

FEDERATION NEWS

THE NEWSLETTER FOR SCOTLAND'S CRAFT BUTCHERS



SCOTTISH FEDERATION OF MEAT TRADERS

Awarding Times

Judging takes place in August for this year's Make it With Meat awards and the Scottish Steak Pie and Speciality Steak Pie Evaluation.

A further set of Entry Forms is enclosed with this Newsletter but be quick if you are going to enter since entries close on Wednesday 10th August. Members are encouraged to enter their products. It is free to enter and the feedback you get from an independent audience is useful in your quest to introduce new and tasty meat products of your own.

The last Steak Pie Evaluation in 2003 was won by Kevin Smith of WW Middlemass in Langholm. Kevin proved that it is not always necessary to run all over the country submitting products. Neatly and safely packed, Kevin posted his prize winning Steak Pie to the college in Perth for evaluation.

As well as Gold, Silver and Bronze awards in the Make it with Meat Awards, Diamonds will be selected in each of the beef, lamb and pork categories with a prize of £500 for the winner of each.

Previous Diamond award winners have gained valuable publicity from their successes. Local and National newspapers are always keen to cover these stories especially when the product sounds that little bit different. See the pictures in this Newsletter.

Enclosed are opportunities to use various training initiatives ranging from PR, HACCP to Health and Safety please give them consideration and register you interest as soon as possible.

AUGUST 2005

This Month

**OTM Cattle—
the end in sight?**

Focus on Shetland

**Local Lamb
Initiative**

**Food Town
Tastings**

**Health & Safety
Awareness**

A View from Ireland

**Scottish Market
Prices**



Europe and Scotland
Making it **work together**

YOUR FEDERATION IS THERE TO HELP YOU:

Telephone 01738 637472 fax 01738 441059 e mail: sfmta@sfmta.co.uk

Health & Safety Awareness Training Programme

Agenda

Course is presented by John Gunster, SFMTA Health and Safety Advisor

- 10.30 Introduction
- 11.10 Health and Safety at Work etc. Act
Sect. 2, 7 and 8
Civil and Criminal Law
- 11.30 Health and Safety Policy
Discussion and understanding of Health and Safety Policy
- 12.00 Lunch Break
- 12.45 Risk Assessment
Background (Regulations etc.)
Definitions
Risk Assessment Form
Completion of an assessment
Syndicate work
Presentation by groups
Risk Assessment Video
- 14.00 Fire
Fire risk assessments
COSHH inc. video
- 14.50 Summary
- 15.00 Close

VENUES
DINGWALL and GALLOWAY

Note: All timings are approximate.

Cost of course £20 per person,
supported by the European Social Fund



Europe and Scotland
Making it **work together**

BOOK NOW	Date and Venue
Telephone 01738 637785 to reserve your place	Dingwall Wednesday 21 st September
	Galloway Wednesday 5 th October

Return of Older Beef - BSE testing for OTM cattle

A series of open meetings were organised by the Food Standards Agency in London, Edinburgh, Belfast and Cardiff in the last week of July to present proposed BSE control changes for Over Thirty Month (OTM) cattle, to consider next steps in the process and to receive an overview by Professor Patrick Wall on behalf of the Independent Advisory Group (IAG) on testing robustness and trials work. The meetings include questions and answer sessions for those present to express their views. Douglas Scott and John Chapman attended the Edinburgh meeting for SFMTA.

Current Position and Next Steps

This presentation was given by FSA's Head of TSE Division – Alan Harvey. He explained that the introduction of the OTM rule was one of three BSE control measures introduced in 1996. He then reviewed main events since 1996 shown below:

March 2000	GB Review of BSE Controls which recommended at that time no change for OTM rule.
2000/1	BSE testing introduction in Europe, feed ban and SRM controls.
July 2002/ March 2003	Further GB Review of BSE controls At that time, the FSA Core Stakeholder Group recommended to the FSA Board that two options be considered for replacing the OTM rule with BSE testing either allowing animals born after August 1996 or testing all OTM animals slaughtered for human consumption.
July 2003	FSA Board recommended to Ministers that change from OTM rule to BSE testing of OTM animals is justified on the grounds of proportionality.
2003/4	Emergence of issues of concern to Health Ministers including human-human vCJD transmission and results from the national tonsil/appendix survey. The FSA Risk Assessment Group was reconvened to consider any further risk to human health.
July 2004	FSA Board reaffirmed its recommendation to Ministers to change from the OTM rule to BSE testing with exclusion of pre-August 1996 animals. The IAG was established to consider the BSE testing system and its robustness.
December 2004	Government, in principle, supported the decision to move to a managed transition from OTM rule to BSE testing subject to a robust BSE testing system being in place.
May 2005	FSA Consultation on proposed changes. Main emphasis was the need to demonstrate system robustness.

He finished his presentation commenting that FSA awaited feedback from the four open meetings and the IAG report. A key element of assurance was how best to achieve robust testing. The Meat Hygiene Service had duly made changes to management and training.

In 2004 there were 309 cases of BSE in the UK. In 1992 there were 36,000 cases and recent statistics show that Belgium, Germany, Spain and Portugal now all have greater incidence of BSE than UK.

