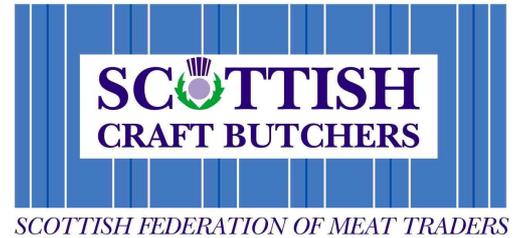


FEDERATION NEWS

The Newsletter for Scotland's Craft Butchers



Are you charging enough?

At the same time as domestic supplies have tightened, most of the multiple retailers are seeking to minimise the damage of the horsemeat scandal by reaffirming their commitment to beef from the UK and Ireland.

The result has been rising beef prices and so with beef costing up to 12% more than it did this time last year SFMTA members are warned that not moving retail prices can seriously damage your bottom line.

Many butchers have recently welcomed new customers and are seeing existing ones more regularly. Understandably members have been reticent to increase prices in case it has a negative effect on this increased trade but as you will read in this Newsletter the upward trend is showing no sign of doing a U-turn.

Since the turn of the year GB lamb prices have undergone a remarkable recovery, reaching their highest point since June of last year. The two market drivers are a weaker sterling against the Euro and an early Easter helping drive the trade to levels not seen for the best part of a year. Deadweight trade prices have risen 31% from a low in early January!

For your assistance the middle pages of this publication carries a ready reckoner costing for both beef and lamb. This is just a guide, to do this properly you are recommended to use the yield from your own beef and lamb which will take account of your own degrees of trim. Should any member like to receive this information on an Excel file via email please contact douglas@sfmta.co.uk

SFMTA Executive Meetings:

The May and June meetings have been changed to the second Wednesday of each month.

Members are asked to note the new dates:

Wednesday 8th May at 2.30pm and

Wednesday 12th June at 2.30pm

APRIL 2013

Featured this month:-

Butcher on supermarket doorstep

Beef and Lamb Costings

Horsegate Update

Sausages to smile about

PAYE in real time

Advice on labelling of sausage skinns

Customer Loyalty Card Scheme in Scotland

Think Local

Verstegen with pleasure

More Tasty Jobs

Employment Law Changes

www.sfmta.co.uk

Tel: 01738 637472

Fax: 01738 441059

email: sfmta@sfmta.co.uk



EUROPE & SCOTLAND
European Social Fund
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Contact: Roger Austin T: 029 2048 6262 F: 029 2048 1230 E: sales@wjpackaging.co.uk W: www.wjpackaging.co.uk

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Tel: 01292 283111

LUCAS INGREDIENTS Portbury Way, Bristol BS20 7XN
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McAUSLAND CRAWFORD 79-81 Abercorn Street , Paisley PA3 4AS
Tel: 0141 849 7033

McDONNELLS (Queen Street) LTD 19-20 Blackhall Street. Dublin 7
Contact Ann Maguire Tel: 0035316778123 Fax: 003531 677 4491 Email: sales@mcdonnells.ie

MANCHESTER RUSK COMPANY LTD Flava Ho, Harper Rd Sharston, Manchester M22 4XR
Tel: 0161 945 3579 Fax: 0161 946 0299 Email: mrc@mrcflava.co.uk web: www.mrcflava.co.uk

MARSHALL WILSON PACKAGING Units 4a,4b & 4c Blochairn Ind Est, 16/24 Siemens Pl, Glasgow G21 2BN
Contact: Ian Queen, T: 0141 552 7577, E: sales@marshall-wilson.co.uk W www.marshallwilson.co.uk/

PARAGON PRODUCTS Hygiene Specialists, Newhailes Ind Est, Newhailes Road, Musselburgh EH21 6SY
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ROBERTSON FINE FOODS John Robertsons & Sons Hamcurers Ltd , 88 Princes Street , Ardrossan KA22 8DQ
Contact: Barry Robertson Tel: 01294 463936 Fax: 01294 472187

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Tel 0800 783 7331 Web www.scobiesdirect.com E-mail info@scobiesdirect.com

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enquiries@walkers-shortbread.co.uk www.walkersshortbread.com

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JAMES WHANNEL (WHOLESALE) LTD. c/o Shotts Abattoir, Foundry Road , Shotts ML7 5DX
Contact: Robert Kirkhope, Tel: 01501 822277 Fax: 01501 821886

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Tel: 01307 462142, Fax: 01307 466070 Email: vehiclebodiesforfar@btconnect.com

Telephone advice on Health & Safety is available to SFMTA members by phoning 0560 3468085 or by email: SFMTA@nhasco.com

You will need the reference number on the yellow introductory sheet that was enclosed in the November newsletter on phone SFMTA on 01738 637472 for it.

Horsegate Update from FSA

The Food Standards Agency aims to complete the sampling phase of the investigation into horse meat in processed beef products by the end of April, Agency Chief Executive Catherine Brown told the FSA Board on 5 March. The Agency will then provide a report on the incident to the Prime Minister.

The Agency is currently in the process of agreeing quarterly reporting arrangements with industry so that consumers can be kept informed on what industry is doing to secure the food chain, she added.

Following the discovery of horse meat in processed beef products, the Agency had instituted a review of food supply systems, and Catherine Brown provided Board members with an update on the horse meat in burgers issue at their recent Board meeting authenticity testing, 'on a colossal scale', she said.

More than 6,000 tests had been completed in six weeks, with more to come'. The Agency had initiated a four-point action plan addressing the issues of gross contamination, trace contamination, enforcement action and the Agency's own independent local authority survey of beef products.

At the time of her report to the Board, the Agency had identified 20 products affected by gross contamination with horse – where the level of horse DNA detected exceeds 1%.

'Such levels of horse DNA indicate either gross negligence or deliberate substitution of one meat for another,' she said. 'Where horse is detected at or above 1% we require the business to withdraw the

product from sale and institute a product recall.'

The Agency was also requiring such samples to be tested for the presence of the veterinary drug phenylbutazone, which presents a potential food safety risk, albeit a very low one, she added. So far all bute test results had been negative.

The Agency had also been rigorous in its approach to the investigation, which had resulted in a number of premises being entered and arrests made. It had also provided the first full briefing to Europol of any European Union Member State to help ensure effective co-ordination of investigations across member states.

In addition to discovering gross contamination, the sampling phase of the investigation had found cases of trace contamination, where very low levels of other species, including pork and horse, have been found in beef products. Agency work under way on this issue was looking at what levels of trace contamination were detectable and what were acceptable to consumers.

In conclusion, she said that the Agency will be providing 'lessons learned' inputs to whatever review processes are established by industry and by governments around the UK.

