

"Our decision to hand this extended contract to Heritage Portfolio is a significant one. Because of our experience in working together over the years, we already have a great deal of trust in both the people and infrastructure at Heritage Portfolio and we believe that this contract represents the next step for us as a truly first class venue. We are moving from a panel of suppliers to a single provider, and indeed outsourcing event management as well as catering, because we believe this is the best way to deliver both excellence and value to our members and clients."

The new contract means that Heritage Portfolio will supply every aspect of managing events at The Signet Library, from maintaining contacts with existing clients, marketing the venue in Scotland and abroad. This includes planning events down to the last teaspoon and starched napkin and, of course, delivering delectable menus, the most select wines and the finest service on the night.

Caroline Eriyagama, who is currently event manager with the WS, will become an integral member of the Heritage Portfolio team, providing clients of The Signet Library with all the benefits of infrastructure and experience that are integral to the Heritage Portfolio offering.

Robert Pirrie continues, "This whole new approach is not just about streamlining the process from a business perspective. It is about passing the benefits on to our members and clients. We are taking this initiative because we want to step up the events management aspects of our business, so that using the venue is more straightforward and the experience fully reflects the prestige and high standards of the WS and The Signet Library. We have confidence, through experience, in Heritage Portfolio's dedication and attention to detail to get it right for us."

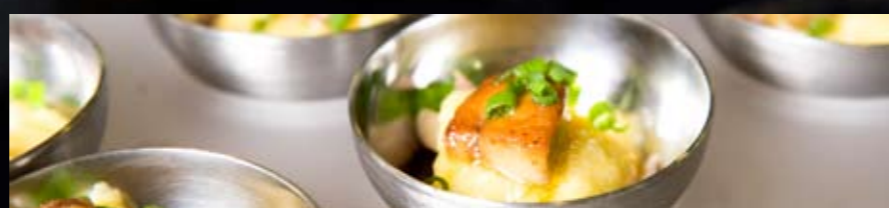
Scott Robertson, Sales Director at Heritage Portfolio says, "Of course, The Signet Library fits the Heritage Portfolio criteria of a prestigious, heritage venue with a rich history. We like to think that such fantastic iconic buildings deserve our wonderful food and attentive professional service. The new contract means that I will be directly involved in promoting the venue and I am certainly looking forward to an even closer relationship with this very, very special Edinburgh venue."

The model for the new relationship at The Signet Library is very similar to how we work at Mansfield Traquair where we have led the way in developing and implementing a marketing strategy for the venue and have seen revenue grow steadily over the 7 years we have been involved in offering this kind of turnkey service.

A Taste of Spring

issue number 16
Spring 2009

Be seen out and about with this Season's Designer Canapés



Muir Collection

peppered blue lamb fillet, essence of fresh mint and peas
tataki of macduff beef, sprouting peas and pickled ginger
softly scrambled duck egg, snipped edinburgh chives, fried confit of duck and sauté of duck foie gras
king oysters, morels, enoki, black trumpets and cepes all in a broth with finely diced spring onions
orso pasta with sunblush tomatoes, artichoke hearts and baby mozzarella
saffron and cinnamon spices sweet creamed rice with little curried tuille



Saunders Collection

rosette of shetland smoked salmon, milled black pepper and a squeeze of lime
just podded summer peas with raddichio, haloumi and lemon sabayon
asian pork and noodle lollipops with sesame and soy dipping sauce
crispy haggis balls with a lavender and honey crème fraiche
a power shot of mandarin style chicken broth, infused with ginseng, scallions and ginger and finished with sweet gojo berries



Kane Collection

hot venison chipolatas roasted in sticky red current syrup
apple wood smoked cheese and celery tart
tamarind and quince marinated sea bass, peanut butter mash, miso sauce and micro cress
asparagus spear in buttered parmesan and poppy seed filo
organic salmon tataki, crispy oriental veg salad and ponzu dressing
super smooth unfeasibly thick and intense chicken soup with tamari treacle and udon noodle croutons

Choose the selection that suits your own sense of taste – or pick and mix for a more eclectic look and feel. There are more canapés to choose from in the complete spring collection, so get in touch to discuss your requirements.