Return of Older Beef - IAG Report

This presentation was given by Professor Patrick Wall, the Chairman of the IAG. He commented that the IAG's purpose has been to make recommendations to FSA on a robust BSE testing regime considering both its components and approach to assessing performance and in the light of trials of the system, to make recommendations to the FSA Board.

He defined IAG's interpretation of robustness as a testing regime which is simple in design, compatible with industry practices whilst possessing internal controls and cross checks such that no positive carcasses can go forward into the human food chain, which has continuous monitoring and is subject to periodic external audit.

The programme which the IAG has undertaken included the two sets of trials and the industry workshop. Wall also reviewed key components from animal identification to meat despatch noting that plant operators, Defra, MHS and FSA all have responsibility. He noted that IAG had not covered laboratory practices commenting that the approved laboratories are all accredited and have experience in testing of OTM animals. He pointed out that 'no test' results would be equivalent to a positive result with the carcass, the one before and two after being destroyed. He further commented on the strengthening of inspection work with the recruitment of MHS Area Official Veterinarians (AOVs) and additional meat hygiene inspectors.

Prof Wall went on to describe future plant approval procedures which include

applications pack development, pre-requisite requirements, MHS plant staff training needs, Required Methods of Operations (RMOPs) and HACCP plans and review by MHS and AOVs. He commented that plant approval assessment would be over two slaughter days with pass or failure, the latter being either for major non-compliance or minor fault. Successful plants will then be subject to independent audit and review. A six month audit was proposed.

New legislation to be introduced will include a statutory requirement for RMOPs, avoidance of supply of pre-August 1996 animals and killing of OTM animals in an unlicensed plant. An OTM Implementation Board is to be established to oversee BSE testing introduction. He said that casualty cattle and emergency slaughter would be challenging. There will be a need to redefine what constitutes this category because they will be a greater risk. Guidance will be sent out to farmers and plant operators.

His final conclusion was if the testing regimes as developed and trialled are followed they will be, in the opinion of IAG, robust.

Questions and Answers

Is there enough focus on the consumer, what is the strategy for communication?

FSA are working with DEFRA and Health Departments to produce a new booklet that will update everyone on the controls in place. There will be a press release when the rule change decision is made but Government cannot control column inches or what prominence the media give the story.

Will consumers know that they are eating OTM beef?

Labelling laws do not allow for that differentiation.

Who picks up the additional cost of testing?

Cost will continue to fall to Government but there will be a big saving. The OTMS currently costs £300m per year; BSE testing will cost an estimated £40m per year. Lydia Wilkie for FSA (Scotland) emphasised that "In no way will any policy decision of the FSA be based on reduced cost. It is firmly focussed on food safety and proportionality."

Next Steps: The FSA will consider outcomes from the four meetings, the IAG report and FVO reports. In all probability, this will be at a special FSA Board Meeting on 15 August.

Not Miles Better

A new report which shows that food transport has a significant and growing impact on road congestion, road accidents, climate change, noise and air pollution has been published by Defra on Friday 15 July. The report estimates that

- The social and environmental costs of food transport are around £9 billion every year, with more than half the costs due to road congestion.
- Food transport now accounts for 25 per cent of all Heavy Goods Vehicle (HGV) kilometres in the UK, and consumers travel an average of 898 miles a year by car to shop for food. Since 1974 the quantity of food transported by HGVs has doubled.
- In 2002, food transport produced 19 million tonnes of carbon dioxide, of which 10 Million tonnes were emitted in the UK and 9 million tonnes were generated by food imports. This represents 1.8 per cent of the total annual emissions of carbon dioxide.
- In general, higher levels of vehicle activity lead to higher environmental impacts. However, the mode, timing, location and efficiency of food transport are all as important as the distance travelled.

The Government is working with the food industry to reduce the environmental and social costs by encouraging the adoption of best practice and by measuring performance. It is consulting on proposals to reduce the environmental and social impacts of food transport by 20 percent by 2012. Food and Farming Minister Lord Bach said:

"This study is an interesting contribution to the 'food miles' debate. It shows that the issue is complex and that a range of factors have an effect on the overall impacts of food transport, not purely the distance travelled by individual products. We will update and publish these trends each year and I hope it will lead to a healthy debate between consumers, food producers, supermarkets, environmental groups and public authorities".

Opportunities for Butchers

There will always be something that you sell that comes from a great distance be it seasonings, sauces or imported meat but generally speaking local butchers are using local farms for supplies and local industry for support. With all this talk of Food Miles and supermarkets creaming money out of the local economy there is an opportunity for butchers to step in and point out that all the socially and environmentally friendly solutions involve buying meat from the butcher.

Farmers Markets have long got the sympathy vote from the public wanting re-assurance over provenance, but why are butchers shops not construed as a local market? Faced with Farmers Markets local butchers have the opportunity to be the "local agent" six days a week and not just on the one day in the month that they come to town.

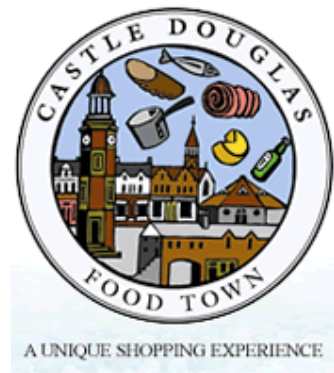
Trust is something that is earned and most butchers already have that. Don't lose that, use it. Customers can trust your sourcing, your food preparation standards and your animal welfare decisions.