"Hungry horse" meat labelled as beef

The Food Standards Agency has been informed by Lancashire County Council that it has identified 100kg of horse meat imported from Hungary labelled as beef.

The meat was imported by Hungarian Food Ltd in Preston. Investigations showed that 40kg were sold through Hungarian Food Ltd's own market stall in Preston, and through a shop in Liverpool called Taste of Hungary. The remaining meat has been withdrawn from sale. The meat was sold in 1kg bags labelled as 'diced beef'. The Food Standards Agency has notified the European Commission and Hungarian authorities.



Sausages to smile about!



Douglas Scott, Chief Executive of the Scottish Federation of Meat Traders Association (left), pictured with Jack Broussine of Quality Meat Scotland, and one of the top quality entries.

On Friday 15th March Scottish butchers battled it out to win a brand new award for Scotland's top premium sausage developed as part of Quality Meat Scotland's activities to support higher quality processed meat products.



Lucky judges at the "Craft Butchers Premium Sausage Awards" sampled more than 150 of the country's finest sausages from butchers around the country. The entries were assessed for their performance under a range of criteria including: taste and flavour; palatability; appearance; texture; and general appeal.

Premium sausages are defined as sausages with a meat content of more than 72%. Premium beef sausages are required to be made from a minimum of 85% visual lean meat and pork sausages, 80% lean meat.

The vast range of innovative sausages tempting the judges and showcasing the creativity of Scottish butchers included ingredient combinations such as pork and Dundee marmalade, pork, sweet chilli and lime, and pork and toffee apple. The line-up of beef sausages included beef, cheese and jalapeno, beef with Dijon mustard and beef, tomato and mozzarella.

The winners of the March judging will be analysed for minimum meat content and so the results remain under wraps until they are announced at the Scottish Meat Trade Fair in Perth on Sunday 12th May. Jack Broussine, Marketing Executive with Quality Meat Scotland, explained the background to the new awards:-

"Many butchers have responded to requests from their customers for higher meat content sausages and we feel they deserve recognition for their innovation and product development," said Mr Broussine.

A recent survey of butchers by QMS revealed 92% of butchers' shops experienced increased footfall in February (23 Jan - 23 Feb) following the media coverage of the horsemeat issue. Additionally, 95% said customers have been taking a greater interest in the source of meat.

Douglas Scott, Chief Executive of the Scottish Meat Traders Association, welcomed the fact that more and more consumers are discovering the creativity and innovation to be found inside their local butchers' shop.

"Butchers are keen to ensure their new customers continue to shop with them and the fantastic range of top quality sausages put forward by butchers for this event sends out a very positive message about the combination of knowledge, traditional skills and innovation offered by Scotland's butchers."



Poultry Products were judged on the same day in a KRH sponsored evaluation



Preparing to operate PAYE in real time (RTI)

From 6 April 2013 employers will have to start reporting PAYE information to HMRC in real time. You may see this referred to as Real Time Information - or RTI. This means that employers (or their accountant, bookkeeper or payroll bureau) will have to:

- send details to HMRC every time they pay an employee, at the time they pay them
- use payroll software to send this information electronically as part of their routine payroll process

Getting Ready

To make your first PAYE real time payroll report successful, the data that HMRC holds on your employees must match your payroll data. When you change your payroll to PAYE in real time you'll need to send HMRC information about every employee who's worked for you in the current tax year, even if they've already left your employment. It's best to have new software and procedures in place before 6 April 2013, so that all the necessary information is already stored in your payroll system ready to be reported.

Reporting your payroll information

You'll need to report your payroll information electronically, on or before any day when you pay someone. This will normally be carried out by your payroll software (or your payroll provider) at the same time that the payments are calculated, or just afterwards.

So you'll have to review the processes throughout your business, to check that you'll have the information you need to record and report it, on time - whether weekly or monthly.

It's important that the information you provide on these reports is right - if it's wrong it will cause you and HMRC problems, and your employees might be affected too.

More information at <http://www.hmrc.gov.uk/payerti/>

Butchers to benefit from Budget

Economist Alex Christie of Christie Meats in West Dunbartonshire claims budget changes announced on 20th March will make a significant difference.

"The change, although not introduced until 2014, will make a substantial difference to most small butchers. The depth of the impact is driven by how many employees you have and how much you pay them.

"I would estimate that for any member with one butcher and one trainee they will pay no national insurance (other than their own). Whether it encourages employment starts is another thing - and that's what the chancellor is really looking for.

"With the plethora of funded schemes it seems unlikely to encourage too many new starts, as the initial cost of taking someone on is very small. It may encourage some butchers to take on trained members of staff as even if they are near the threshold the absolute cost is lower than it would otherwise have been to employ skilled labour.

"In the end it will vary from business to business and it's difficult to make too many generalisations, but at worst it will be 2k less to HMRC for many, and I can't see too many butchers crying into their mince about that. "

Diary Date

The Scottish Meat Trade Fair will be held at the Dewars Centre, Perth on Sunday 12th May 2013 – please put note this date. Miss this one and there's not another until 2015,

Employment Law Changes – April 2013

Many employment law changes anticipated for April 2013 have now been postponed until summer and autumn 2013. However, April still looks set to be a busy month for changes to employment law.

Redundancy

As of 6 April, **reforms to collective redundancy** will be implemented, reducing the 90-day minimum consultation period to 45 days for collective redundancy consultation involving 100 or more employees. As of the same date, fixed-term contracts that have reached their agreed termination date will be excluded from the collective consultation requirement.

Statutory benefits increases

- The standard rate of statutory sick pay increases from £85.85 to £86.70 per week, with the weekly earnings threshold for these payments rising from £107 to £109. This new rate is effective as of 6 April 2013.
- The rate of statutory maternity pay, ordinary and additional statutory paternity pay and statutory adoption pay increases from £135.45 to £136.78 per week, with the weekly earnings threshold for these payments rising from £107 to £109. These new rates are effective as of 7 April 2013.

Members Only Website – www.sfmta.co.uk/members

Password will **change** on Tuesday 2nd April: replace topside with to brisket and use the same number on the end. Sorry this is cryptic but this is to ensure only paid up members can get access. If you need any further help please contact Bruce on 01738 637472

Scottish Meat Trade Fair Sunday 12th May 2012 Dewars Centre, Perth

This is the biggest event for Scotland's butchers. Held every two years the Scottish Meat Trade Fair will host the 2013 Meat Skills Scotland Finals, the Scottish Haggis Championship, sponsored by Grampian Oat Products and the Scottish Pork Sausage competition sponsored by Lucas Ingredients.

