



### Company Name

The Lunchbox Boys

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### Contact Person

Sam Cairns

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We are Sam and Dougal, two friends who are proud to call the Cairngorms, in the Scottish Highlands, our home. The Lunchbox Boys is our business but it's also our passion.

Our paths initially crossed through our shared interest in personal fitness when we realised the demand for local, healthy and tasty food in the area. We began delivering lunches, which grew in popularity and led to us receiving recognition at the Highlands and Islands Food and Drink Awards.

Since then, we have developed our range of private catering services and built a reputation for producing local food created with passion, with first class customer service. This commitment now sits at the heart of our business. Whether we are catering for two people or two hundred, we stay true to our values, and always with a smile!





*The only difference between us and potential entrepreneurs is that we started the business*

**SAM CAIRNS**

Joint founder of The Lunchbox Boys

## WHAT WAS **THE TRIGGER** FOR YOUR BUSINESS OR ENTREPRENEURIAL IDEA? DOES IT FILL?



Sam, and his business partner Dougal, started The Lunchbox Boys with the idea of delivering, healthy, lunchboxes to local businesses, but from there they grew the brand into a private catering company and a restaurant at Scotland's most northerly point.

A key part of their business has been selling the story of their highland location alongside the food. Targeting private catering clients who

were looking to come to the Highlands and have an extra special experience in terms of private chefs, breakfast hampers or other such services. From there they developed the wedding catering side to the business, with location again playing an important part of the service.

## WHERE DID YOU SOURCE THE MAIN **SUPPORT AND RESOURCES** (Eg. Grants And Other Support)?



Sam and Dougal started the business with nothing but drive and determination. They started small with what they had, catering from within their homes and reinvesting everything back into the business and being patient.

## HOW **SUCCESSFUL** HAS IT BEEN?



The business has gone from strength to strength. In matter of just a few years they have gone from the two founders to a team of 40 working within their catering company and restaurant. patient.



*You need to have patience along with drive.*

*Small steps equal big results. You are only as good as the last gig you have done.*

SAM CAIRNS



## HOW DOES THE BUSHOW DOES THE BUSINESS HELP TO ADDRESS REGIONAL CLIMATE CHANGE OR SUSTAINABILITY ISSUES?



“Its key for us to try and make a difference and set the tone in terms of sustainability. Whether that is reducing plastic bottle use and using glass bottles, partnering with Scotland the Big Picture, who are a Carbon offsetting and rewilding charity, supporting local football teams and employing local people and most importantly using the best of Scottish local produce.”

## WAS SUCCESS A RESULT OF INDIVIDUAL WORK OR COLLABORATION (OR BOTH)?



Sam says that it has been hugely beneficial to go into business with his friend. They both have different skill sets to bring to the business which has only made it stronger.

## WHAT ADVICE WOULD YOU GIVE TO OTHERS STARTING?



The best advice that Sam thinks he can share is to just start- “an idea is only a good one if you make it happen”.

About a year into the business they spent around £600 on professional design work and a logo. Sam believes this has been one of their best investments. Proving them with a professional image and showcasing them as a serious business.

He also recommends seeking and being open to any criticism or feedback so that you can grow as a company. When they first started they had a 5-year plan all mapped out but actually found that you can plan too much. Ensuring that they are the best they can be day to day, being flexible and innovating as opportunities arise has shaped their business into a successful company.