You rely on the local community for custom, you employ local people and use local tradesmen. Point out that the local butcher is a vital part in the local economy. Too many other businesses have disappeared at the expense of the supermarket, it's time to stand up and punch back.

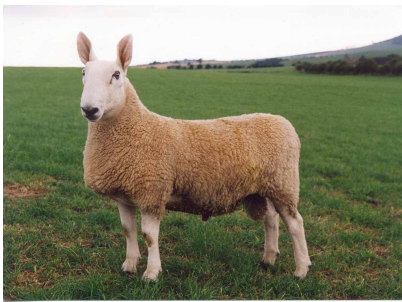
SFMTA will be distributing Scottish Craft Butcher material in the autumn and we are currently working on how to best use and convey these messages.

Local Sourcing

Mary Laidlaw of the Border Leicester Sheep Society approached the Federation some months ago to pilot a farmer to butcher approach for the sale of half bred lambs. After much consideration a meeting was held on Monday 25th July in Castle Douglas, itself pronounced "Food Town". Local butchers met up with eight local farmers to hear the attributes of using half bred Border cross lamb and to be led through a tasting of the product by Laurent Vernet from Quality Meat Scotland.



Why Border Crosses? Border cross Lamb comes from the distinctive Border Leicester, a traditional breed of sheep that has been around for over 150 years. Jim Brown, Vice President of the Border Leicester Society outlined to the meeting the history of the breed and its crosses that are now extensively reared on the grass and vegetation of the South of Scotland.



Border Ram
Crossed with:



Scottish Cheviots
= *Half Breds*



Scottish Blackfaces
= *Greyfaces*

Jim, a farmer from Mindrum Mill in the Borders gave great importance to the fact that these Border cross lambs are not forced. They come from an extensive production system that will yield more consistent carcasses. They encounter absolutely no stress and are an early maturing lamb with a good muscle to fat ratio.

The reason the meeting was called in Dumfries and Galloway was because the Society's own survey showed a good cluster and supply of Border cross lamb in the area. The Dumfries Show on Saturday 6th August will feature a "Savour the Flavour" stand and the Border Leicester Society is making this show their main UK event for 2005.

As we all know the proof of the pudding is in the eating and the Border cross lamb did not let us down in this department. The kitchen in the Kings Arms Hotel cooked up a leg of lamb that had come from Ritchie Strawhorn at Broomhillbank near Lockerbie. The lamb had been slaughtered at Lockerbie and supplied into the hotel through local butcher, Jimmy Craig of F Ballard in Castle Douglas. Laurent Vernet, Product Development Manager from Quality Meat Scotland was present to give his considered opinion of the lamb.



Kings Arms, Castle Douglas



Laurent Vernet entertains



Jimmy Laidlaw confirms the lamb was really well appreciated

Prior to the meeting, Lauren had tested five rib racks of lamb – the Border cross, pure bred and Cheviot. He had been very impressed with the pure bred Leicester but found that the Border cross was exceptionally good. Both were sweet but the half bred had smaller fibres had a maltiness in the taste but no dairy or vegetable flavours and it was tender and silky.

When the Border cross leg of lamb was served Lauren had explained to those present that they were looking for tenderness, juiciness and flavour. Everyone considered the lamb they tasted to be extremely good – juicy, tender and full of taste. Butchers present from Stranraer to Dumfries expressed an interest in supplies of Border cross lamb. The possibility of consistent product from consistent producers from the local area involving as little transport as possible was appealing. The stocking of Border cross lambs would boost butchers specialist image as they would definitely have a product that no supermarket could market in such a way.

Farmers present recognised that they were an important part of the food chain and by supplying local butchers they would assume greater accountability. There would be encouragement for all involved to do a good job. Mary Laidlaw left the meeting with assurances of interest to go and do further work on the mechanics of the project that everyone would like to see up and running by the time of Dumfries Show.

A View from Across the Water

Gordon McKay the Development Officer of the Associated Craft Butchers of Ireland visited Scotland in July. He toured some excellent shops in Scotland and was very impressed by what he saw. Particular interest was the extensive range of sausages made by Scottish butchers. Here he reflects on the actions some Irish butchers have been taking lately.

“There are a lot of fine shops in Ireland but there are some that could do with some re-investment; not huge amounts of money but little things; their own appearance, their lighting and their shopfronts. The top tier of shops like here in Scotland are really really good but there are a lot looking for a bit of direction and some are more open to suggestion than others.

“We try to get businesses to get uniforms right; get their staff looking all the more professional. No dirty aprons when they are on the counter. All in the same colour shirts and ties – provide it for them it will make all the difference.

“You get more out of re-investing in your shop and your staff. Staff are key; you can't run a business on your own without having good staff. That may be a case of increasing the motivation of staff, number one financially and secondly make sure that when they do a good job you tell them.

“Advertising posters were not very professional looking, we try to get away from the hand written posters. Too many are used in most cases, too many are worn or faded and falling off the wall. That costs next to nothing to fix. SFMTA members should use the service available to them to have properly printed and laminated notices made up for them in Perth and mailed out to them.

“A few could market and display their cooked meat better. Use different colour trays and dividers. Even the staff could have a different colour apron so that customers can recognise they looked after cooked meat while others look after raw. I believe black trays in the deli with black salad bowls are very attractive.