Businesses who will be exhibiting include AES (Equipment Cleaning) Ltd, Bizerba (UK) Ltd, Capital Cooling Ltd, CATRA, Clipper Tech Ltd, Dalesman (Newcastle) Ltd, Dalziel Ltd, ESC Packaging, Gartmorn Farm Poultry, K R H Ltd, Kelly Bronze (Scotland) Ltd, Kerry Ingredients and Flavours, Marshall Wilson Packaging Ltd, McAusland Crawford, McDonnells (Queen St) Ltd, Paragon Products (UK) Ltd, Quality Meat Scotland, Rich Sauces, Robertson Fine Foods, Scobie & Junor Ltd, Scottish Venison Working Partnership, Scotweigh, Stockline Plastics, Walkers Shortbread Ltd, Watco Systems Ltd, William Jones Packaging Ltd, Wm Sword Ltd.

In addition there will be demonstrations and opportunities to Ask the Expert – Robert Ross on pastry products and Coeliac UK who will be there to assist with making gluten free products.

Labelling of Sausage Casings



Members have been contacting SFMTA worried about the labelling of sausage casings. We asked the expert, Bill Crosson formerly of Devro and now Food Consultant to the Scottish Meat Industry to give us his considered opinion. He wrote:-

In the light of the developing Regulations for Product Labelling it might be worth giving some thought as to compliance and implementation. The clear intent of the Regulations is to provide the consumer with enough information to make an "informed choice" at the point of sale. This will have different implications for different businesses, but the following is an outline of the main points and some comment on their interpretation particularly with respect to labelling of sausage casings.

On the basis that sausage casings are not mentioned in Annex II. of the regulations (Substances causing allergens or Intolerances), Annex V. (Exempt Foods from Nutrition labelling) or any mention in Annexes VI., VII.(ingredients) or VIII., I think it is arguable that they fall into Chapter 5 -Voluntary Food Information, Article 36 -

Information should not mislead the customer or be confusing and Article 37 – not to be displayed to the detriment of space available for mandatory food information. All of this relates again to providing the consumer with information for "informed choice" at the point of sale.

Article 20 however (Omission of constituents of food from the list of ingredients) says you can omit (c) "carriers and substances which are not food additives but are used in the same way and with the same purpose as carriers". Is the casing a carrier or part of the packaging (container)?

Facts

- The only reference to Casings in the regulations is to require that Non Edible casings should be include on the label when they are used – Cellulose, Plastic or Fibrous, on Black Pudding for instance.
- Casing on a sausage represents less than 1% of the total (maybe with the exception of a small chipolata). Items <2% need not be declared by order of weight Annex VII.
- No element of casing is included in the list (Annexes I or II) of items which must be declared for Nutritional or Potential Allergenic reasons.

This takes us back to an assessment of the intent of the regulations..

- Chapter 2 Article 3 clause 1 General Objectives 1. "protection of consumer's health and interests by providing a basis for final consumers to make an informed choice"
- C 2. A 4. C1.(a) Principles governing mandatory food information – "information on the identity and composition, properties or other characteristics of the food"
- As above (c) "information ... to enable consumers to make informed choices"
- Article 7 – Fair information practices – (a) "characteristics of the food"

It would appear that the regulations are intended to ensure the consumer has enough information available to make an "informed choice".

So! What we have is a situation where conflicting opinions are possible. All in all, a situation which is open to interpretation by the local EHO where the product is manufactured who would be responsible for enforcement. Talking now to agree a local solution will avoid a future problem. Get your local EHO's interpretation of the Regs. They are normally more than happy to help.

We have to consider two situations in the light of the regulations.

1. Pre packed goods intended for sale at a distance from the manufacturer where a label is required.
2. Goods sold loose on the premises or outlets of the manufacturer.

Things are changing and it is better to consider what can be done now than to wait until it is enforced. Short term advice would be to give some form of indication on the nature of the casings used, wherever possible, particularly in the case of different species being involved, no matter where or how the products are sold, i.e. pork casing on a beef sausage, lamb casing on a chicken sausage. Maybe "Sausage Manufactured using natural porcine (or lamb) casings" or "Sausages filled in a natural pork / lamb casing".

Species identification will be the main issue in future I believe. I would think hog gut on a pork or pork and beef sausage would not need to be indicated. Speak to the local EHO. Make a proposal to show awareness of the problem. See what the reaction is.

Collagen? Manufactured casings are now available in both porcine and bovine versions. An indication such as "Manufactured using Bovine collagen casings" or simply "collagen casings" might be appropriate.

1. Pre packed goods should have any such declaration on the label if you choose to make it. Some suppliers to supermarkets are already doing this so look at what the competition is doing. Regulations specify where and what type face. "Same field of view". No enforcement yet but I am fairly sure it will come.
2. Goods sold loose do not require a label but it would be a good idea to have a notice, close to the point of sale, which gives some information about the casings used. For example "Sausage products sold on this premises are manufactured using best quality lamb casings" or similar.

I am sure members can come up with better descriptions than these if they use a bit of imagination. Put some pressure on the casing suppliers to come up with what they think is appropriate.

In summary, there is no real clarity in the regulations but their intent is to ensure consumers have an "informed choice". An argument that "Nobody ever asked" would only work if you could prove sales staff were properly informed and could provide the proper information if requested. Information on notices, counter top labels or websites in the case of on-line sales might be appropriate.

Doing what is reasonable to facilitate this approach will always be deemed "best practice" and will be worthwhile in the long run. We will always be able to discuss "what" and "how" but refusal to comply is not an option and small steps taken now can be referenced as willingness to improve.

Bill Crosson
BC Consult

Tight supply of prime cattle underpinning producer prices

Defra slaughter statistics for February show UK processors have killed 2% fewer cattle than last year, which follows on from a 3% decline during January, according to Quality Meat Scotland (QMS).

However, the pressure on numbers has been greater in England and Wales than Scotland.

"During February, Scottish abattoirs are reported to have killed 1% fewer prime cattle than they did last year while throughputs in abattoirs in England and Wales fell by 4%," observed Stuart Ashworth, QMS Head of Economics Services. This is, however, a modest improvement from the 6% decline in the kill in January in England and Wales.

"The tightness in numbers is aggravated by lower carcass weights. During February the estimated carcass weights of clean cattle across the UK were just over 2% lower than last year," said Mr Ashworth.

"Combine the two elements and supplies of beef from prime cattle during February were 4.3% lower than last year. However there has been an increase in cull cow slaughterings, compared to a year ago, and as a result the overall production of beef in the UK during February was some 2.5% lower than last year."

At the same time as domestic supplies have tightened, said Mr Ashworth, most of the multiple retailers are seeking to minimise the damage of the horsemeat scandal by reaffirming their commitment to beef from the UK and Ireland.

