



SAOS Conference 2026
22nd January

Session 3 – New Products

Why do we need new products / crops?

- Economic Opportunities
- Product Innovation
- Environmental Benefits
 - Soil Health
 - Reduced Inputs
 - Biodiversity
- Climate Change Adaptation
- Sustainability



Alternative proteins



Cultivating collaboration
to drive change



Specialist markets



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SAOS 

Valorisation of waste



Cultivating collaboration
to drive change



THE COURIER

Can Angus tattie farmers help deliver ‘skincare gold’?

Exciting new project involves potato farmers as well as scientists from A University and James Hutton Institute.



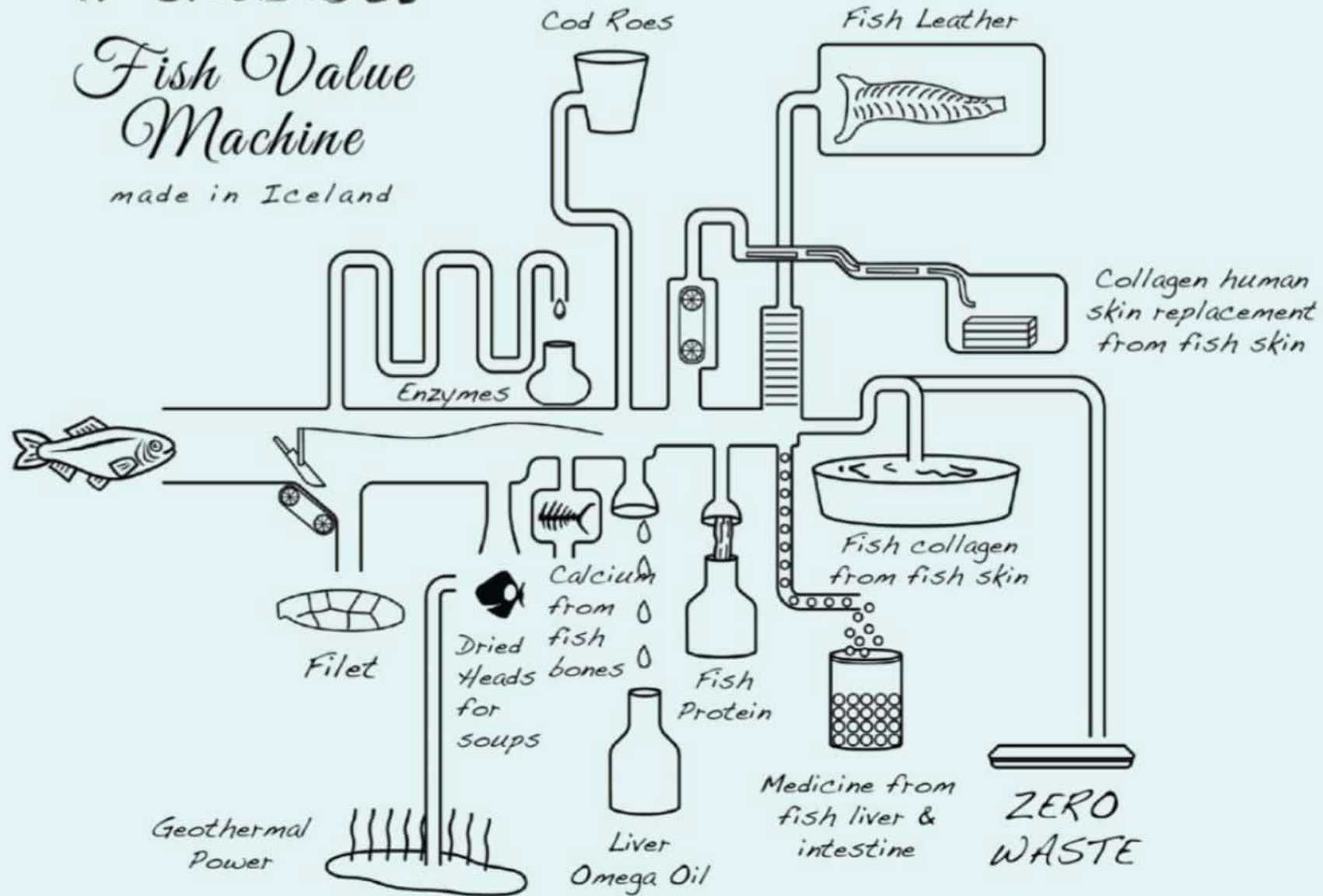
HOME OUR HISTORY DAFFODIL FLOWERS & BULBS ▼ SEED POTATOES ▼ OUR FACILITIES NEWS SUSTAINABILITY

