

FEDERATION NEWS

THE NEWSLETTER FOR SCOTLAND'S CRAFT BUTCHERS



SCOTTISH FEDERATION OF MEAT TRADERS

AUGUST 2008

Federation spells out its opposition

In Scottish butchers' shops by far the most popular purchase is Steak Mince. For years consumers have debated the qualities of mince and make decisions on buying mince based on past experience, appearance and price. A judgement on fat is included in the decision about where to buy.

Fat in Mince was just one of two Food Standards Agency consultations that the Federation responded to during July.

The first was on the food hygiene information scheme where we put up a good case to oppose the proposed three star system for grading premises. This was outlined in our last Newsletter but the more responses to the consultation the better. If you can help by submitting to this consultation please contact the office to obtain a pro forma.

The second was on the perennial issue of fat content of mince. SFMTA oppose setting maximum fat and connective tissue (CT) levels for mince. Butchers selling mince full of gristle do not survive. Compositional standards for CT would only confuse both the industry and the consumer.

SFMTA Members have recently been sent four new posters that attempt to get across reasons to shop at Scottish Craft Butchers. Backing Scottish farms serving local quality, Serving you a lifetime of tradition and skill, Scottish farm produce taste the difference. As always we would welcome your feedback on these.

The Meat To Go evaluation will take place this month. Entry Forms are included yet again and entries must be received by **Friday 8th August**. Entry is free.

A pink sheet accompanies this Newsletter inviting members to support Breast Cancer awareness in October. Pink Butchers stripe aprons are available for use during the campaign - In the Pink - and your attention is drawn for the need to order these aprons by **Tuesday 12th August**.

*Just a quote to ponder and pass on:
Businesses who don't change are affected by those that do.*

This Month

Another Gem from the Emerald Isle

Employment Law Updates

UK losing taste for salt

BBC2 looking for butchers

Scotland's Pigs leading the way

New Guidance on Vac Packing

What Traditional really means

Scottish Food Fortnight

Worry over Cattle TB

Scottish Market Prices

SFMTA Retail Price Survey

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Cattle farmers cautious, but confident



A survey of Scotland's cattle farmers shows cautiously increasing confidence in the Scottish beef sector.

The investigation by Quality Meat Scotland garnered responses from more than 350 suckler herds throughout Scotland.

More than two thirds of the farmers surveyed said they were as or more confident than this time last year, with store cattle buyers showing the highest levels of confidence.

The herd size of those who replied ranged from enterprises with between 1 and 4 animals to some with more than 200 head. The responses have provided a valuable insight into the future shape and scale of Scottish beef production.

Key indicators were:

- 23% of those responding indicated they were intending to increase suckler herd size, and 20% said they were intending to decrease suckler herd numbers. Analysis of herd size suggests there will be 3% fewer cows next year;
- Improving grassland is the challenge at the top of most farmer's "to do" list, a direct response to rising feed costs;
- And many are indicating a switch towards spring calvings next year.

The survey also polled farmers on their main concerns for the industry. Input price inflation and animal health were the chief concerns, but issues such as the level of red meat imports and threats created by World Trade talks as well the challenges of working within environmental constraints and the lack skilled labour were also identified.

This is valuable information that we can use to help us map out the likely shape and scale of the industry going forward and to be ready to offer the kind of support that is relevant and timely.

It will probably come as no surprise that some producers are planning on decreasing herd size and this could see tighter supplies in the year ahead. That said, others are remaining upbeat and are planning on putting more cattle on.

Many are looking closely at the make up of the herd and investigating ways of cutting costs, particularly for feed, through improving grassland or changing sire.

Another interesting factor emerging is the increasing importance of selling to a known vendor, farmers simply don't want to take chances on buying in disease when times are tight.

June Lomax
Independent Retailers Manager

European Social Fund

Unfortunately SFMTA were unable to secure ESF funding for Lowlands and Uplands Scotland this year but as a result of the meeting with Jim Mather, the Scottish Government and the European Partnership is working with us to try and ensure we are successful for April 2009 onwards. We have heard that our Highlands and Islands project for 2008 is likely to go ahead so at least there is some good news there.

We are not alone in being declined a project in Lowland and Upland Scotland (as the old Scottish Enterprise area is referred to by ESF). Scottish Bakery Training is in the same position and since lack of ESF creates a serious lack of funding for training both SFMTA and SAMB (Scottish Association of Master Bakers) met with the Minister for Enterprise, Energy and Tourism, Jim Mathers MSP.

Jim Mathers MSP meets with the Food & Drink Industry

At our meeting with Jim Mathers, we raised the concern over the current lack of funding in Scotland to train any employees in the food and drink sector who are over 19 years of age. He listened to our concerns about this lack of funding and the long term effect this will have on the industry if the issue is not addressed. As a result he then expressed a wish to meet key members of the food and drink industry to discuss and explore current issues and concerns employers, trade associations and training providers have.

This meeting was set up by Scotland Food and Drink and was held at the Scottish Bakery Training Centre in Larbert on 2nd July 2008. The meeting was attended by 50 people across a wide range of food and drink companies including the licensed trade, butchers and dairies. SFMTA was represented by Duncan Mackenzie, Alan Kennedy, Sandra Lennox and Douglas Scott. The industry was further represented by local member Gordon Allan and butcher/ baker Alan Stuart.

As Enterprise Minister, Jim Mather is very aware of the need to support all types of industry in Scotland and to try and meet the needs of large and small companies. The event lasted for over two hours and the Minister use a "mind mapping" programme to record all concerns and comments from the people present. He used the facilities at the centre to project his mind mapping chart onto the screen so that people could see what he was recording. Not only did he listen carefully to what people had to say, but he was able to respond to most issues and give examples of how he and the Government might try and address them.

This is only a start in the process of engaging with the Government to look at funding for training people over the age of 19 and Jim Mather has promised to circulate all of the information recorded at the event. As well as talking to the Enterprise Minister, Sandra Lennox recently attended a consultation meeting held by the newly formed Skills Development Scotland (SDS), to discuss funding requirements to train over 19's in the food and drink industry. Solutions will be hard to find for SDS since at this time the Government says it has no more money available to fund extra training.