"Adding further to the market mix has been increased export activity. The latest trade data shows UK beef exports in January have increased by 15% and, although there was a small increase in imports, the net effect of the trade was a decline of 600 tonnes of beef on the home

market, coupled with the fall in domestic production," he added.

The current supply and demand balance is therefore favouring producers. However, the publication of the December census results for the UK does show an increase of 1.8% in the number of male cattle between one and two years old and an increase of 2.2% in the number of heifers in this age group.

"Even if a number of these heifers are intended for breeding, the increase in the number of one to two year old cattle does imply a modest increase in the number of cattle to be marketed in the medium term," commented Mr Ashworth.

The sector that has benefited least from the recent increase in farmgate prices for livestock has been the pig sector.

"Despite a small increase in the past week, prices are lower than they were at the start of the year. A quick look at slaughter statistics reveals an increase of 1% in prime pig slaughterings across the UK during January and February compared to a year ago. However, the results of the December census suggest that this improved supply will be short-lived as they reveal a decline of 3% in the number of fattening pigs on farms which is consistent with the reduced number of sows," said Mr Ashworth.

The census did, however, report a significant increase in the number of gilts intended for breeding which may mean that the decline in UK sow numbers that has been occurring for an extended period may be coming to an end.

For Sale

2007 Peugeot Expert, 1.6 HDi 90 chiller van, 60,000 miles, £7750 + Vat
Contact Alan 01556610349 - 07876330066

Think Local

Local food has been given a boost as £2.5 million is made available over three years to support initiatives that put a spotlight on Scotland's outstanding natural produce.



The Scottish Government is working in collaboration with SRUC – Scotland's Rural College – to set up Think Local, an initiative to deliver targeted support and advice to local food companies, networks and communities.

Think Local will build on food engagement work of the Scottish Government and SRUC and will include collaboration with Scotland Food and Drink, the Scottish Agricultural Organisation Society and other food groups.

Think Local has been in development over a number of years, looking to bring together initiatives on local food and drink in Scotland.

Five streams for effective delivery in 2013

- 1 added value
- 2 farmers markets and major events (Ryder Cup, Commonwealth Games etc)
- 3 local food retail
- 4 regional development
- 5 collaboration (working together)

SRUC receives £1m of which over half is delivered to sub contracted delivery partners to develop the landscape for local food.

Objective is to

- 1 increase turnover in Farm Retail by £20m from £50m to £70m.
- 2 Create 25 new businesses in local food and drink
- 3 Increase the number of events in Scottish food and drink fortnight to 300 events
- 4 Create 6 thriving food and drink networks, some need re-invented
- 5 Reduce food and drink poverty in 5 of Scotland's urban areas
- 6 Develop community food and drink retailing in 5 of Scotland's rural areas
- 7 Delivering 9 new applications for Protected Food Name status (we have 11)
- 8 Delivering 5 Showcase events for local and regional food

In addition £1.5m will be committed to fund additional regional and national initiatives. Maximum of £50,000 per year - funding will not be for individual businesses but SFMTA would be eligible to apply for this support, we just need your ideas please.

For Sale - Watt The Butcher Ltd, 39-41 Murray Street, Montrose.

Turnover in excess of £500,000 per annum. Fixed Price of £95,000 as a going concern with fixtures and all equipment and stock at valuation. Also to include the lease of Unit 6 & 12 Broomfield Business Centre. Fully fitted EC approved premises and yard plus s.a.v. or fixed price of £85,000 for shop premises only. Contact: Neil Watt on 01674 672777

For Sale - Butchers shop for sale on Isle of Bute

Opportunity to buy a long established family butchers. Profitable business in town centre location turning over £475,000 pa. Freehold, walk in chill, separate pastry and cooked meat prep areas. Offers in region of £199,000. Contact: Martin Thurman, RH McIntyre, Gallowgate, Rothesay. Tel: 01700 505962

Scotland consults on new food body

"A new body will allow a Scottish approach to be taken to tackle poor diet and foodborne diseases."

The creation of the new food body follows the recommendations of a review, commissioned by the Scottish Government from former chief vet Jim Scudamore. Following the review, the Scottish Government announced, in June 2012, that it would create a new body to replace the FSA.

Public Health Minister Michael Matheson said: 'A new body will allow a Scottish approach to be taken to tackle poor diet and foodborne diseases and should support our food and drink industry in growing its strong, international reputation for safe, quality food.'

The new arm's length body will cover nutrition and labelling policy, meat inspection policy and operational delivery, as well as food safety and standards. It is intended to be independent, evidence-based, consumer-focused and transparent.

The main consultation, on the new food body, is an opportunity for consumers, and industry, to tell the Scottish Government what functions they think the organisation should be responsible for, and how food safety and standards should be addressed in the future.

Parallel to this, the FSA has issued a 12-week consultation proposing the establishment of three new legal powers for possible inclusion in the New Food Body Bill. It will gather views about these enabling provisions that are designed to fill possible legislative gaps.

NEED CASINGS?...CALL TPS!

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Dedication and skills behind Scotch Beef PGI showcased at London event



The dedication and skills of those involved in the production of top quality Scotch Beef were showcased at an event in London on 26th March attended by HRH The Princess Royal.

Among those present at the Scotch Beef Club event run by Quality Meat Scotland were Robert and Jacqueline Neill who farm at Upper Nisbet Farm near Jedburgh and are the holders of the first Scotch Beef Farm of the Year Award title.

The couple were congratulated by the Princess Royal, who is president of the Scotch Beef Club, for epitomising the dedication to be found in the production of top quality beef.

Among those the Princess Royal also heard from at the event was Louise Forsyth, of Forsyth of Peebles, the butcher who supplied the Scotch Beef from the Neill family at Upper Nisbet.