“In Ireland unit pricing has been successful. You reward them instead of buying one pound of mince for £3, they buy two pounds for £5 or £5.50 whatever the case may be. Breakfast packs buy one pound of rashers and a pound of sausages and get half a dozen eggs for free. It is easily done, you just take that into your costing. Another way I have seen it done is that they will sell you a half dozen eggs, one pound of rashers and one pound of sausages for a good price. It is just playing with figures – the customer goes away happy because they have got a breakfast pack and you are happy because your gross profit has not been affected.”

Gordon feels that the Irish butchers are selling more to every customer that comes into their shops. They are keen on added sales:-

“Chicken Fillets and Pork Loin Steaks are big in Ireland for special offer larger sales. Sell them six or eight at a price. Irish butchers put their own brand on their chickens and sell them two or three at a time.

“Remember hot spots – make sure that the areas of your display that are first and most often viewed are well looked after. Offer a service – lots of women don't like cutting up raw meat so cut it up for them. If you are cross merchandising don't just sell any kind of pasta and pasta sauces sell special ones that they don't get in the supermarket.”

In summary Gordon suggests that butchers stand back and look at their business. What does it look like? What does it smell like? Are you geared up to sell as much as you possibly can every day of the week? Your sales are only likely to be as good as what's on view.”

Attention all Title Holders

We have had several requests in response to our plea to identify the year beside our product competition title holders. SFMTA has a list of winners and we will be contacting you to ensure that the country does not become awash with businesses who all claim to be the Scottish Haggis or Pork Sausage Champion.

Champions, no matter how distant they are, will be provided on request with year vinyls to display beside the title notices whether on windows or walls. Just let us know the colour and size and we will send you the appropriate year to qualify your honour. Tel: 01738 637472

Diary Dates

Entries close for Make it With Meat Awards	Wednesday 10 th August
Entries close for Steak Pies Evaluation	Wednesday 10 th August
Entries to be forwarded for Make it With Meat Awards	Wednesday 17 th August
Entries to be forwarded for Steak Pies Evaluation	Wednesday 17 th August
SFMTA Executive Meeting	Wednesday 14 th September
Scottish Meat Challenge	Tuesday 21 st September
SFMTA Executive Meeting	Wednesday 26 th October
SFMTA AGM, BLCC, Halbeath, Fife	Wednesday 30 th November am
World Scotch Pie Awards Lunch, BLCC, Halbeath, Fife	Wednesday 30 th November

Stuarts Lundin Link

RT Stuart, Butchers and Bakers from Leven and Buckhaven have recently taken over the Bob's the Butchers in Lundin Links. Alan Stuart and Derek McMahon are currently planning a makeover for the shop. We are certain that they will make it a great success and wish them all the best in the venture. Some photographs are now on file and we look forward to seeing the shop after its planned alterations. Maybe this Newsletter will return to East Fife in the new year.



Far away from London and the crowd

The butchers on Shetland rightly feel well out of the normal run of things. They experience high haulage charges for everything they bring on to the island and just like most butchers in the UK struggle to get skilled staff.

The enemy is still the same though whether you are firmly based on the Mainland or whether you are on an island 200 miles north of Aberdeen. Yes supermarkets have penetrated the most northerly islands in the UK although the current aisle grabber in Lerwick has changed its guise a few times; starting life as a Safeway then Morrison's and the multiple's presence is now in the shape of Somerfield's.

Here is the first point of difference as far as the Shetland butchers are concerned. Brazilian and Irish beef on the Somerfield shelves are a godsend for the independents whose preference is to sell only the best Scottish beef. English mince and New Zealand Lamb only further insult the strong quality taste of the islands' customers.

Shetland beef lacks finishing and the island's butchers reluctantly give their local farmers a turn losing out to poorer returns until they can switch to Orkney or Scottish mainland beef.

How the product is sold is right up to date. Concerned that they are remote and years behind the mainland trends, Shetland's butchers are probably more responsive to customer's demands than their southern brothers. At the Globe Butchers in Lerwick, Keith Moffat proudly displays his Guild of Q membership in a shop that is an expanse of kitchen ready products with marinades and coatings used to the full. So important is continuity of supply that Keith's back shop has reserve tanks of sauces and pillars of coatings and seasonings.



In Scalloway, the ancient capital of Shetland, the Scalloway Meat Company is the main shop in the small harbour village, selling everything that you could possibly think of eating. This butcher is also a toy shop and a hardware shop as it opens out to be the main convenience shop in the neighbourhood. With the shop open until 10 every night the over-wrapped meat counter gets big hits long after the shop's butchers have gone home.



Meanwhile lambs graze at the back door of the Whiteness butcher further up the west coast.



J & K Anderson's shop at Whiteness halts the traffic as the west side of Shetland stop to find something for their breakfast, lunch and dinner. Here too the butchers shop has extended hours; open from 8 till 7 majoring on overwrap with the shop trading as a "Day Today" with a sub post office. Ian Anderson has a very high spec back shop as well as a completely separate cooked meat building from which he supplies numerous other convenience stores in the Shetlands with his best customer being an 8 till 8 operation on the island of Burra.

Local Speciality – Reestit Mutton. Salted leg of lamb that is hung in special rooms to air dry for two to three weeks. Storage instruction - do not refrigerate. Cooking instructions – Boil for 2 hours, or until tender.