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HERITAGE
PORTFOLIO

CROCODILE TALES

Our ambition to satisfy even the tallest order can take us off the beaten track, so when an adventurous client showed interest in salt and pepper crickets, crocodile pies and squid lollipops we did – for a split second – think of driving our safari truck in the opposite direction.

But intrepid as ever... we took the project by the horns, creating some Scottish-African fusion ideas to ensure that the charity Zulu Ceilidh at Mansfield Traquair went with as much of a swing as the inspirational concept which it supports – James Gillespie's link with Zwebelilanzi school in South Africa.

And then, to celebrate spring, don't miss our just-out canapé collections. Following on from the success of our conference selections, launched in Taste of Winter and just right for every-day events (rated 96% in some recent customer feedback, by the way), the new canapé range is chic and tailored and can be dressed up or down, depending on the occasion – simply a must for the new season!

While we've been out exploring new territory on the food front, we've also been pushing boundaries on the business side – and seeing the rewards too. An important new contract win at The Signet Library sets the tone for a year where businesses face huge challenges but the role of hospitality continues to underpin business growth and success.



Seal of approval from The Signet Library

Heritage Portfolio is delighted to announce a new contract at The Signet Library. Widely recognised as an outstanding setting in which to host a dinner or reception, the new partnership flows from an existing business relationship and brings together Heritage Portfolio expertise with The Signet Library's reputation for excellence and timeless style. The new partnership arrangement will mean that the complete event management and hospitality service at The Signet Library will be managed by Heritage Portfolio to provide the highest possible standards.

The Signet Library in the centre of Edinburgh's old town is synonymous with prestige and Georgian elegance. Steeped in history, the building, with its lower and upper libraries, was completed in 1822 in time for the celebrated visit to Edinburgh of King George IV who described the upper library as "the finest drawing room in Europe". The Signet Library continues to be owned by The Society of Writers to Her Majesty's Signet (also known as The WS Society) – an association of Scottish lawyers and one of the oldest professional bodies in the world. The Society's origins lie in the 15th century as the "writers" of documents sealed with "the Signet", the private seal of the Scottish Kings – hence "Writers to the Signet" or "WS".

The WS Society has decided to outsource to Heritage Portfolio to ensure that the quality of event management and catering is appropriate to this distinctive and historic venue.

Robert Pirrie, Chief Executive of the WS, explains: "The Signet Library is one of Edinburgh's finest venues as well as our operational base. Everything we do, and that the WS and The Signet Library represents, is a combination of heritage, timeless values and the very best of contemporary standards. We want users of the venue to feel this in every detail of their experience as our guests. By entering into an exclusive partnership with Heritage Portfolio, we will work together to make everything about the experience of an event here consistent, seamless and excellent."



Our fabulous new canapé collections, inspired by Scotland's leading fashion designers, launch this season, with plenty of glitz and glamour! As we've shown so many times in the past, the backroom research is a vital element in the design and development process for our different products and services, so for months now we've been immersing ourselves in how to dress up the whole canapé performance into a stunning piece of contemporary culinary theatre. We've explored how to make every aspect of a canapé reception into a spectacular, distinctive – and cost effective – alternative to a sit down meal. So let the show begin... our immaculate sense of taste and constant attention to detail will carry the day!

Canapés on the Catwalk

Setting the scene

Our new approach to presentation means theatre in miniature. A cleverly designed presentation tray is the stage which can be themed to suite a particular event, with spotlighting on the stars of course. Yes, quite literally the canapés can be lit and shown off to best advantage. The design for the trays is all ours. We specified and commissioned – convinced that, in this case, we know best. It's actually a major investment, based on a great deal of first hand experience of serving canapés. And there really is no surer way to put food on the catwalk, than our new presentation system, complete with an integral menu, describing the particular canapé on offer.