Costings Ready Reckoner for a side of beef

		Cost price per lb.												
		1.86	1.88	1.91	1.93	1.95	1.97	2.00	2.02	2.04	2.06	2.09	2.11	
		Cost price per kilo												
		4.10	4.15	4.20	4.25	4.30	4.35	4.40	4.45	4.50	4.55	4.60	4.65	
		Selling price per kilo												
factor	SIDE OF BEEF in kilos	Weight	4.10	4.15	4.20	4.25	4.30	4.35	4.40	4.45	4.50	4.55	4.60	4.65
3.00	Round Steak	5.4	12.30	12.45	12.60	12.75	12.90	13.05	13.20	13.35	13.50	13.65	13.80	13.95
2.50	Brisket	5.6	10.25	10.38	10.50	10.63	10.75	10.88	11.00	11.13	11.25	11.38	11.50	11.63
2.30	Hough	4.1	9.43	9.55	9.66	9.78	9.89	10.01	10.12	10.24	10.35	10.47	10.58	10.70
1.00	Ox Kidney	0.5	4.10	4.15	4.20	4.25	4.30	4.35	4.40	4.45	4.50	4.55	4.60	4.65
3.00	Topside/ Silverside	12.7	12.30	12.45	12.60	12.75	12.90	13.05	13.20	13.35	13.50	13.65	13.80	13.95
6.00	Sirloin Steak	5.7	24.60	24.90	25.20	25.50	25.80	26.10	26.40	26.70	27.00	27.30	27.60	27.90
4.70	Rib Roast	2.5	19.27	19.51	19.74	19.98	20.21	20.45	20.68	20.92	21.15	21.39	21.62	21.86
2.00	Boiling Beef	7.1	8.20	8.30	8.40	8.50	8.60	8.70	8.80	8.90	9.00	9.10	9.20	9.30
8.65	Fillet Steak	2.1	35.47	35.90	36.33	36.76	37.20	37.63	38.06	38.49	38.93	39.36	39.79	40.22
2.40	Mince	24.0	9.84	9.96	10.08	10.20	10.32	10.44	10.56	10.68	10.80	10.92	11.04	11.16
2.50	Shoulder Steak	19.5	10.25	10.38	10.50	10.63	10.75	10.88	11.00	11.13	11.25	11.38	11.50	11.63
3.80	Frying Steak	5.4	15.58	15.77	15.96	16.15	16.34	16.53	16.72	16.91	17.10	17.29	17.48	17.67
TOTAL WEIGHT SOLD		94.8												
Gross Profit %			50.2%	50.2%	50.2%	50.2%	50.2%	50.2%	50.2%	50.2%	50.2%	50.2%	50.2%	50.2%
COST			580.24	587.32	594.39	601.47	608.55	615.62	622.70	629.77	636.85	643.93	651.00	658.08
REVENUE			1164.4	1178.6	1193	1207	1221.2	1235	1250	1263.8	1278	1292	1306.4	1321
GROSS PROFIT			584.20	591.33	598.45	605.58	612.70	619.82	626.95	634.07	641.20	648.32	655.45	662.57

This has been worked out using a cost price for beef at 420p per kilo and the retail price that appears currently to be near average. The percentage gross margin any business requires will be dictated by the overhead costs to achieve that gross percentage. In other words net profit (gross profit less overheads) has to be sufficient to supply the business owner with a return on capital and a return for their hard work. Any member wishing a copy of this Excel file should contact SFMTA. In Excel you can adjust the figures under factor column to achieve the best mix of prices to balance your sales of each cut and to achieve the gross margin that you need. For a butchers' business dealing totally in retail the above percentage would be desirable but where catering, wholesaling and discounting occurs that percentage will be severely reduced.

Costings Ready Reckoner for a Scotch Lamb

			Cost price per kilo											
		Weight	3.80	4.00	4.20	4.40	4.60	4.80	5.00	5.20	5.40	5.60	5.80	6.00
factor	LAMB in kilos	23.0	Selling price per kilo											
1.28	Lamb Shanks	1.5	4.85	5.11	5.36	5.62	5.87	6.13	6.38	6.64	6.90	7.15	7.41	7.66
2.91	Gigot Chops	3.4	11.05	11.63	12.21	12.79	13.38	13.96	14.54	15.12	15.70	16.28	16.86	17.45
3.71	Boneless Lamb Steaks	1.1	14.08	14.82	15.56	16.31	17.05	17.79	18.53	19.27	20.01	20.75	21.49	22.23
1.12	Lamb Kidney	0.1	4.26	4.48	4.71	4.93	5.16	5.38	5.61	5.83	6.05	6.28	6.50	6.73
2.40	Boneless Rld Shoulder	5.0	9.12	9.60	10.08	10.56	11.04	11.52	12.00	12.48	12.96	13.44	13.92	14.40
3.00	Single Loin Chops	1.6	11.40	12.00	12.60	13.20	13.80	14.40	15.00	15.60	16.20	16.80	17.40	18.00
3.20	Double Loin Chops	1.6	12.16	12.80	13.44	14.08	14.72	15.36	16.00	16.64	17.28	17.92	18.56	19.20
1.76	Lamb Trim 50VL	2.0	6.67	7.02	7.37	7.73	8.08	8.43	8.78	9.13	9.48	9.83	10.18	10.53
TOTAL WEIGHT SOLD		16.3												
Gross Profit %			44.5%	44.5%	44.5%	44.5%	44.5%	44.5%	44.5%	44.5%	44.5%	44.5%	44.5%	44.5%
COST			87.40	92.00	96.60	101.20	105.80	110.40	115.00	119.60	124.20	128.80	133.40	138.00
REVENUE			157.51	165.8	174.1	182.4	190.67	199	207.2	215.54	223.8	232.1	240.41	248.7
GROSS PROFIT			70.11	73.80	77.49	81.18	84.87	88.56	92.25	95.94	99.63	103.32	107.01	110.70

The wholesale prices of lamb on 26th March 2013 was reported as 530p per kilo. We know that lamb prices fluctuate upwards and downwards during the year and historically butchers have stabilised prices by absorbing cost increases during times of peak prices. Hopefully the above gives some guidance. As above anyone wishing an Excel file of this can request it of SFMTA.

More Tasty Jobs

National Food and Drink Academy's Tasty Jobs programme Comes to AK Stoddart in Broxburn.



Candidates Stuart Westwood, Robert Baxter, Zbigniew Gierszewski, John Binnie, Brian Caldwell, Allan Miller with course tutors Helen Johnston and Malachi McCann

On Monday 11th March saw Scottish Meat Training (SMT) start a new cohort of six people on the "Tasty Jobs" programme at the leading, independent Scottish beef processing company, AK Stoddart's in Broxburn. These people have been unemployed for various lengths of time with the longest saying that he had been unable to find permanent employment for over three years. Work to most of them meant working either for an agency (on minimum wages) or seasonal work being employed over the summer and unemployed over the winter months.

The group when they turned up at Stoddart's on the first day were a bit subdued, no confidence and all they kept saying was 'I want to work' and no-one wants to give us a chance. All had very low self esteem and the first challenge facing course tutor Helen Johnston was to try and build their confidence and self belief. They went from spending their morning in bed with a 'what was there to get up for?' attitude to arriving for work at 7.00am, an hour ahead of their start time, just so they could go through their notes again.



In the first week time was spent going through Food Safety and all achieved the 'Fundamentals of Hygiene' Certificate and Health and Safety Awareness, which covered Working Safely, Manual Handling, Fire Safety and Risk Assessment. Knife Skills and 'Carcase Knowledge' awareness training were delivered by SMT's Malachi McCann before the first week came to a close.

