

# Scottish Grocer feature synopsis

May 2018 edition

## Licensing lawyers feature

Editorial contact for this feature is

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Deadline for editorial submission **Monday March 26th, 2018**

- *We're keen to have opinions, thoughts and predictions on the following topical issues as well as general market information (for example market share, market trends and details of brand activity)*
- *It's always very useful to receive images – 300 dpi if possible. Good images include product shots, pictures of people quoted in the copy, and pictures of advertising and marketing activity*
- *And please feel free to provide anything else you think is relevant*

**Between the implementation of EU tobacco regulations in 2017, the long-awaited arrival of Minimum Unit Pricing (MUP) this May, and the already complex nature of displaying and promoting alcohol in a compliant manner, retailers could be forgiven for thinking they may be entitled to an LL.B themselves just for being in business. Retailers aren't lawyers however, which makes expert advice critical. In this feature we'll ask licensing experts to weigh in on some of the compliance challenges facing Scottish retailers as well as asking how and when to call in the experts. We'd welcome your views on the following:**

• **What are some of the key considerations off-trade retailers should be aware of when implementing MUP for the first time this spring?**

• **Post MUP implementations, many retailers may be left with price-marked stock that would sit below the 50p per unit threshold. Do you foresee any problems with retailers selling, for example, a bottle of 'strong white cider' price-marked at £2.99 for its new minimum price of £11.25?**

• **Off-sales are changing, with many c-stores looking to build a more premium offer perhaps through an expanded small-batch gin range or a new craft beer offer. What advice would you offer to retailers who may wish to expand or alter the off-sales area in their store?**

• **Some Scottish retailers have introduced a delivery arm to their business, with some including off-sales part of this service. What sort of legal pitfalls should retailers look out for when introducing delivery?**

• **What should retailers look for when choosing the right legal representation for their business?**