



Dear Colleague,

APSE Scotland Commercialisation Advisory Group

I am writing to inform you that the next meeting of the Scottish commercialisation advisory group will be held at:- Recital Room, City Halls Glasgow, Candleriggs, Old Fruitmarket, Glasgow, G1 1NQ.

Date: Friday 28<sup>th</sup> September 2018

Time:

10.00 Tea/ coffee on arrival

10:30 Advisory group commences

12:15 Buffet lunch

13.00 Meeting ends

Venue: Recital Room, City Halls Glasgow, Old Fruitmarket, Candleriggs, Glasgow, G1 1NQ.

Map: [Click here for map & to access directions](#)

The agenda for the meeting is enclosed. The meeting is open and free to elected members and officers from APSE Scotland members.

Please ensure you confirm your attendance either by telephoning Lyndsey Moffat on 01698 459 051; or [click here](#) to book online; by email to [Lmoffat@apse.org.uk](mailto:Lmoffat@apse.org.uk).

Yours faithfully,

Louise Melville  
Principal Advisor  
APSE Scotland



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Scotland Commercialisation advisory group

Friday 28<sup>th</sup> September 2018, 10.30 to 13.00, Tea/Coffee from 10.00 at Recital Room, City Halls  
Glasgow, Old Fruitmarket, Candleriggs, Glasgow, G1 1NQ.

1. Introduction & Welcome from Chair
2. Attendance & Apologies
3. Minutes of previous meeting (17<sup>th</sup> April 2018)
4. Matters arising from previous meeting
  
5. Taking a Commercial Approach: A guide to local councils in Scotland to income generation, trading and charging – publication launch  
Speaker: Louise Melville, Principal Advisor, APSE Scotland
  
6. End to end funeral service: Gates**head Council's approach**  
Speaker: Gareth Walls, Funeral Director, Regent Funeral Services (inv)
  
7. Connections event – **get to know your colleagues and who's doing what** commercially across their services  
Speaker: Group Discussion
  
8. APSE Update
  - National issues
  - Briefings/researchSpeaker: Louise Melville, Principal Advisor, APSE Scotland
  
9. AOCB
  
10. Date of next meeting – 30<sup>th</sup> of November, venue to be confirmed
  
11. Lunch