The second week was divided into two, the mornings were spent in the factory going around all the departments looking at the different roles there are within the food plant and then being given the opportunity to try a different role every day. This also gave the group the opportunity to put into practice all their knowledge acquired from the previous week, and a chance to show what they could do.

Already they were making changes in how they presented themselves. It was also about self belief, they said that for once they were being treated like people not numbers as they had in the past. AK Stoddart is a family firm where people count, from the Directors downwards all know their staff and within a few days they knew the names of all the 'Tasty Jobs' candidates and made a point of popping their heads around the door on most days to say hello.



The afternoons were spent with the group looking at Employability Skills, Confidence Building Skills, how to complete an Application Form, Interview Skills, Marketing Skills (Selling Themselves) and the Food Supply Chain amongst other subjects all helped them to believe in themselves.

AK Stoddart's had one vacancy for an Apprentice Butcher at the start of this project, however they were so impressed with the change in the group over the two weeks and how they presented themselves for interview on the last morning, they have employed the other five members of the project as 'Process Workers'.

All members of the group were delighted with their future prospects of real work in a family firm as a person not a number and know that they have been given a real opportunity. To say they were delighted is perhaps an understatement, they had to be scraped off the ceiling so that a Certificate Presentation could be held in the afternoon.

Katie Heslop, Human Resources Manager at AK Stoddart said:-

"All candidates should be immensely proud of their achievements. Further, we are pleased that, as a result of their hard work, commitment, and enthusiasm, all six participants have since been offered and accepted jobs with Stoddart's. We wish all candidates well with their future careers and hope they enjoy their time here at Stoddart's."



Tasty Jobs, administered by the National Skills Academy for Food & Drink, is a nationwide initiative designed to help food or drink manufacturing businesses find prospective employees already living locally with the knowledge and skill competences specific to your individual business.

Under Tasty Jobs, businesses agree to allow a limited number of pre-screened unemployed people to receive basic production training on their premises. The training, usually conducted through a mix of classroom and on-the-job experience, is provided at no cost to your company.

Serving up Good Taste in CD

Shoppers out and about in Castle Douglas on Saturday 9th March had local sheep farmers tempting them with tasty bites of delicious Scottish lamb.



The farmers from NFU Scotland were helping out at Grierson Brothers' famous butchers shop in the town's King Street. They reminded those passing the shop that Scottish farmers not only produce some of the best tasting lamb in the world, but it's being reared and sold right here on their doorstep!

And selling the very best of Scottish meat is something that the Grierson family has been doing for four generations. To back up the message to buy local and to trust Scottish, samples of tasty Scottish lamb burgers from the shop will be given out free to locals.

Regional Chairman Andrew McCormick, who farms at Lochfoot said:

"Scottish lamb is amongst the finest in the world and here in the beautiful countryside of Dumfriesshire, Stewartry and Wigtownshire we believe we produce some of the best.

"Recent revelations on how some foods are prepared has seen Scottish shoppers turn away from processed meat and justifiably put their trust in local produce and local butchers. We want to thank them for their support, give them a taste of the great food that is being produced on their doorstep and encourage them to put more Scottish lamb in their basket when doing their weekly shop.

"For us as sheep farmers, the message to shoppers is simple. We believe we are producing a top quality product to very high standards and by giving the public a taste, we hope they will keep supporting local farmers by buying a bit more Scottish lamb in the future.

Local butcher Tom Grierson, SFMTA member added:

"Here at Grierson Brothers, we are a fourth generation family butchers, providing quality Scottish meat and meat products to our loyal customer base. We take great pride in the fact that all our meats, where possible, are reared, purchased and slaughtered locally, to provide our customers with the very best in local produce.

"When it comes to a product like Scottish lamb, we think it ticks all the right boxes for our customers. It is naturally reared, produced locally, is packed full of nutrition, tastes great and offers great value. In the shop, we have joints, cuts, burgers and haggis – all of which can meet the demands of households, whether they need a quick and easy midweek meal or a Sunday roast – Scottish lamb has it all."

The lamb was sourced through Castle Douglas and Dumfries markets and slaughtered locally at Lockerbie abattoir. All butchery is done within the shop and the lamb has been cooked on the premises.

New Chairman at Auctioneers

Lanark based auctioneer Lawrie and Symington has appointed Brian Dickie as its new chairman.



The appointment by the board follows the recent resignation of Michael Clark. Mr Dickie, who is 59, and lives with his wife and three daughters at Spango Farm, Sanquhar, has been a member of the board for the past three years.

Industry demands FSA toilet ad to be flushed

The Food Standards Agency has faced a barrage of criticism over a nationwide advertising campaign showing lamb chops sitting in a gents toilet urinal.



The National Sheep Association has called on the Advertising Standards Authority to pull the plug on the ad and have it immediately withdrawn from view.

According to the FSA, the ad is intended to highlight its restaurant hygiene 'Pass Mark' scheme, and encourage diners to look for an establishment's hygiene score before eating there.

In Scotland, the ad has already appeared in the national and regional press, as well as on 725 telephone boxes and online.

The NSA – backed by both Quality Meat Scotland and EBLEX – are appalled that lamb has been singled out from all the possible foodstuffs that could have been used, and saddled with such a negative image – particularly at an already troubled time for red meat.

But the FSA has since retorted that the NSA had 'completely missed the point'. Said a spokeswoman: "The advert does show some delicious looking lamb in a strange setting. The point is that this is about food establishments, not the food itself. You need to check hygiene standards when you are eating out.

"We trust the intelligence of the public on this one. We don't think anyone will be put off eating lamb by this advert," she insisted.

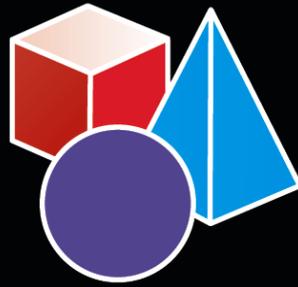
NSA's Scottish development officer George Milne was not impressed by this argument: "This advert is an absolute disgrace and portrays lamb in the worst possible way," he said.

"Sheep farmers in the UK produce lamb to such an incredibly high standard – we have farm assurance inspections, full food-chain traceability, in-depth animal health and medicine records – and now we are faced with this photograph of lovely lamb cutlets in the bottom of a toilet. Even if you understand the message of the advert, which is not easy when the image is wrapped around bus shelters and telephone boxes, it still casts red meat in a very poor light."

Mr Milne added: "We have joint government and industry funded bodies, such as Eblex and QMS, spending money on advertising campaigns promoting red meat, only to be undermined by another government-funded body using this terrible, terrible image. How could anyone in authority have given this the green light?"

QMS Chairman Jim McLaren said: "We recognise the importance of promoting high levels of hygiene in food preparation in dining establishments and the need for raising awareness of the environment food is eaten.