Local speciality – Saucermeat (below)



Rather uniquely for Scotland these butchers have no problem whatsoever with the disposal of animal waste and bones. All this is collected regularly for the use of the incinerator in Lerwick and not only do they save on that the businesses and households in Lerwick are supplied free hot water generated from the incinerator.

All around the Globe



Keith Moffat had to persuade his father to allow him to enter the family business. His father felt that there had to be easier ways of earning a living since with the construction of the Sullom Voe oil terminal staff had become difficult to find and more difficult to pay. But in 1983 when Keith had gained sufficient qualifications to be off to Edinburgh to study accountancy, a work experience project in his local CAs put him off that for life. So it was that Keith entered the business that had been in the family since 1901.

Globe Butchers was established on Saturday, 28th January 1893. The business is run by Rognvald, his wife Mona and their son Keith continuing the business into the fourth generation.

The business has gone from strength to strength, and in 1993 the shop was enlarged and refurbished with no expense spared. State of the art machinery and equipment was fitted throughout, and when it opened for business again the premises boasted 21 linear feet of glass-fronted refrigerated serve-over counter - the only one of its kind in Shetland.





Keith's father is no longer fit enough to work but his mother Mona is still very much involved. Mona was born and brought up on Shetland and became a teacher. When Ronnie was short of staff in 1973 she came in to help and that temporary job is still going strong some 32 years later!

Globe butchers in Lerwick are open 8 till 5 with a half day on a Wednesday. Most of the business comes over the counter but they do a fair bit of overwrap for other stores. Keith supports the lamb abattoir at Tingwall but relies heavily on Scotch Premier and Orkney Meats for his beef and pork supplies.

Shetland is a great experience, very much abreast of the times and isn't really in a box in the North Sea beside Orkney!



Game Season in Shetland

Craig Christie gained his butchery experience with Scott Longster in Glasgow and moved to work at Scalloway Meat Company in Shetland three years ago. Already a Scottish internationalist in table tennis he immediately became Shetland no.1 in the sport. This summer saw him compete in the Island Games which Shetland hosted. Craig won a silver medal in the men's doubles and bronze in the mixed doubles.

The Island Games is a competition among islands that this year brought together the 24 member islands of the International Island Games Association from Aland, Alderney, Bermuda, Cayman Islands, Falkland Islands, Faroe Islands, Froya, Gibraltar, Gotland, Greenland, Guernsey, Hitra, Isle of Man, Isle of Wight, Jersey, Orkney, Prince Edward Island, Rhodes, Saaremaa, Sark, Shetland, St. Helena, Western Isles, Ynys Mon. for the NatWest Island Games XI, Shetland 2005.



15 different team and individual sports were chosen from a list of 18 set down by the IGA: Archery, Athletics, Badminton, Bowls, Cycling, Football, Golf, Gymnastics, Sailboarding, Sailing, Shooting, Squash, Swimming, Table Tennis and Volleyball.

Mona and Keith Moffat with John Farquhar (Scottish Meat Training), with Ian Anderson (Whiteness) and Danny Christie (Scalloway) at SFMTA's June meeting in Lerwick.

Supermarket guidelines reject fruit and vegetables

A survey by the Soil Association has found that between 25 percent and 40 percent of most British-grown fruit and vegetable crops are being rejected by the supermarkets as the stores impose ever tougher rules on cosmetic appearance. Although some of the produce is resold to the catering trade, food processors or as animal feed, much of it is thrown away.

Each year, supermarkets issue farmers and food packers with lengthy specifications for each of the fresh fruit and vegetables they want supplied. One such document, issued by Somerfield, sets out its criteria for cauliflower over three pages, including a demand that all should be 12cm-16cm and uniform in colour with no more than two spots per leaf. Such demands mean that much of Britain's home-grown fruit and vegetables end up in landfill. A study commissioned by Biffa, Britain's leading waste and recycling company, found that of the 5m tons of fruit and vegetables imported or grown for Britain's supermarkets each year, a fifth is lost in the packing, grading and preparation processes.

Wide-Ranging Dangers of Imported Beef

Reacting to reports of uncertainty in the beef market and concerns about the welfare standards of imported pork, NFU Scotland have highlighted the potential dangers of imported meat replacing high quality Scottish produce.

It has been suggested that, as a result of changes to the Common Agricultural Policy (CAP) introduced this year, finished beef cattle are coming on to the market earlier than expected at a time when retailers have already committed themselves to imports of South American beef. The result is that prices to Scottish farmers have fallen because the market is temporarily oversupplied. Scottish farmers are keen to continue to produce high quality beef, as shown by the rise in cattle numbers over the last year. However, the concern is that, at a time when they are considering their long term plans, the poor prices they are currently receiving may cause them to cut back production, leaving the UK more dependent on imported beef not produced to the same high standards. This is at a time when concern is being expressed that imports of pork, two-thirds of which does not conform to UK welfare standards, have risen by 50%.

NFU Scotland President, John Kinnaird, said:

"We have a product that is second to none in terms of quality, safety and welfare standards. But if Scottish farmers find that the price they are receiving makes beef production unprofitable, they will not go on producing it. This would not be in the best interests of consumers, who have consistently said they overwhelmingly support the view that imported meat should meet the same high welfare standards as British farmers.

