

Peer Networks Case Study Cohort : Food & Drink

Original Recipes Limited



Granny Mary (Sutherland) started making potted beef in the 1920's. Due to Mary's secret recipe, this quickly became a family business, with Mary and her husband producing potted meats and pâtés for distribution across Yorkshire and Lancashire. Today, Original Recipes continue to supply a range of pâtés and potted meats to restaurants, hotels and caterers across the UK and into major retailers.

Through the programme, the business was able to discuss a range of challenges that were important to them, the solutions to which would direct future success. Due to the pandemic and the closure of the hospitality sector, Original Recipes asked their peers for support with identifying new sales channels for products. The other networkers were incredibly helpful, making a whole range of suggestions for identification of new sales opportunities, but also enabling the business to sense check their current working practices.

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I really enjoyed being part of a small proactive network of like-minded people. I felt my contribution was valued and suggestions were taken on board. People's positive perception of myself and my business provided me with a real confidence boost to move forward and make important decisions based on our discussions.

- William Sutherland

Key Points

- Received help with sales, distribution and the new Food Park Project
- The Peer Network gave the business new listings, new contacts and confidence to move forward

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