"However, it is extremely disappointing that one of the main images the FSA has chosen, in a particularly hard-hitting advert being used as part of this UK-wide campaign, is identifiably red meat." We have contacted the FSA as a matter of urgency and emphasised to them the need to consider very carefully the type of imagery used in any future campaigns of this nature."



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FHIS launches in East Ayrshire

The launch of the Food Hygiene Information Scheme (FHIS) in East Ayrshire on Monday 25th March marks the twenty-fourth local authority to join the scheme in Scotland.

It brings the number of Scottish food businesses, listed on the food.gov.uk website, to over 30,000 – another significant step in the provision of food hygiene information to consumers choosing where to eat out.

FHIS in Scotland

The Food Standards Agency in Scotland (FSAS) introduced the FHIS in 2007, in partnership with local authority environmental health teams, and has overseen the steady expansion of the scheme across the country.



FSAS Head of Policy and Operations Elspeth MacDonald, at the East Ayrshire FHIS launch event, with Deputy Leader of East Ayrshire Council and spokesperson for Improving Community Safety, Councillor Tom Cook.



Currently, around 86% of establishments directly supplying food to the public have achieved a Pass rating, confirming they have complied with food hygiene legal requirements.

The scheme across Scotland

All Scottish local authorities are signed up to the FHIS, with North Ayrshire to launch immediately after Easter and the remaining seven local authorities due to launch by spring 2014.

Sisters step in for Vion

On 4th March the 2 Sisters Food Group announced that it had agreed to acquire VION's poultry and red meat processing businesses in the UK. The acquisition secures a viable future for these businesses, as well as providing certainty to their UK supply chain, which is underpinned by British farmers.



The acquisition follows the announcement by VION's Dutch parent company on 19 November 2012 of its plan to exit its UK operations. VION's poultry and red meat businesses are suppliers of poultry, beef and lamb to the retail and food service sectors in the UK and Europe. They have 11 processing sites in the UK and approximately 6,000 employees and have suffered from challenging trading conditions, in particular in poultry, with the loss of a number of major contracts.

Jim McLaren, Chairman of Quality Meat Scotland, welcomed the announcement.

"This news will be well received by the red meat industry following a period of unwelcome uncertainty. The commitment which is being shown by 2 Sisters Food Group gives a clear signal of confidence to those operating in our industry and augers well for the future.

"This announcement is a further building block in a period of restructuring for our processing sector which I am confident will underpin the long-term sustainability of our industry and its world-renowned brands – Scotch Beef, Scotch Lamb and Specially Selected Pork.

"However, to ensure profitability in each link of the supply chain it remains vital we maintain critical mass in our Scottish livestock industry."

Food firms committed to healthy growth

The Scottish Food and Drink Federation (SFDF) celebrated the recent launch of its new report, *Delivering Healthy Growth*, at the Scottish Parliament, showing how food and drink manufacturers are putting health at the heart of sustainable growth. SFMTA attended the stakeholder event sponsored by Lewis Macdonald MSP, Co-Convenor of the Cross Party Group on Food.



Delivering Healthy Growth showcases a broad package of industry action to enable consumers to make healthier choices. This ranges from cutting edge processes to reduce salt, fat and energy density in products, to the development of new healthier choices and packaging innovations. Two member firms were showcased at the event – RT Stuart from Buckhaven and T & R Skinner in Kippen.

At the event on 26th March, Minister for Public Health, Michael Matheson MSP, and other MSPs met with manufacturers and other stakeholders to discuss progress to date and necessary next steps. The SFDF's Scottish Government funded Reformulation Programme is a free service helping SMEs in Scotland to improve the healthiness of their products.

Progress at RT Stuart

- **21 bakery products in RT Stuart Ltd's product range have been targeted for reformulation, equating to 80% of total product sales.**
- **A salt reduction strategy has been developed for 10 of the 21 targeted products.**
- **The salt content of the morning roll, which at 40,000 units sales per week makes it RT Stuart Ltd's top-selling product, has been reduced by 14% to date.**

Once the reformulation work on all bakery products is underway, the company plans to investigate reformulation opportunities in its butchery products, which include sausages and black pudding. This will require close cooperation with ingredient suppliers who provide the seasoning mixes used in many of these products. As SFDF will coordinate this activity it provides a further opportunity for the reach of the Programme to be expanded.

For more information contact Chris Peace on Chris.Peace@sdfd.org.uk / 0131 229 9415

Shop For Lease

A shop in Glasgow area is available to lease.
For further details contact SFMTA. Tel: 01738 637472

For Sale - Family run Butchers in Cowdenbeath, Fife – Freehold

Successful family run butchers established in 1967 in the centre of Cowdenbeath, Fife.
Important: Viewing is by appointment only. Tel: 01383 510653

For Sale

Long established family Butchers/Deli business for sale/lease in Falkirk District area.
Please contact 01506 824597.

Wanted: Butchers Shops to feature

If any SFMTA member would like a feature written for inclusion in SFMTA Newsletter please contact Bruce on 01738 637472. Benefit to members – a disc of photos, pdf of the article and 100 copies of article in A5 colour booklet for use in the member's shop.

ANM Group Now "Fit For The Future"

ANM Group, Scotland's leading farmer-owned co-operative, is now "fit for the future" after a year of change brought much better financial results with trading losses reducing from £2.517 million in 2011 to £477,000 in 2012 – a £2 million improvement in the year. It is also predicted the Group will return to profitability in 2013.



Group CEO Pat Machray OBE said that having dealt with the issue of "de-risking" ANM from its previous meat industry problems; the co-operative was now in a far better place than it was a year ago.

Mr Machray pointed out that the 2012 loss was all down to meat operations that had since been discontinued. He added that the Group's core mart operations remained profitable and continued to deliver good results.

"Looking ahead, we are predicting that our Auction Division will continue to be profitable and we no longer have the huge exposure to Meat Division trading losses."

A substantial component of the losses from the sale or closure of businesses had already been predicted in 2011 to be £3.3 million.

This finally turned out to be £3.7 million, which includes the Scotch Premier Meat and Yorkshire Premier Meat disposals.

Mr Machray also said that at the end of 2011 ANM had to apply a loss of £2.599 million to their profit and loss reserves, but for 2012 they have added a surplus of £105,000 to the Group reserves.

The Group has also been able to resolve issues in its pension scheme with the recent closure of the defined benefit scheme to active employees. "The support of our staff has been superb in this difficult time."

The CEO said members now had a number of exciting projects to look forward to including the new abattoir planned with Scotbeef (Inverurie) and the master plan for developing and diversifying Thainstone.