"Relying on imports from South America will also have environmental consequences. There is already evidence that the Amazon rainforest is being destroyed to increase agricultural production, and imported food from South America has to travel thousands of miles, adding to greenhouse gas emissions. Both of these factors only add to climate change problems, illustrating the complete lack of logic of those who argued at the G8 summit last week for the elimination of all agricultural subsidies, rather than just those that are trade-distorting. We can and must address the problems of Africa, but without sacrificing our own food industry and relying on lower standard imports that cause environmental damage."

Butcher Required

Fully Qualified for Shop Work. Telephone: 0796 2029693 Frank Heron

Prize Winners Publicity Pictures



August offers another opportunity for you to hit the headlines. The Make it With Meat Awards 2005 and the Steak Pie Evaluation entry forms are out for you to enter (by 10th August please). If you do not enter you won't win!





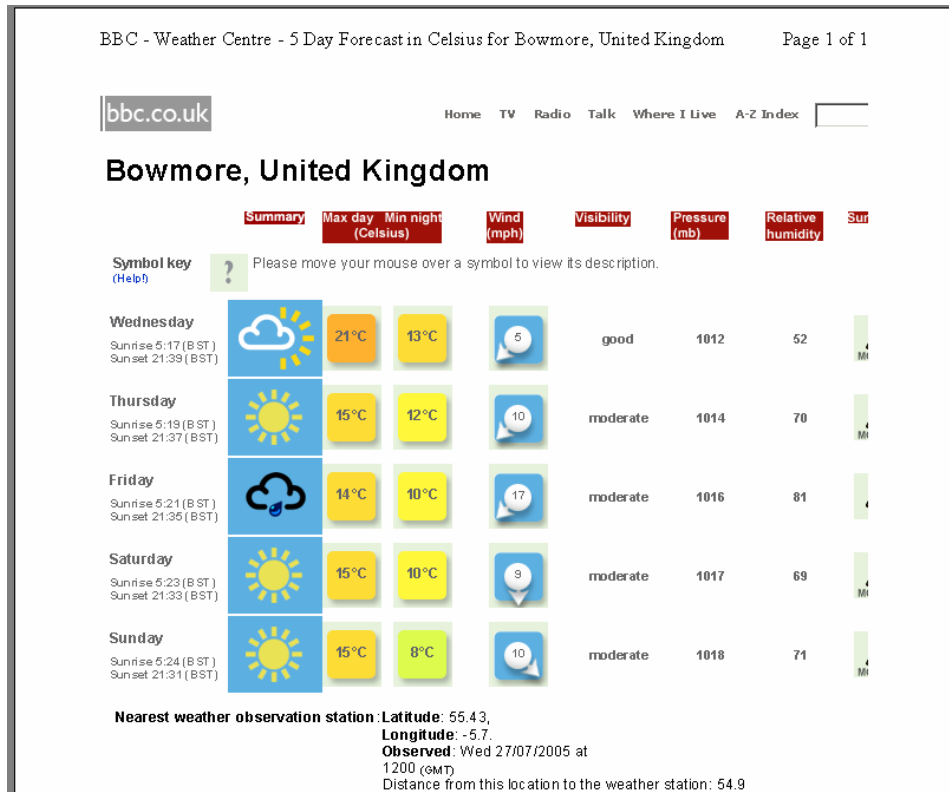
Above: Kevin Smith on Border TV



Using the Weather

It's a common thing on holiday to seek out the weather forecast. A lot of hotels are printing off their local weather forecast which is available online at www.bbc.co.uk

SFMTA President Duncan Mackenzie is printing off the five day forecast for his area, Greenock, and displaying it for his customers. He says it makes it easier for him to decide what to offer and for his customers to decide whether or not to buy barbecue products. Wherever you are you just need to enter your postcode and you will receive a report for your area. The example shown below is for Bowmore on Islay, who says the sun only shines on TV.



PR Courses

You may recall the terrific coverage Jim and Alan Pirie got for their success in this year's haggis and pork sausage competitions. That coverage was worth thousands of pounds if the column inches had to be purchased in terms of advertising costs.



Europe and Scotland
Making it **work together**

The story was always going to be a winner but even they were surprised by the size of the coverage they got. That was down to one lady – Louise Harley whose public relations activity generated lots of media interest.

Now Louise is willing to share her secrets with SFMTA members so that we can all do our own PR. She is willing to stage a half day course in PR exclusively for members. The cost would be £60 per attendee. At this stage we are asking members to register their interest, if there is any, to come along on an afternoon to listen to Louise.

If you are interested please tell Bruce on 01738 637472. Venues will be arranged to suit the geographical location of those interested.

BSE cases Born after the Ban

Elimination of feed borne sources is now, as before, the key to elimination of BSE. The incidence of the disease can be greatly reduced but not readily eliminated in any country by adequate imposition of controls, particularly on animal feed. As the level of incidence falls both in the UK and internationally, the risks of contamination through feed, or indeed through any other source, fall whether or not controls in the UK and abroad are further tightened. With the current expertise in Defra and the VLA, GB is well placed to keep on top of and promote developments.

An independent review has found controls put in place to eliminate BSE in cattle are soundly based. The review by Professor William Hill FRS, of the University of Edinburgh, examined the possible reasons for the cases of BSE occurring since the reinforced feed ban in 1996 together with the control measures being applied by the government.