Grampian Growers Launches Breakthrough Project Turning Potato Shaws Into High-Value Bio Ingredients

Nov 28, 2025 | Agri-Tech



THE
INCREDIBLE
*Fish Value
Machine*
made in Iceland

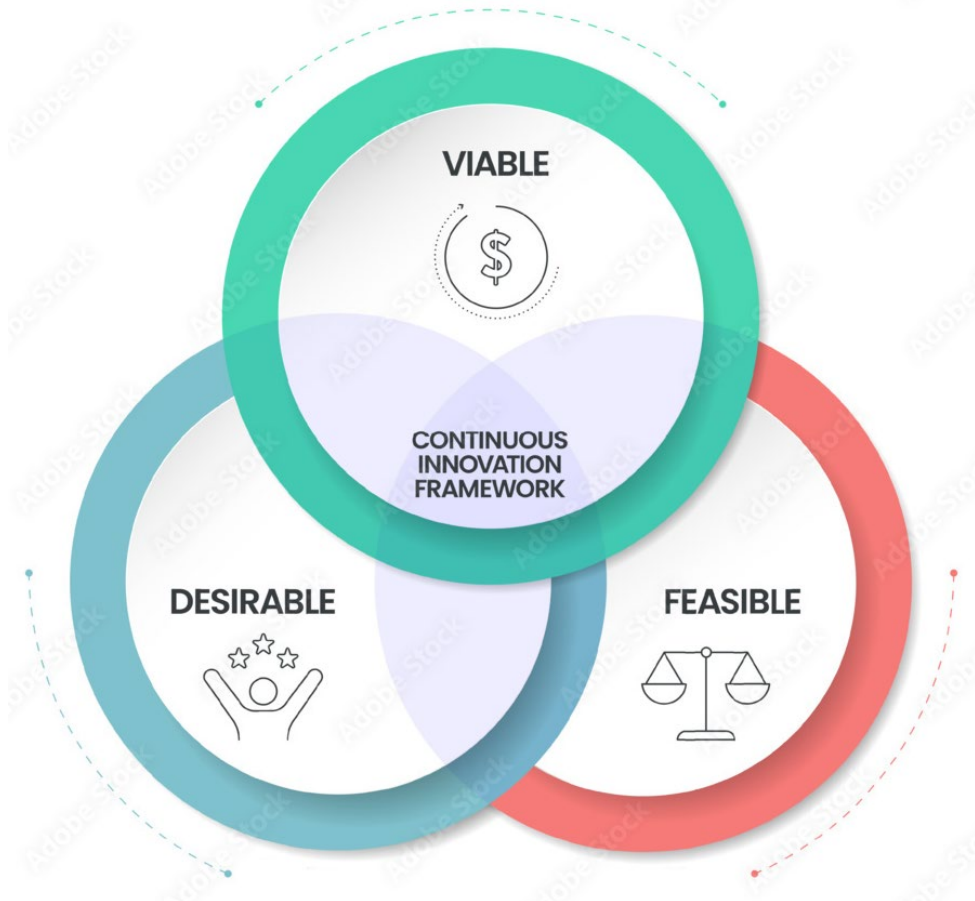


SCOTTISH
OCEAN
CLUSTER

Innovation never stops



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Why Co-ops Make Great Delivery Partners



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Bring Scale



A single innovation implemented through a co-operative can reach dozens or hundreds of farms simultaneously, creating impact far beyond individual adoption.

Provide Trust



Members adopt technologies that have been proven and supported by their co-operative – the trust barrier that often blocks innovation is already overcome.

Offer Translation



Co-ops transform complex research findings into workable, practical guidance that makes sense in the context of real farming operations.

Act as the Link



Serving as the vital connection between farmers, technology providers, researchers, and policy makers – co-ops navigate multiple stakeholder perspectives.

Opportunities

Collective ambition

Connect researchers, growers, new entrants and policy makers

Understanding the market potential

Greater understanding of the size of the prize, outline market opportunities that could emerge in the short, medium and long term

Outlining the benefits to growers

The environmental benefits are there but it must make financial sense for a grower to give it serious consideration.





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to drive change

Follow us on



Cultivating Collaboration Network



C2Network_

For more information go to:

<https://saos.coop/membership/membership-c2network>

To become an Affiliate Member and have access to the C2Network email us on

C2Network@saos.coop