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Retail Prices for w/e 23/03/13

	SFMTA AVERAGE MARCH	SFMTA AVERAGE FEBRUARY	QMS AVERAGE MARCH	QMS AVERAGE FEBRUARY
SCOTCH BEEF				
Fillet Steak	3655	3660	3592	3711
Sirloin Steak	2620	2595	2700	2695
Rolled Rib Roast	2007	2003		
Popeseye Steak	1650	1647	1657	1657
Topside	1360	1351	1196	1136
Round / Rump Steak	1351	1322		
Diced Stewing Steak	1084	1070	1105	1099
Rolled Brisket	1041	1034		
Steak Mince	964	949	877	830
Boiling Beef Bone In	692	686		
DOMESTIC LAMB				
Whole Leg of Lamb	1284	1282	1122	1221
Centre Cut Leg Bone In	1515	1515		
Gigot Lamb Chops	1672	1670		
Lamb Leg Steaks	1750	1747	1874	1860
Chump Lamb Chops	1630	1630		
Double Loin Lamb Chops	1688	1688	1665	1649
Single Loin Lamb Chops	1542	1542	1560	1582
Rolled Shoulder Lamb	1147	1145		
Lamb Shanks	699	699		
Diced Lamb	1392	1371	1389	1379
Minced Lamb	1218	1197	1315	1304
PORK				
Pork Tenderloin (Fillet)	1196	1196	1091	1116
Pork Leg Steaks	963	963		
Double Loin Pork Chops	879	878	686	735
Single Loin Pork Chops	845	845		
Rolled Shoulder of Pork	735	735	768	768
Belly Pork	695	695		
Pork Loin Steaks	1051	1044	1017	992
Diced Pork	814	813	821	801
PRODUCTS				
Beef Link Sausages	776	767		
Pork Link Sausages	778	767	763	763
Speciality Pork Sausages	821	812		
Sliced Beef Sausage	699	691		
Sliced Black Pudding	635	631		
Ball Haggis	760	758		
Scotch Pie	95	94		

If you would like to contribute your prices to this anonymous monthly survey, please contact SFMTA by telephoning 01738 637472.

Livestock Prices

Data collection co-ordinated by AHDB Meat Services (Economics) on behalf of QMS, price updates available at www.qmscotland.co.uk

BEEF PRICES	W/E 16/03/13	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	392.2 p/kg	385.1 p/kg	350.8 p/kg
Heifers dwt	390.2 p/kg	382.2 p/kg	349.1 p/kg
Young Bulls dwt	356.4 p/kg	348.8 p/kg	323.4 p/kg
Numbers			
Steers	3765	3999	3871
Heifers	2977	2692	2826
Young Bulls	330	332	306

BEEF PRICES	W/E 13/03/13	Previous week	Previous year
Scottish Auctions			
Steers lwt	223.76 p/kg	214.96 p/kg	197.91 p/kg
Heifers lwt	221.79 p/kg	217.97 p/kg	200.45 p/kg
Young bulls lwt	187.62 p/kg	178.32 p/kg	168.00 p/kg
Numbers			
Steers	205	220	243
Heifers	262	274	259
Young bulls	35	14	36

Deadweight cattle week ending 16th March 2013								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	396.8	397.7	397.3	395.7	396.5	398.1	382.9	377.1
R	392.1	394.8	395.0	389.6	391.5	393.6	374.7	375.1
O+	388.1	391.0	389.0	380.7	387.4	386.2	359.1	374.5
-O	364.6	367.3	n/a	351.4	361.2	340.3	344.9	n/a

Deadweight cattle prices continued to spike and have risen by 20p/kg since mid-February. This suggests that there has been a sharp tightening in available supplies, and certainly numbers at price reporting abattoirs have fallen back from around 7,500 head per week at the start of the year to average 7,050 in the first half of March.

Compared with mid-March 2012, prices currently stand 12% higher. Meanwhile, having spiked in the week ended March 13, prices at Scottish auctions fell back in the week ended March 20 to the levels of two weeks earlier as volumes lifted to a three-month high. At an average price of 215.6p/kg lwt, prime cattle averaged 9% more expensive than in the same week last year.

For Sale

Trief Derby Dicer, new head fitted by manufacturer £3750 ono
True Pizza/Sandwich prep counter complete with worktop and 2 door refrigerated ingredient holding unit £375. Contact: Hugh Black on 01506 651460

SHEEP PRICES	W/E 13/03/13	Previous week	Previous year
Scottish Auctions			
Old Season Lamb SQQ lwt	203.66 p/kg	183.09 p/kg	203.76 p/kg
Ewes lwt	£45.49 /hd	£46.83 /hd	£73.27 /hd
Sheep numbers			
Scottish Auctions			
Old Season Lamb SQQ	23638	20408	20356
Ewes	5176	5097	4332

SHEEP PRICES	W/E 16/03/13	Previous week	Previous year	
GB Abattoirs				
Combined SQQ dwt	430.2 p/kg	402.1 p/kg	444.1 p/kg	
Deadweight sheep week ending 16th March 2013 p/kg				
	U	443.7	445.8	438.3
	R	436.4	435.4	430.9
	O	419.6	423.5	421.0

Hogg prices continued to move forwards. In the GB sample of price reporting abattoirs values have risen by 60p/kg since the end of February, returning them to just 3% below last year's levels. Improved carcass quality, an earlier Easter, strong domestic demand at the retail level, and a weaker Sterling supporting export activity appear to have been the main drivers. Although there was also a lift in prices at Scottish auctions, there were some signs later in the week that recent increases may have run out of steam. The slightly stronger Pound, due to worries over the bailout for Cyprus, may have been a factor, in addition to the highest numbers through the auction ring since August 2011. Hogs averaged 2% cheaper than in the same week of 2012.

PIG PRICES	W/E 16/03/13	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	156.31 p/kg	155.81 p/kg	141.52 p/kg

GB deadweight pigs ending 16th March 2013 - p/kg					
	Method 1 and 2 p/kg dwt	Change		Method 1 and 2 p/kg dwt	Change
Up to 59.9 kg	144.88	+0.88	80.0 – 89.9 kg	156.84	+0.47
60.0 – 69.9 kg	157.77	+0.21	90 kg and over	149.58	+2.34
70.0 – 79.9 kg	157.36	+0.09			

Data collection coordinated by AHDB Meat Services (Economics) on behalf of QMS, price updates available at www.qmscotland.co.uk

Farmgate pig prices picked up for a second week. However, they had been rising at a faster pace in March 2012 and so the year-on-year premium narrowed further to 10.5%. Industry reports suggest that prices are likely to strengthen in the coming weeks as supplies begin to tighten on the back of the reduced numbers of fattening pigs reported in the UK December census.

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