Meat to Go Entries close Friday 8th August

Enclosed with this Newsletter is a sachet of Middleton Coating and Marinades courtesy of KRH Ltd.

Employment Law - Frequently Asked Questions

Must I specify my employees' holiday entitlement?

You should include details of your employees' holidays and holiday pay entitlement in:

- your employees' written contracts*, where they exist
- a written statement of employment particulars which you must give to each employee

The written statement is required by law: you must give it to each employee no later than two months after their employment starts. It should contain enough detail to allow each employee's entitlement to be precisely calculated, including any entitlement to accrued holiday on termination of employment.

Disagreements over holidays and holiday pay can happen easily if entitlements are not made clear. The Working Time Regulations 1998 specify a minimum amount of annual leave, but many companies provide more holiday allowances.

*available from SFMTA on request



How much annual leave are employees entitled to?

Most workers - whether part-time or full-time - are legally entitled to 4.8 weeks' paid annual leave. Additional annual leave may be agreed as part of a worker's contract. A week's leave should allow workers to be away from work for a week – i.e. it should be the same amount of time as the working week. If a worker does a five-day week, he or she is entitled to 24 days leave. If he or she does a three-day week, the entitlement is 14.4 days leave.

Employers can set the times that workers take their leave, for example for a Christmas shutdown. If a worker's employment ends, he or she has a right to be paid for the leave time due and not taken.

The Government plans to increase the annual leave entitlement from 4.8 weeks to 5.6 weeks from 1 April 2009. Those working a five-day week, your holiday entitlement will increase from 24 days to 28 days (pro rata for part-time staff). The Work and Families Act will not create a legal right to have a paid day off on Bank Holidays and this remains a contractual matter.

Maximum weekly working time

A worker's average working time must not exceed 48 hours for each seven day period **unless** the worker has agreed with an employer in writing that the limit should not apply. Employers are required to take all reasonable steps to ensure that workers do not exceed the 48 hour limit. Such steps might include enquiring whether a worker has a second job and, if they have, adjusting working arrangements accordingly.

There are special regulations for young workers, which restrict their working hours to eight hours per day or 40 hours per week. The rights of young workers (those over the minimum school leaving age but under 18) differ in the following ways:

- a limit of eight hours' working time a day and 40 hours a week
- not to work between 10pm and 6am or between 11pm and 7am (except in certain circumstances)
- 12 hours' rest between each working day
- two days' weekly rest and a 30-minute in-work rest break when working longer than four and a half hours.

Prevention of Illegal Working

Employers should be aware of recent new rules that have been introduced requiring employers to undertake more stringent checks on migrant workers.

Since 1997 employers have been required to check documents from one of two lists in order to satisfy themselves that any prospective employee has an entitlement to work in the UK. If these checks are undertaken correctly, the employer has a statutory excuse against prosecution if the employee subsequently turns out not to have a right to work in the UK.

While the basic system of documentary checks providing a defence continues, the civil penalties faced by employers in breach are now significantly higher in financial terms and the employer will need to take an ongoing role in monitoring their migrant population.

The key recent changes include:-

- The civil penalty for illegal working has been raised to £10,000 per illegal worker (calculated on a sliding scale)
- Checks must take place prior to starting work and then must be repeated at least once every 12 months for migrants with a limited leave to remain in the UK
- If an employer knows that an employee is not permitted to work, they will have no entitlement to the excuse and risk criminal prosecution for knowingly employing an illegal worker with a potential unlimited fine and/or a prison sentence of up to 2 years

Changes to Sex Discrimination Law

Recent changes to the Sex Discrimination Act are likely to result in employers facing greater exposure to harassment claims and higher maternity costs. These changes have been brought about to comply with EU law. The amendments include the following:-

- An employee will now be able to bring a harassment claim based on sexist remarks directed at no-one in particular or at someone other than the employee (including of the opposite gender)
- Claims for harassment by third parties should also be easier to establish. Employers are now expressly made liable for harassment by a third party if the employer knows that this is the third time the employee has been harassed by a third party and it has failed to take reasonably practicable steps to prevent it
- A woman who is pregnant or who has taken maternity leave no longer has to compare herself with how she would have been treated had she not been pregnant or taken leave in order to claim discrimination
- There will be no distinction between employees' non-pay rights during ordinary and additional maternity leave

Lanarkshire Butchers Golf Outing

Wednesday 20th August

Drumpellier Golf Club, Coatbridge. Cost: £50

Contact John Hamilton tel: 01899 220013 or Hugh Pender tel: 01236 426164.

Butchers found guilty of chopping wages

The owners of a butcher's shop in Sheffield recently became the first employer in the UK to be prosecuted for deliberate non-payment of the national minimum wage (NMW).

David Jackson and his daughter Pauline Smout plead guilty at Sheffield Magistrate's Court earlier this month to various offences under the National Minimum Wage Act 1998 ("NMWA"), including non-payment of the NMW, failing to keep adequate pay records and falsifying records. Mr Jackson was also charged with furnishing false information over pay records, in an effort to convince HMRC compliance officers that they had been paying workers the correct amounts.

Between them, they were fined £800 plus costs and ordered to pay over £11,000 in compensation to the two underpaid former workers in question. In sentencing the two, Deputy District Judge Hatton said: "The appalling way you treated these employees meant that both [employees] lost out. The simple fact was that they are entitled to this money, and they will get it."

This was the fourth successful NMW prosecution since legislation was introduced but the first successful criminal prosecution for refusing or failing to pay workers the NMW.

As well as the offences concerned in this case, it is an offence under the NMWA to delay or obstruct a compliance officer and to refuse or neglect to answer any questions or produce documents for a compliance officer.

Summary conviction in relation to all these offences can, at present, result in a fine of up to £5,000 and a criminal record. However, the Employment Bill, which is currently working its way through Parliament, provides for the possibility of an **unlimited** fine. Other proposed changes include:

- A change to the basis on which a worker's entitlement to NMW arrears are calculated to take account of the length of time the arrears have been owing;
- Enforcement Notices and Penalty Notices to be replaced with a new single "Notice of underpayment" which will require an employer to pay arrears to workers and a financial penalty to the Secretary of State; and
- A new power for officers to *remove* records for copying. In addition a complete copy may be taken without having first determined whether all of the record is material.