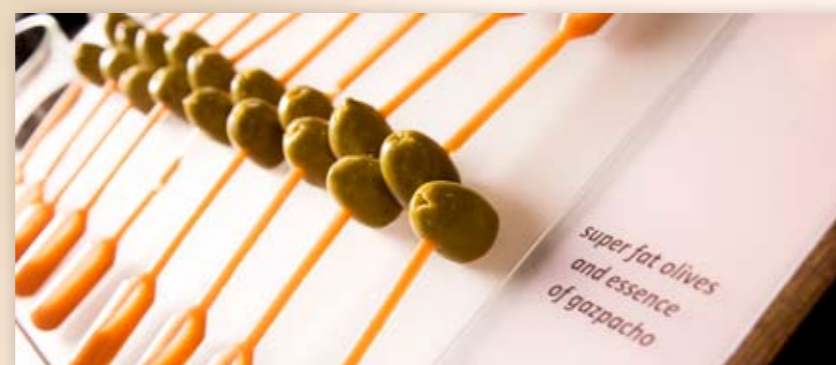
The main act

Despite this whole prima donna approach, with the specially commissioned trays and a great deal of attention to detail, presentation is not everything – not in our book. The real touches of genius only show through when you taste our new canapé creations.

We are offering complete flexibility. Much like the experience of enjoying sushi, you can select the canapés that you'd like to offer your guests. And the range is truly stunning, including some of our signature favourites such as tiny beef Wellingtons and the applewood smoked cheese and celery tart. Variety has been high on the agenda too with grown up jellies, savoury lollipops presented on a crystal stick, an oriental spoon that's just the right size for some truffled lobster and asparagus salad, and our famous shot glasses – how about a bloody mary shot with pressed tomato and celery juices and Loch Fyne oysters.

The Scottish Collections

As an alternative to the complete free reign on choice, you can select one of our canapé collections, which take their inspiration from some of Scotland's most famous fashion designers: Jonathan Saunders, print and pattern supremo; Christopher Kane, with a celebrity following including Kylie, Kate Moss and Chloe Sevigny; and essentially, Jean Muir – quite simply the Scottish Chanel. See the back page for a quick run-down of the catwalk favourites.



If it's out there,
we'll find it!

The search for new products and services can take us far and wide and ranges from the practical and prosaic to the positively magical. Kirsty Hepburn, Development Manager at Heritage Portfolio, is permanently on the look out for clever new products and fantastic ingredients. A recent trip to IFE09 in London was just the ticket, as the International Food and Drink Event is the only global food and drink expo entirely dedicated to innovation. So what was on Kirsty's shopping list? Everything from bags to black garlic and Persian fairy floss.



The Portrait Gallery Café is currently closed for several months, as the Gallery undergoes a major refurbishment. Interestingly, the concern amongst our regulars was not so much, "Where else can I go for a coffee?" as "How am I going to survive without the best scones in the capital?" The solution was to package up our scone mix to sell to devotees. To meet our green credentials the packaging had to be both recycled and recyclable, but it also needed to be attractive, cost effective and easy to fill, label and seal. The perfect solution turned up at the IFE and the mix is now available at our other Ruthven's cafés.

It was not all about brown paper bags however. Just now there is a ripple of excitement around the kitchen about black garlic, another IFE find. This fermented garlic has a sweet, meaty molasses flavour and is a fabulous new idea for sauces and tapenades. Watch out for it appearing in our autumn menus.

Another route to discovering new products is exploration out in the field – and we do go global on this one! The Persian fairy floss was bought in by one of the Directors, just back from an exotic holiday, who simply said 'I love this! Translated that meant something along the lines of, 'stop what you're doing, find this ingredient, get in on a menu!' With Google and FedEx, finding this delicate version of candy floss was actually straightforward enough. The big question was how to make the most of this romantic middle-eastern ingredient with its stunning good looks and delicious flavours from pistachio to roses?

Robbie, our development chef, was already at work on some sweet canapés for the Garden Party and the fairy floss added its own sprinkling of inspiration. Robbie started with a tiny teardrop shaped pavlova with candied almonds and rosewater. A little twist here and a turn there, a swish of hot bitter chocolate, a merest skim of clotted cream and the result is light and magical. The floss just sits on top and waves about like a Troll's hair (pictured above). This kind of sweet canapé can be a delightful way to finish a reception, like an enchanting version of petit fours with coffee at the end of a meal.