It reconfirmed the elimination of food-borne sources to be the key to the eradication of BSE and recommended risk-based controls and monitoring should be maintained on animals and feed. However, the report recommended measures should be tightened up wherever possible both in the UK and elsewhere that the UK can influence.

In view of the long incubation of BSE in some animals, long-term continued vigilance is necessary, the report said, but no specific new measures were recommended. Chief veterinary officer, Debby Reynolds, said:

"This report reassures us the measures we have in place are sound, meet our objective of eliminating BSE from cattle in the UK and confirm no major issues have been neglected.

"The removal of infected animals and the elimination of food borne sources of transmission remain the key to the eradication of BSE.

"Defra will continue the rigorous application of these controls and maintain vigilance in respect of cases which have been born since the introduction of the reinforced feed ban in August 1996 (BARBs). We expect the tightening of feed controls across the EU in 2001 to significantly contribute to our objectives."

General Recommendations: It is essential that appropriate, risk based, controls and monitoring should be maintained on animals and feed until no cases of BSE are found, and controls tightened up where feasible, both in the UK and elsewhere that the UK can influence. In view of the very long incubation period of BSE in some animals, long-continued vigilance is necessary. It is not evident, however, that specific new measures are needed. Basically it is necessary to 'keep taking the medicine'. Nevertheless, in view of new discoveries on the nature of the disease and the possibilities of new or changed TSEs arising, relevant research capacity in GB should be maintained.

Tesco controls more than 30 percent of market

New figures published by the market information group TNS, in July show that Tesco now controls more than 30 per cent of the grocery market for the first time. In the three months to June 19 Tesco's market share increased from 27.9% a year ago to 30.3%. Analysts at Citigroup called the figures "spectacular" and pointed out that nearly all the growth in the supermarket industry was being driven by Tesco. Without Tesco, the industry is growing at just 0.9%.

The report came just days after Tesco reported a strong set of quarterly trading figures. The other winner in the report was J Sainsbury, whose market share, climbed modestly from 15.6% to 15.9%. Sainsbury's is now close to overtaking Asda and returning to the number two position for the first time since July 2003.

Livestock Prices

Data collection co-ordinated by MLC Economic Services on behalf of QMS, price updates available at www.qmscotland.co.uk



BEEF PRICES	W/E 16/07/05	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	198.9 p/kg	204.3 p/kg	205.3 p/kg
Heifers dwt	200.0 p/kg	205.5 p/kg	205.5 p/kg
Young Bulls dwt	185.2 p/kg	190.9 p/kg	193.9 p/kg
Numbers			
Steers	2750	3636	3370
Heifers	1544	2140	1561
Young Bulls	1486	1730	1512

BEEF PRICES	W/E 14/07/05	Previous week	Previous year
Scottish Auctions			
Steers lwt	110.59 p/kg	113.32 p/kg	121.88 p/kg
Heifers lwt	113.42 p/kg	113.92 p/kg	121.04 p/kg
Young bulls lwt	103.92 p/kg	101.20 p/kg	96.40p/kg
Numbers			
Steers	450	497	459
Heifers	497	489	440
Young bulls	85	139	187

Deadweight cattle week ending 16th July 2005								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	203.2	204.2	203.6	206.4	206.4	206.6	190.8	193.2
R	200.8	201.4	201.2	202.2	202.2	200.9	188.9	189.1
O+	196.2	196.8	197.0	194.4	196.7	194.5	-	180.8
-O	180.9	182.1	-	-	182.7	177.0	158.4	168.3

Certificated HACCP Courses

With the changing emphasis in the 2006 hygiene regulations Scottish Meat Training is offering the above as the most appropriate qualification for the supervision in the food industry. Three courses are offered – please see enclosed sheet.

SHEEP PRICES	W/E 14/07/05	Previous week	Previous year
Scottish Auctions			
New Season SQQ lwt	119.02 p/kg	115.86 p/kg	117.24 p/kg
Ewes lwt	£32.23 /head	£30.86 /head	£33.41 /head

Sheep numbers

Scottish Auctions			
New Season SQQ			
Ewes	14013	11114	15437

SHEEP PRICES	W/E 16/07/05	Previous week	Previous year
GB Abattoirs			
New season SQQ dwt	255.4 p/kg	255.4 p/kg	254.5 p/kg

Deadweight sheep week ending 16 July p/kg (New season average)			
	2	3L	3H
U	264.7	263.7	252.9
R	256.3	257.1	250.6
O	246.0	246.5	243.3

PIG PRICES	W/E 16/07/05	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	106.26 p/kg	106.21 p/kg	107.78 p/kg

GB deadweight pigs week ending 16 July – p/kg					
	Method 1 and 2	Change		Method 1 and 2	Change
	p/kg dwt			p/kg dwt	
Up to 59.9 kg	103.67	+0.13	80.0 – 89.9 kg	105.56	+0.09
60.0 – 69.9 kg	106.84	-0.23	90 kg and over	99.41	+0.05
70-0 – 79.9 kg	106.80	+0.08			

Data collection co-ordinated by MLC Economic Services on behalf of QMS, price updates available at www.qmscotland.co.uk