The current NMW rate for workers aged 22 and over is £5.52 an hour, the rate for 18-21 year olds is £4.60 an hour and the rate for 16-17 year olds is £3.40 an hour. From 1 October 2008, the rates will be increased to £5.73, £4.77 and £3.53, respectively.

Help from Europe

Not something you read about often but Scottish National Party MEP, Alyn Smith has intentionally set out to offer his own personal help. Each summer he arranges a programme of vocational visits so that he can see at first hand the issues of industry and the workplace.

Alyn takes this much more seriously than a simple photocall opportunity, he spends the whole day in the business and 'mucks' in. On Monday 28th July he was up to his arms in it at McIntosh Donald's plant at Portlethen and on Tuesday 5th August he will be the guest of Scott Brothers in Dundee. We trust George and Scott will give him a real experience!

Return to Real Values

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Scottish farm produce –
a taste of the real thing.



Local food is miles better 

Return to real values
with your local butcher.



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UK losing the taste for Salt

2012 targets 1.13g salt per 100g in Sausages

The Food Standards Agency (FSA) published research last month indicating a continued downward trend in the amount of salt consumed by people in the UK.

New evidence estimates that the UK's average daily salt consumption has fallen from 9.5g to 8.6g, and reflects an overall drop of 0.9g since the National Nutrition and Diet Survey (NDNS) in 2000/01.

There has been a decline in salt levels since the FSA began its work on salt, and this reflects the positive progress made by the food industry in reformulating products, as well as the behaviour changes of consumers, who are checking labels and adding less salt to their food.

Despite this, the finding highlights that more work needs to be done to meet the Government's UK average population target of 6g a day. The FSA has launched a public consultation on proposals that will make its voluntary salt reduction targets for 2010 stricter, and set more challenging targets for 2012.

Eating too much salt is a significant risk factor in developing high blood pressure. High blood pressure can triple the risk of heart disease and stroke and reducing the daily UK salt intake to 6g could prevent an average of 20,200 premature deaths a year:-

Seventy-five per cent of the salt we eat is already in every day food which is why the FSA launched voluntary salt reduction targets in 2006 to reduce salt levels in the 85 categories of food. These include everyday foods such as bread, meat products and cereals, and convenience foods like pizza, ready meals, savoury snacks and cakes and pastries. Although the targets were set to be achieved by 2010, the Agency committed to reviewing these targets in 2008 to assess progress and explore whether further reductions were needed.

FSA's review of industry progress in salt reduction has found that although substantial

advances have been made by some manufacturers and retailers to meet the 2010 targets, there is still scope for some sectors of industry to do more. Recent surveys by Which? and CASH, have shown there is still a wide range of salt levels in food products and this makes it even more important for consumers to check labels when choosing which foods to buy.

The FSA Chief Executive, Tim Smith said: 'The Food Standards Agency is encouraged that action to reduce the average amount of salt we are eating on a daily basis is clearly having a positive impact. We recognise that the great steps taken by many manufacturers and retailers have contributed to this success. But while the results of the urinary analysis are positive, we are aware there is still plenty to do.'

'We have listened to the experience of industry and are aware of the food safety, consumer acceptance and technical difficulties involved in taking salt out of food. We have set targets that are challenging, long term and have been set to drive continued progress. We look forward to continuing to work constructively with industry to achieve this goal.'

The FSA has also begun work with the large and diverse catering sector, to improve the nutritional content of food eaten out of the home. So far, the Agency has secured commitments from the UK's biggest contract caterers and suppliers and is currently extending this early positive work to major high street chains.

With the average person eating one in every six meals out of the home each week, it is likely that the catering sector will have an impact on daily salt intakes by reducing the amount of salt in the food it provides, helping to bring us closer to the 6g target.

Urinary sodium analysis

The FSA's UK urinary sodium survey was carried out between January – May 2008. The sample for the survey was made up of 692 adults aged 19–64 years and was designed to be representative of the UK population. This compares with the 9.0g day estimate from the 2005/06 survey and the 9.5g from the National Diet and Nutrition Survey of adults aged 19-64 years from 2000/01.

The FSA salt campaign

The FSA's public awareness campaign on salt launched in September 2004 as part of the Agency's strategy to reduce population average salt intakes to 6g.

The first phase of the Salt campaign featured Sid the Slug and focused on raising awareness of too much salt as a health issue. Phase 2, launched in October 2005 featured Talking Food packets and raised awareness of the 'no more than 6g a day' message and checking labels for this information. Phase 3 in March 2007 built on this awareness, reminding consumers that 75% of the salt we eat is already in everyday foods and we should continue to check labels and choose options lower in salt.

2010 and 2012 targets

The reduction targets apply to salt levels in the 85 food categories for 2010 and the 80 food categories for 2012 that contribute most salt to our diet. These include everyday foods such as bread, meat products and cereal products, and convenience products like pizza, ready meals, savoury snacks and cakes and pastries.

The science behind the 6g

The Agency's advice on salt intake for adults and children is based on sound science, underpinned by the recommendations of the independent Scientific Advisory Committee on Nutrition (SACN), which carried out a thorough and comprehensive risk assessment on salt and associated health outcomes.

SACN confirmed that the population as a whole would benefit from reducing their intake to 6g per day. SACN also set lower recommended maximum levels of salt intake for babies and children

The Cooking Bus at the Royal Highland Show

The Food Standards Agency Cooking Bus has been developed in partnership with the Focus on Food Campaign to get across healthy eating and food safety messages to school children in an engaging way.

For 42 weeks a year it sets out to different destinations around the country where its two teachers work with school staff to inspire children and highlight the importance of food education, while supporting the national curriculum, teachers' own work objectives, and Government health messages.



FSA Board agrees to MHS charging proposals

The Food Standards Agency Board meeting in July agreed to recommend new proposals, to reform the charging regime for the regulation of the UK meat industry. At its meeting in Cardiff, the Board also reaffirmed its support for small rural abattoirs as the new charging policy develops. The Board considered a series of changes to the charging system operated by the Meat Hygiene Service – an executive agency of the FSA. It agreed to recommend to Ministers that the Agency should consult on the following proposals:

to introduce time-based charging for MHS services, to replace the current charging arrangements, under which most meat plant operators pay a flat rate of charge based on throughput to reduce the discounts currently applied to meat hygiene charges, so that if all other things remain constant, hygiene charges paid by meat plant operators would increase by 12% (inclusive of inflation) in 2009/10

to introduce charges for controls on the removal of Specified Risk Material (SRM) from 2009/10, to recover, in the first year of charging, 5% of the costs of these controls (approximately £0.5m)

Subject to the views of Ministers, there will now be a full public consultation beginning in September.

