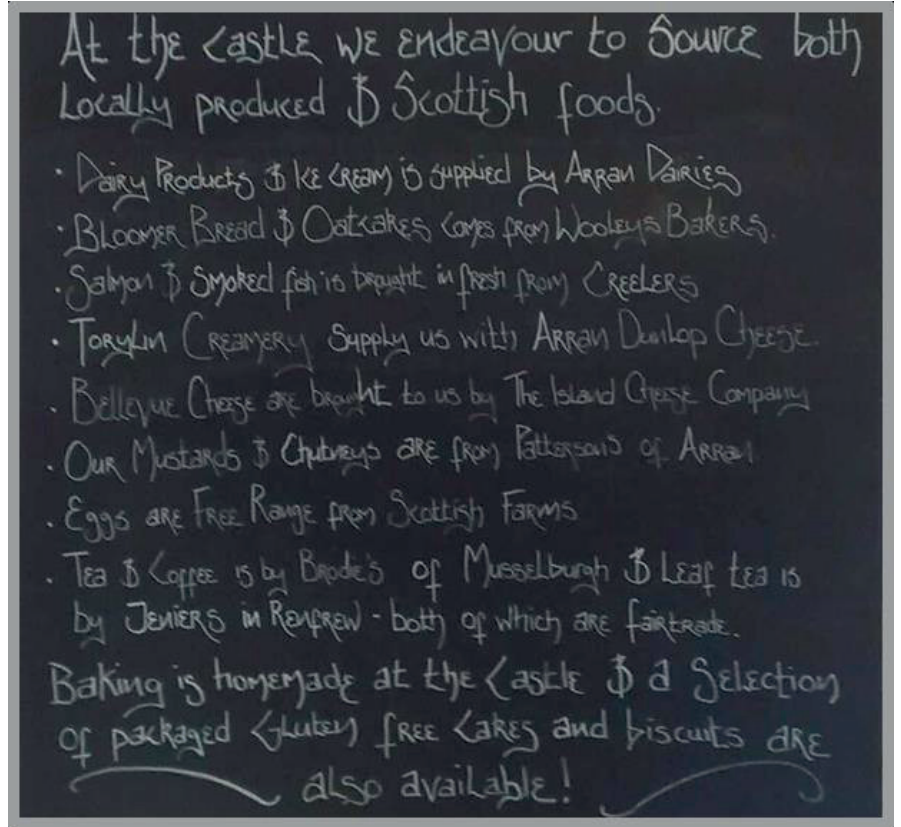
In order to make it easier for our customers with allergies and food intolerances to make safe food choices we have clearly labelled each dish with the key allergens it contains. Please see the list of 14 possible allergens below. Please speak to our staff if you have any questions.

List of Allergens

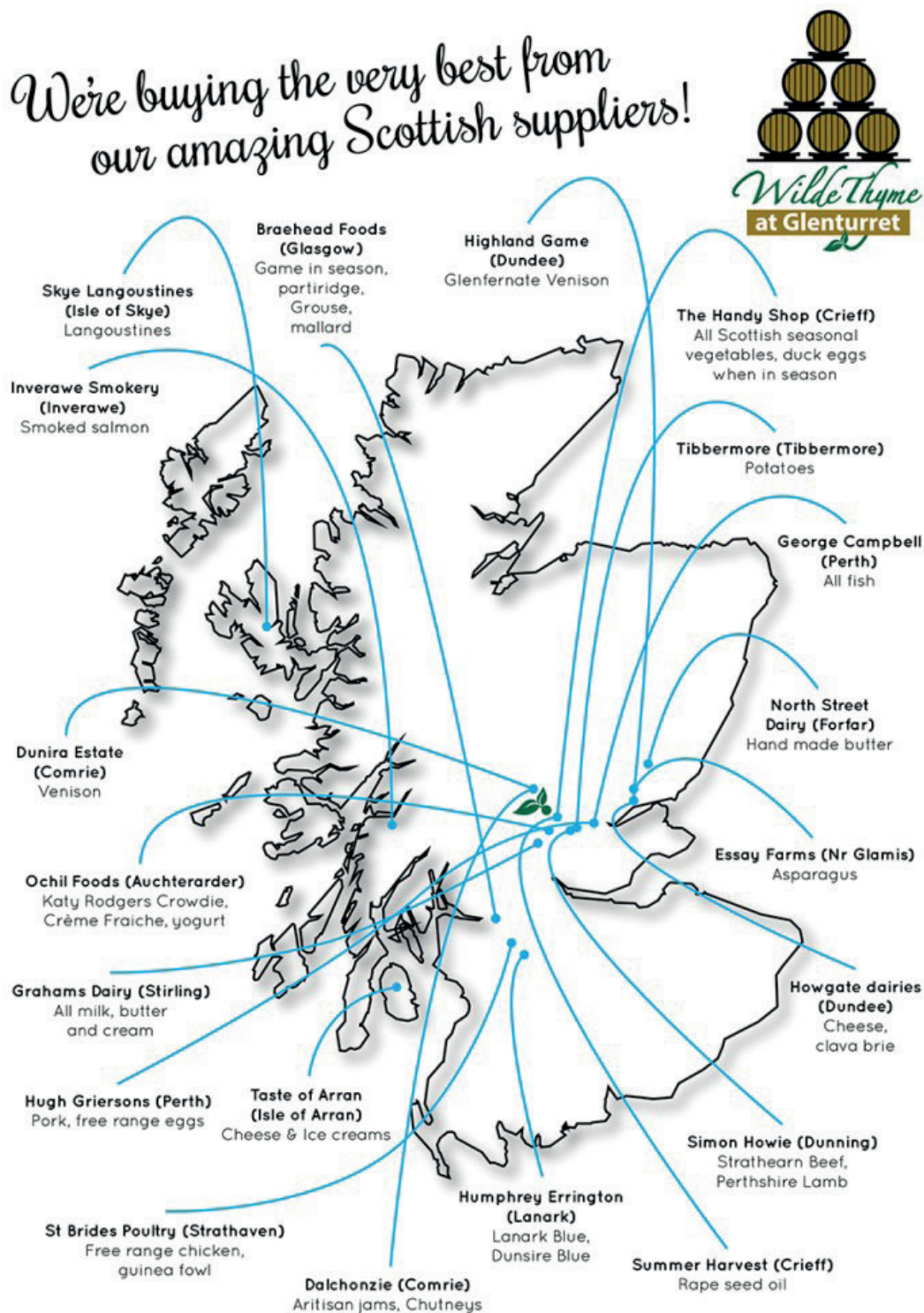
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|---|---|
| <ol style="list-style-type: none"> 1. Celery 2. Cereals containing gluten. Wheat (such as spelt and Khorasan wheat/ Kamut), rye, barley and oats, often found in foods containing flour 3. Crustaceans. Crabs, lobster, prawns and scampi 4. Eggs 5. Fish 6. Lupin 7. Milk | <ol style="list-style-type: none"> 8. Molluscs. Mussels, land snails, squid and whelks 9. Mustard 10. Nuts 11. Peanuts 12. Sesame Seeds 13. Soya 14. Sulphur Dioxide |
|---|---|

Taste Our Best Example #5 Provenance Displays

You can tell your customers the story of where the food you are serving comes from in different ways. You could use maps, photos, board displays, tent card on your tables, etc.. Below are just a few examples of how some businesses are using different options to promote the provenance of their Food and Drink.



Taste Our Best Example #5 Provenance Displays - continued.



Further advice

If you have any queries or would like further advice and support please contact our Quality Assurance team at customerservcies@visitscotland.com or call 01463 244 111.