Scottish Retail Prices

Week ended	2 July		9 July		16 July		23 July	
	Range	Average	Range	Average	Range	Average	Range	Average
BEEF								
	p per kg		p per kg		p per kg		p per kg	
Topside	505-1065	797	505-1065	793	505-1065	793	505-1065	793
Sirloin steak	1099-2289	1653	1098-2289	1653	1098-2289	1653	1098-2289	1648
Rump steak	665-1350	1066	732-1350	1076	732-1350	1076	732-1350	1082
Fillet Steak	1679-3200	2239	1679-3200	2234	1679-3200	2234	1679-3200	2234
Diced stewing steak	399-860	719	399-860	719	399-860	719	399-860	719
Braising Steak	288-882	764	288-882	764	288-882	764	288-882	764
Premium mince	269-765	559	269-765	558	269-765	558	269-765	558
Standard mince	134-463	311	134-463	311	134-463	311	134-463	311

Week ended	2 July		9 July		16 July		23 July	
	Range	Average	Range	Average	Range	Average	Range	Average
LAMB								
	p per kg		p per kg		p per kg		p per kg	
Domestic								
Whole leg	532-1168	852	532-1168	850	532-1168	844	532-1168	842
Fillet end leg	599-1413	1124	599-1413	1122	549-1413	1118	549-1413	1118
Shoulder (bone-in)	298-799	548	298-799	548	298-799	548	298-799	545
Shoulder (boneless)	359-982	786	359-982	786	359-982	786	359-982	790
Lamb steaks	793-2150	1334	793-2150	1334	793-2150	1334	793-2150	1334
Loin Chops	705-1499	1192	705-1499	1192	705-1499	1192	705-1499	1189
Double loin chops	767-1299	1129	767-1299	1129	767-1299	1129	767-1299	1129
Cutlet chops	899-1299	1111	899-1299	1111	899-1299	1111	899-1299	1111
Diced Lamb	599-1189	845	599-1189	845	599-1189	845	599-1189	845
Minced Lamb	169-982	798	169-982	798	169-982	798	169-982	798

Week ended	2 July		9 July		16 July		23 July	
	Range	Average	Range	Average	Range	Average	Range	Average
PORK								
	p per kg		p per kg		p per kg		p per kg	
Leg (Boneless)	349-765	569	349-765	565	339-765	559	339-765	559
Fillet end leg	373-765	664	373-765	664	373-765	664	373-765	664
Shoulder (Boneless)	279-800	518	279-800	518	279-800	518	279-800	518
Fillet of Pork	595-1250	982	595-1250	982	595-1250	982	595-1250	975
Loin Steaks	495-895	685	495-895	685	495-895	685	495-895	685
Loin Chops	488-900	619	488-900	619	488-900	619	488-900	619
Diced Pork	479-800	600	479-800	600	479-800	600	479-800	600
Minced Pork	169-765	451	169-765	451	169-765	451	169-765	451
Sausages	199-574	456	199-574	456	199-574	456	199-574	456

Business For Sale

HW Irvine, 17 Perth Street, Blairgowrie, PH10 6DQ

Wholesale / Retail Butchers Business specialising in curing bacon and cooked meats. Supplying Perthshire, Angus and North Fife. Established 1922. Extremely viable business selling for good reason. Enquiries to Graham & Sibbald, Dundee Tel: 01382 200064

Corporate Members

Corporate membership is by invitation and the following companies have supported the Federation by accepting our offer.

Members should be aware that the following are supporting them: -

AES, Crossbush, Riccarton, Kilmarnock KA1 5LN	Tel 01563 551122, 07788 926925
Bizerba (UK) Ltd, Eastman Way, Hemel Hempstead, HP2 7DU	Tel: 01442 240751
Dalziel Ltd, 8 Belgowan Street, Bellshill North Industrial Estate, Lanarkshire ML4 3NS	Tel: 01698 749595
East of Scotland Contracts, Ferryhills Road, Inverkeithing, Fife KY11 1HD	Tel 01383 418610
William Forrest & Son (Paisley) Ltd, Omoa Works, Motherwell ML1 5LY	Tel 01698 860149
KRH Ltd, 1 Macgowan House, Nobel Busn Park, Stevenson, Ayrshire KA20 3LJ,	Tel 01294 472755
Lucas Ingredients Portbury Way, Bristol BS20 7XN	Tel 01943 864443
Macnaughton & Watson, 423 Gallowgate, Glasgow, G40 2DY	Tel 0141 554 2757
McAusland Crawford, 79-81 Abercorn Street, Paisley PA3 4AS	Tel 0141 849 7033
Paragon Products, Newhailes Ind Estate, Newhailes Road, Musselburgh	Tel: 0131 653 2222
Scotweigh, Unit 2, Granary Square, Bankside, Falkirk, FK2 7XJ	Tel 01324 611311
Stockline Plastics, Grovepark Mills, Hopehill Road, Glasgow, G20 7NF	Tel 0800 262015
Styropack, Craigshaw Road, West Tullos Ind Estate, Aberdeen	Tel: 01224 873166
Turner Vehicle Bodies, Carseview Rd, Suttieside Ind Estate Forfar, DD8 3BT	Tel: 01307 462142
William Sword Ltd., Blairlinn Ind Est, Cumbernauld, G62 2TX	Tel: 01236 725094

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