FSA Chief Executive Tim Smith said: `The Board has made an important decision. I am pleased that this decision has been reached, as I believe it will go a long way to preserving an industry about which the country is rightly proud. British meat stands for quality and it's important that we take this opportunity to make improvements to the inspection regime, and maintain standards of public health and animal welfare in the business for many years to come.

`We've thought long and hard about the proposed increase in charging. I think everyone is agreed that the level of subsidy from Government to the industry has been too high in recent years and the changes we are proposing should ensure that the system will become fairer for both the industry and the taxpayer. The MHS is making huge strides on its own cost reduction plan. Its five regional offices are in the process of being closed and the gross cost of operations will have fallen by £14.4m by 2009/10.

`I am committed to making sure that there is continuing support for the smallest operators. The FSA will continue to play its part in giving confidence and protection to all parts of the industry to help it to deliver to the consumer the safest and best product possible.`

While the proposed increases will reduce the subsidy to the industry in Great Britain from £28m to £25m, the MHS's overall plan is to reduce operating costs of £91m to £74m by 2012/13.

Time-based charging will enable the MHS and the respective food business operator to establish a working relationship that will have a much greater commercial discipline and will encourage the use of MHS resources in a much more effective way.

The FSA is also working with EU partners to try to develop a more risk-based approach to the regulation of the meat industry and to lessen the regulatory burden on the industry as a whole. This is an important element to the FSA's policy, and the regulator's relationship with the industry will play a crucial part in making the case to the EC.

Additional revenue derived from increased charging proposals (GB only):

Country	Red meat slaughterhouse	White meat slaughterhouse	Cutting and game plants	Total	SRM charges
England £k	1750	1185	49	2984	341
Scotland £k	375	82	9	466	86
Wales £k	235	20	2	257	77

New Guidance on Vac Packing

New FSA guidance recommends that the shelf-life applied to VP and MAP products be restricted to a short shelf-life i.e. no greater than 10 days unless the food business operator is able to demonstrate that appropriate key control measures are in place.

Introduction

This guidance is applicable to raw and ready-to-eat vacuum packed or modified atmosphere packed chilled foods, and provides advice on how to produce these foods safely.

The bacterium *Clostridium botulinum* is able to grow and produce a harmful toxin in the absence of oxygen. It is important that vacuum-packed chilled foods have the necessary controlling factors or hurdles in place to minimise the risk of growth and toxin production by this organism, throughout the shelf-life of the product.

The guidance explains the 10 day shelf-life rule, and the requirement for additional controlling factors, where the shelf-life is greater than 10 days.

Intended Audience

This guidance is recommended for use by manufacturers and retailers of chilled vacuum and modified atmosphere packed (VP/MAP) foods and to assist in the practical development of HACCP for these foods.

It is designed to meet the needs of all levels of expertise, from technical managers in large enterprises to small businesses and individuals. The guidance is also designed to help Food Law Enforcement Officers carrying out their enforcement duties.

Purpose

The guidance summarises the ACMSF Report on Vacuum Packaging and Associated Processes, the Industry Code of Practice for the Manufacture of Vacuum and Modified Atmosphere Packaged Chilled Foods and the recommendations found in the ACMSF 2006 Report available at: <http://acmsf.food.gov.uk/acmsfreps/acmsfannualreports>

The ACMSF recommended a maximum 10 day shelf-life for vacuum and modified atmosphere packed foods stored at $3 \leq 8^{\circ}\text{C}$ when other specified controlling factors could not be identified.

More information on the SFMTA Members Only website or at <http://www.food.gov.uk>

Credit Protection Association est 1914

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Best Practice Advice

RECOMMENDED CRITERIA FOR THE USE OF THE TERM "TRADITIONAL"

The term "traditional" is widely used to describe a product or method of preparation when newer alternatives are available on the market. It implies more than "original" or "plain".

Unless the term forms part of a name that has been registered under European rules (e.g. "Traditional Farmfresh Turkey"¹), the term "traditional" should demonstrably be used to describe a recipe, fundamental formulation or processing method for a product that has existed for a significant period.

The ingredients and process used should have been available, substantially unchanged, for that same period. It is within consumer expectations for the product to have been made in a factory.

It is misleading to use the term "traditional", without qualification, simply to distinguish an "original" recipe from subsequent variants. Manufacturers and retailers should pay particular attention to the use of ingredients, particularly additives, and to the use of processes that have not been used in food manufacture for the significant period of time indicated above.

They must ensure that the term does not imply a composition or production method that would not be regarded as "traditional" by the average consumer and should consider whether the term "original recipe" or similar expression may be more appropriate. There should be evidence to substantiate the use of the word for the particular product.

Recipes of what might be described as "traditional" products may change over time to accommodate consumer demands and expectations (e.g. Christmas puddings and mince pies made with vegetable rather than animal fat/suet; and other foods that are traditionally consumed at certain times of the year).

Such foods should not be described as "traditional X". However, reference may be made to the traditional nature of these products, provided this does not imply that the product itself has been made traditionally/to a traditional recipe unless this is the case. For example - "Christmas pudding – a rich, steamed fruit pudding traditionally eaten on Christmas day with custard, brandy butter or cream".

¹ Council Regulation (EC) No 509/2006 and Commission Regulation (EEC) No 1482/2000 on the Certificates of Special Character for Agricultural Products and Foodstuffs.

² As a general rule, this should be taken to be of the order of 1 generation / 25 years, which would be in line with Regulation (EC) No 509/2006 of 20 March 2006 on Agricultural Products and Foodstuffs as Traditional Specialities Guaranteed, that introduced a legal definition of the term "traditional", specifically for the purpose of the regulation. This definition requires a period of 25 years for production/recipe for a traditional food that is registered under the Scheme.

RECOMMENDED CRITERIA FOR THE USE OF THE TERM "HAND-MADE"

A product endorsed as being "hand-made" should be significantly made by hand rather than just one element of the process being carried out in that way. Terms such as "hand assembled", "hand carved", or "hand decorated / finished" may be appropriate alternatives. If "hand crafted" is used then it should be clear as to which part of the process this refers to if it is not entirely produced by hand. It would not however be against public expectation for a "hand-made" product to be produced within an industrial setting.

BBC2 Family Business Documentary

Keep it in the Family

*Two thirds UK industry is made up of family businesses.
Fewer than 13% of these survive beyond the second generation.
Twenty five years ago 70% stayed in the family.*

The show looks to explore the dynamics of family businesses and the difficulty they might have in keeping the business in the family. BBC2 are looking for family businesses who do not have a successor. Young people now have so many choices and opportunities that taking over the family firm is often bottom of the list. The idea is that the son or daughter will serve an apprenticeship at the business for a fortnight, allowing the owner to take a step back and observe.

The Family business, once the staple of British industry, is disappearing. Each year around 30,000 close their doors for the last time simply because they can't find a suitable successor.

A generation ago the story was quite different. Family firms were thriving and the heir apparent would jump at the chance of a decent income and job security, not to mention the sense of pride in continuing the legacy. Nowadays the lure of moving away from home, spreading your wings and making a life for yourself is the norm for most young people.

Keep it in the Family is looking for family-run businesses facing the dilemma of who will take over the reins. Do you have a business that has been in the family for generations? Have blood, sweat and tears been shed to build your business but now the next generation are reluctant to carry on the tradition and the responsibility it brings?

If you would be willing to give your child a brief apprenticeship then step into temporary retirement, leaving them at the helm for two weeks; this could be the perfect opportunity for you and your offspring to take a fresh look at the future of the family firm.

To find out how to apply call the Keep it in the Family Team on 01752 727 448 or email keepitinthefamily@twofour.co.uk

Twofour Broadcast, Twofour Studios, Estover, Plymouth, PL6 7RG

Your chance to feature in the series is coming to an end so get your calls in as soon as possible.

Scottish Food Fortnight

Attention all members: - opportunity to take part in high profile promotion at no cost, just a little effort! **SFMTA have printed special point of sale materials.**



6th to 21st September 2008. This year`s Scottish Food Fortnight (SFF), the annual celebration of Scotland`s food and drink, is shaping up to be the biggest and best yet.



Organised and funded by the Scottish Countryside Alliance Educational Trust, SFF, now in its sixth year, has grown to be one of the key events in Scotland`s food calendar. SFF, supported by world-renowned cook Lady Claire Macdonald, has also received strong backing from the Scottish Parliament.

This year`s event will be launched in the spectacular setting of Glamis Castle in Angus and runs from 6th - 21st September.

Last year`s highlights included sunset dining in the Cairngorms, demonstrations from celebrity chefs, cheese and whisky evenings and colourful farmers markets including the annual market in the Garden Lobby of the Scottish Parliament at Holyrood.

Nicola Chalmers-Watson, SCAET director, said: "Scotland has some of the best food and drink in the world. Our fresh produce and our meat, game and fish is prized by the best chefs across the globe. Scottish Food Fortnight is about encouraging everyone in Scotland to make the most of our amazing larder."

It is very easy to participate within Scottish Food Fortnight. SFMTA will be distributing an A2 size theme poster and A3 size empty bellied posters. We suggest that you use the A3 posters to highlight produce of a local or Scottish flavour. You do not need to make this a Special Offer, it could be just a special purchase or something from your normal stock that could do with some highlighting.

You could set up your own event with tastings etc but please remember to advertise your event and apply for free SFF promotional material - 0131 335 0200. contact Neil Rafferty on 07733 301721.

The SFMTA Posters for the Scottish Food Fortnight will be sent out to you in August. Should you need more please just telephone Bruce on 01738 637472.

Trunet Packaging

In the month of August SFMTA members are advised to expect a tele sales call from our Corporate member, Trunet Packaging.

Turkey Price Warning

The agricultural sector is seeing inflationary pressures that none of us could have predicted. Addressing the AGM of our English and Welsh equivalents at their conference in Norwich, Robert Garner, Vice Chairman of Traditional Farm Fresh Turkey Association (TFTA) has warned that as a result turkey prices this year will be firm:-



"I am convinced that this year we are going to see a tight supply on traditional farm fresh turkeys. This being caused by the massive increases in all our costs. We are definitely starting to see a shrinking grower base. Boys who were doing 100 turkeys are slowly going out of business. There are also higher energy costs and feed costs are incredibly high.

"Some of the constituent products going into rations have jumped alarmingly. In 2007 wheat was £100 per ton, in 2008 £200 per ton; high pro soya in 2007 was £155 this year it is £245. Oil and fats £400 last year, £750 per ton this year; phosphates £200 last year, £650 per ton this year – it goes on and on. If you take components of an average turkey ration; wheat has an inclusion rate of 55% adds £55 per ton to the average price of ration; high pro at 20% adds another £49 per ton.

"Feed manufacturing is also costing considerably more money. Energy demands are big so gas and oil costs are adding another £1 to £1.50 per ton. Working capital is costing double what it might have cost 12 months ago. Producers will be looking for more support this year. This will be difficult in the current economic climate but I think that butchers customers will accept rises if the reasons are put to them. I urge you to talk to your customers, explain the reasons behind the rises."

Robert Garner grows 3000 predominantly bronze turkeys which are distributed through tailored customers, 12 traditional butchers, farm shops and farm gate sales. He started with barn reared whites initially but from 360 turkeys three years ago this has increased to 3000. All are grown under free range status.

"I was looking for that something that was going to give us that edge to go into the market place and achieve sensible prices for the product we were trying to produce. That led me to the Traditional Farm Fresh Turkey Association (TFTA) or Golden Promise.

Tax Inspections

An SFMTA member has advised the Perth Office that he has just finished a two year tax investigation and would be happy to chat to any members who have concerns regarding such an event. The member states:- "I have the benefit of hindsight and this may be of assistance should any other members find themselves in a similar position. I was fortunate in being a member of the Federation of Small Business, this for a cost of approx £150 per annum gave me the services of a specialist consultant, in fact an ex HMRC inspector.

"They provided all services including attendance at initial meeting, communication with HMRC and even met most of my accountant's fees. This was well worth the £150 per annum and although I know several accountancy firms offer a similar service I think the consultant provided a far better service than an accountancy firm could. A couple of points worth bearing in mind, having till receipts, satisfactory paperwork and accounts can prevent them looking at your personal accounts etc."

If any member has tax inspectors calling SFMTA can put you in touch with this member.

Pork perception positive for new consumers

People's perception of pork is improving and the new view of it as an easy, versatile and healthy meat is attracting new groups of consumers.



New independent research has shown that the historically boring and uninspiring view of pork is being replaced with a more positive reputation following a successful marketing strategy by QMS.

All of the consumers surveyed agreed that pork was 'easy to cook', with 97% agreeing it 'is really versatile for cooking with'. 93% of those questioned agreed with the statement 'pork is good for you'.

Laurent Vernet, Head of Marketing for Quality Meat Scotland, said: "These new figures are a substantial success story for the industry, and represent a massive turn around in recent years.

"Research has shown a 15 percent rise in health as the main reason for choosing a meal, and if even some of these customers are aware of the health benefits of eating fresh pork it could be a great support to the hard pressed pig industry."

The 'Get some Specially Selected Pork on that fork' campaign, which ran for six weeks throughout March and April, was focused on pork's healthy and versatile nature and as a product for families to enjoy.

Figures show that during the time of the campaign, the percentage of Scots eating fresh pork was up 6% year on year. Further, the Scottish market for fresh pork has growing faster than elsewhere in Britain. Annual expenditure is up over 9% to more than £53.1 million with volume up 10% year on year to more than 11,400 tonnes.

Laurent Vernet, said: "The interesting news for the industry is that new consumers are being attracted to the category, particularly in the 'dream demographic' young families with children, which has seen growth of more than 20 percent.

"The strongest levels of growth have come from people under 28, which has seen growth of more than 34% year on year.

"Our strategy is to invest in the consumers of tomorrow to ensure we increase consumption both now and in the future, but we always keep in mind that we can't alienate the existing consumer base, as they are key to continued growth in the short term"

The months ahead will see QMS preparing a summer campaign for the Specially Selected Pork brand. Building on the successful elements of recent campaigns, they will be ensuring the messages of health and versatility hit their target audience again and again.

Sainsbury's counter scoops Supermeat award

The counter in Sainsbury's East Kilbride was singled out for the best regional supermarket counter in Scotland at recent Supermeat awards organised by the Meat Trades Journal.

Sainsbury's fully branded the counter with Scotch Beef, Scotch Lamb and Specially Selected Pork point of sale from Quality Meat Scotland last year, as part of their work with the multiple retailers throughout the country.

The judges commented that the counters were impressive in both terms of the layout and product quality. Serve-overs were well-organised, consistent in standard and set out with flair and style.

Scotland's pigs lead the way on welfare

Scottish pigs are raised to world leading standards, but there's a cost that goes with this commitment, a new independent report has confirmed.

The new report, published by the Farm Animal Welfare Group (FWAG) says that the majority of pigs in Scotland are kept to a higher welfare standard than elsewhere in the EU and other countries.

The report highlights the further animal welfare steps taken by the UK industry to go beyond the minimum standards of pig welfare set out by EU directives.

In particular it draws attention to the UK ban on stalls for non-lactating sows and the fact that the UK has the world's only large scale farm assurance schemes focused on animal welfare.

The Quality Meat Scotland pig assurance scheme offers full chain assurance for 99% of the pigs raised in Scotland, and only pork marked with the Specially Selected Pork label offers this promise.

Having the most rigorous inspection of a producers' compliance with animal welfare legislation and a bigger focus on good practice than any other country comes with a cost attached.

The costs for UK producers are more than 12% higher than the EU average and more than 60% higher than North and South American exporting countries.

Andy McGowan, Industry Development Manager for Quality Meat Scotland, said: "The Scottish pig industry can be justifiably proud of its support of the development of a world leading system that promotes animal welfare and ensures quality and safety.

"This report shows that there's not a level playing field when it comes to the quality and cost of production systems within the EU, and it's a completely different ball game in other parts of the world.

"The market needs to reward this investment by the Scottish industry by demanding the same rigorous standards from imported product that consumers rightly expect and get from domestic pork.

"A healthy, high quality pig industry is necessary to produce healthy, high quality pigs."

The FAWC report was prepared for the Scottish Government as part of the pig industry task force. Quality Meat Scotland is a member of the task force, which is looking at ways of supporting the Scottish industry while it is facing large increases in feed, labour and energy.

BACKGROUND:

- There are around 40,000 breeding pigs in Scotland, about 8% of the entire UK herd.
- The EC has a common baseline for pig welfare standards set by council directives 91/630/EEC and 2001/88/EC and Commission Directive 2001/93/EC. Countries outside the EU such as the United States have no specific legislation for pigs.
- Close confinement in individual stalls for non lactating sows has been banned in the UK since 1 Jan 1999; most other EU countries will continue to use them until they are phased out in 2013.
- Research by the British Pig Executive in 2006 suggested that a majority of pigs for export to the UK do not meet UK minimum legal standards.

Business For Sale – T Kerr & Son, Selkirk -

Operating as a quality butcher for 27 years this business has built up an excellent reputation during this time.

The shop and business may be acquired separately from the flat, if preferred, and further information will be available on request and at www.sfmta.co.uk

Offers over £250,000 are sought for the property, goodwill, fixtures and fittings, with stock available over and above at valuation.

Viewing is strictly by appointment and arrangements can be made by contacting Suzanne Lawrie or Linda McGregor on 0131 477 6000 (option 3)

For Sale -

Sheerline Sausage Filler, 70lb capacity, stainless steel, can be seen fully operational
Offers to Mobile: 07815060445

For Sale -

Reich Unigar Steamer, Rack Oven, Ideal for puddings/cooked meats, use every day, can be seen fully operational. No reasonable offer refused.
Telephone 07815060445

For Sale

Avery Byro Mincer 32 inch 3 phase
£500 ono Tel: 01463 798303

For Sale

Hobart Mixer Grinder 32 inch 3 phase
Hobart Slicing Machine 3 phase £1,000 each
Tel: 01556 502501 Mob: 07801 822590

Items for Sale	Price	VAT	Total
Talsa 15 litre 3 phase sausage machine (as new)	£850.00	£148.75	£998.75
Combie Fan Assist Steam Oven (Gas, water and 3 phase required)	£950.00	£166.25	£1,116.25
Handtman VF80 Auto Sausage Machine (regularly and fully maintained)	£8,000.00	£1,400.00	£9,400.00
Stainless Steel Rack 18" x 30" (x 15 @ £100)	£1,500.00	£262.50	£1,762.00
Butcher Boy 32 Mincer, Single phase.	£500.00	£87.50	£587.50
Stainless Steel Rack 600mm x 400mm (x 3 @ £125) as new	£375.00	£65.63	£440.63
Various Stainless/Alloy Tables and Shelving	poa		
BBQ King Chicken Rotisserie	£300.00	£52.50	£352.50
Karen Connelly, Hugh Black & Sons Limited 01506 651460			

TB panic leads to new ban on export of British cattle

Dutch farmers have imposed an unofficial ban on imports from Britain after 12 cases of bovine TB. Exporters fear that a complete ban will be imposed across the EU



Farmers are braced for a new ban on live cattle exports to the Continent after British-reared calves sent to the Netherlands were found to have bovine TB.

Furious Dutch farmers have imposed their own commercial ban after 12 calves imported to veal production farms in March tested positive for the disease. The country has been free of the disease since 1999 and the Dutch Agriculture Ministry is said to be appalled at the breach of biosecurity. Unofficially, Belgian farmers are also refusing to take British calves and adult cattle. Exporters fear a complete ban on the trade of live cattle throughout the EU.

Kim Haywood, the director of the National Beef Association, said: "People are very worried about possible loss of exports because we are just approaching the main three-month season for export of calves for veal production. Following the BSE crisis, the market only started at the end of 2006 but since then we have slowly been recovering markets. It could be a catastrophe for the industry. If this issue builds momentum in Europe, the consequences could be dire. This is all down to the Government's inability to control bovine TB."

The National Farmers' Union, working with British officials in Brussels, is pressing for any bans to remain voluntary. Britain is offering safeguards on future trade with the Netherlands and Belgium to ensure that exports can continue. There is concern that if veterinary experts on the EU animal health committee impose a ban on British calves and cattle, it could take months for it to be lifted.

Calves were sent to the Netherlands to be fattened for veal from a dairy farm in March. The farm, which has not been identified, was clear of bovine TB at the time. Under trade rules there is no requirement for calves aged up to 42 days to be tested to show they are free of the disease before export. During a routine test for TB at the farm in May at least one infected cow was found.

As is normal in disease outbreaks, all animals that had moved from the farm in the previous 60 days were traced and tested. Government vets learnt then that a number had been sent to the Netherlands.

The Department for Environment, Food and Rural Affairs (Defra) informed the Dutch authorities about the possibility of TB infection on May 22. The animals have since been traced and 27 Dutch farms are under restriction pending testing and results. The Dutch Farmers' Union members are now boycotting British cattle and calves.

The incident is particularly embarrassing for the Government and Hilary Benn, the Rural Affairs Secretary, who rejected last month any cull of badgers to control the disease. The NFU believes that the Government's stance is in breach of rules that require countries to adopt an EU eradication plan for bovine TB. The disease is most widespread in Britain and the Irish Republic but neither has submitted a formal plan to Brussels.

Beef exports have been patchy since the BSE crisis. Britain could export 500,000 calves a year for veal production. Last year only 64,000 were exported, in a market worth £4.5 million; 37,000 went to the Netherlands.

Livestock Prices

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

BEEF PRICES	W/E 19/07/08	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	275.6 p/kg	282.9 p/kg	210.7 p/kg
Heifers dwt	272.7 p/kg	282.0 p/kg	212.3 p/kg
Young Bulls dwt	265.0 p/kg	268.7 p/kg	194.9 p/kg
Numbers			
Steers	2821	2614	3016
Heifers	1434	1530	1800
Young Bulls	619	881	1162

BEEF PRICES	W/E 16/07/08	Previous week	Previous year
Scottish Auctions			
Steers lwt	161.59 p/kg	164.15 p/kg	124.84 p/kg
Heifers lwt	160.63 p/kg	163.89 p/kg	127.05 p/kg
Young bulls lwt	139.35 p/kg	137.01 p/kg	109.59 p/kg
Numbers			
Steers	423	530	476
Heifers	386	474	451
Young bulls	40	108	70

Deadweight cattle week ending 19th July 2008								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	283.3	281.0	279.5	280.1	284.0	283.4	270.9	271.4
R	277.6	277.7	277.9	274.0	276.2	277.2	265.9	266.9
O+	274.0	273.1	270.8	263.2	267.7	267.6	257.7	-
-O	253.3	255.3	-	238.3	232.8	-	244.2	-

Bone collection at a cost of £15 + vat for a household 240litre bin.
Cover as far south as M8 including Lothians and Glasgow.
Douglas Brae Knackery, Douglas Brae, Keith, Moray, AB55 5HT
Tel 01542 882728

Members Only Website:-

<http://www.sfmta.co.uk/members/>

Please feedback your views on this addition to the service available to you as a member. Username and passwords were enclosed with your receipt for payment of subscription. If you need this re-sent, please contact Bruce on 01738 637472.

SHEEP PRICES	W/E 16/07/08	Previous week	Previous year
Scottish Auctions			
New Season SQQ lwt	134.58 p/kg	132.96 p/kg	114.54 p/kg
Ewes lwt	£31.99/head	£38.20/head	£29.22/head
Sheep numbers			
Scottish Auctions			
New Season SQQ	14393	14036	20375
Ewes	2721	3438	2965

SHEEP PRICES	W/E 19/07/08	Previous week	Previous year
GB Abattoirs			
New season SQQ dwt	288.7 p/kg	293.3 p/kg	258.1 p/kg

Deadweight sheep week ending 19th July 2008 p/kg				
		2	3L	3H
	U	302.4	300.6	288.9
	R	291.0	292.0	283.5
	O	278.0	278.8	274.1

PIG PRICES	W/E 19/07/08	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	136.37 p/kg	135.60 p/kg	109.98 p/kg

GB deadweight pigs ending 19th July 2008 – p/kg					
	Method 1 and 2 p/kg dwt	Change		Method 1 and 2 p/kg dwt	Change
Up to 59.9 kg	124.96	-0.35	80.0 – 89.9 kg	136.53	+0.89
60.0 – 69.9 kg	136.31	+0.51	90 kg and over	129.85	+1.13
70-0 – 79.9 kg	137.15	+0.78			

	DATE	STEER BEEF	SHEEP/ LAMB	PIGS
Analysis of the figures reported weekly by QMS for abattoir prices paid to farmers show increases:- 26% increase in Steer Beef, 34% increase in lamb and 22.5% increase in pigs since January.	12/07/08	283	289	136
	07/06/08	271	367	127
	10/05/08	269	391	121
	16/04/08	260	321	118
	08/03/08	250	282	113
	09/02/08	235	268	111
	05/01/08	224	216	111

Bells Bakers -

Enclosed with this Newsletter is a colour flyer detailing their Fill n' Bake puff pastry range.

Retail Prices for w/e 25/07/08

	SFMTA AVERAGE JULY	SFMTA AVERAGE JUNE	QMS AVERAGE JULY	QMS AVERAGE JUNE
SCOTCH BEEF				
Fillet Steak	3123	3074	2994	2944
Sirloin Steak	2181	2124	1928	1933
Popeseye Steak	1376	1398	1325	1291
Topside	1092	1070	1032	1032
Round / Rump Steak	1190	1169		
Diced Stewing Steak	915	905	863	835
Rolled Brisket	865	860		
Steak Mince	774	769	727	693
Boiling Beef Bone In	545	539		
DOMESTIC LAMB				
Whole Leg of Lamb	1000	980	966	936
Centre Cut Leg Bone In	1180	1161		
Gigot Lamb Chops	1282	1272		
Lamb Leg Steaks	1430	1422	1498	1469
Chump Lamb Chops	1329	1310		
Double Loin Lamb Chops	1315	1306	1427	1431
Single Loin Lamb Chops	1189	1176	1349	1368
Rolled Shoulder Lamb	924	919	997	968
Lamb Shanks	548	539		
Diced Lamb	1058	1052	1114	1124
Minced Lamb	956	948	992	1034
PORK				
Pork Tenderloin (Fillet)	1150	1135	969	969
Pork Leg Steaks	818	814		
Double Loin Pork Chops	732	728		
Single Loin Pork Chops	717	713	727	696
Rolled Shoulder of Pork	596	581	627	573
Belly Pork	524	505		
Pork Loin Steaks	870	865	934	816
Diced Pork	672	661	735	680
PRODUCTS				
Beef Link Sausages	598	595		
Pork Link Sausages	595	592	544	548
Speciality Pork Sausages	653	649		
Sliced Beef Sausage	537	534		
Sliced Black Pudding	482	477		
Ball Haggis	577	572		

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

Supplier of Dishwashers
Crossbush, Riccarton,
Kilmarnock KA1 5LN
Tel: 01563 551122,
Mobile: 07788 926925

AVERY WEIGH TRONIX LTD,

Foundry Lane,
Smethwick,
West Midlands B66 2LP
Contact: Gerry Doran Tel: 0774 077 2154

BELL BAKERS

Hawthorn Bakery, Torbothie Road,
Shotts, Lanarkshire ML7 5BD
Tel: 01501 820222
Email: enquiries@bellbakers.co.uk
Web: www.bellbakers.co.uk

DALZIEL

Bellshill North Industrial Estate,
Bellshill
[ML4 3JA](http://www.dalziel.co.uk)
Tel: 01698 749595
Fax: 01698 740503

GMC CORSEHILL LTD

Ailsa Road, Kyle Estate, Irvine KA12 8NG
Tel: 01294 275133/322807/313290
Fax: 01294 312300/313247
E mail: sales@gmccorsehill.co.uk
web: www.gmccorsehill.co.uk

LUCAS INGREDIENTS

Portbury Way,
Bristol
BS20 7XN
Tel: 0800 138 5837

PARAGON PRODUCTS

Hygiene Specialists
Newhailes Ind Estate, Newhailes Road,
Musselburgh EH21 6SY
Tel: 0131 653 2222 Fax: 0131 653 2272

SCOTWEIGH

Suppliers of the TEC SL-9000 and Portable scales.
Unit 2/4 Granary Square,
Bankside, Falkirk FK2 7XJ
Tel: 01324 611311

WILLIAM SWORD LTD

Blairlinn Ind Est,
Cumbernauld,
G67 2TX
Tel: 01236 725094

TURNER VEHICLE BODIES

Carseview Rd,
Suttieside Ind Estate
Forfar, DD8 3BT
Tel: 01307 462142

ACE REFRIGERATION LTD.

96 Milnbank Street
Glasgow G31 3AL
Contact: Eleanor O'Connor
Tel: 0141 556 7691
E-mail: fimckenzie@acerefrigeration.co.uk

BARO LIGHTING (UK) LTD

Oakwood House, 36 Wood Lane
Partington, Manchester M31 4ND
Tel: 0161 777 9292 Fax: 0161 777 9404
Email: sales@baro.co.uk
Web: www.baro.co.uk

BIZERBA (UK) LTD

Eastman Way,
Hemel Hempstead,
HP2 7DU
Tel: 01442 240751

EAST OF SCOTLAND CONTRACTS

Ferryhills Road,
Inverkeithing,
Fife
KY11 1HD.
Tel: 01383 418610

KRH LTD

1 Macgowan House,
Nobel Business Park,
Stevenson, Ayrshire KA20 3LJ
Tel: 01294 472755

McAUSLAND CRAWFORD

79-81 Abercorn Street ,
Paisley
PA3 4AS
Tel: 0141 849 7033

PARK PACKAGING

2 Ashley Drive, Bothwell,
Glasgow G71 8BS
Contact: John McSporrان
Tel 0845 2700800

STOCKLINE PLASTICS

Grovepark Mills,
Hopehill Road,
Glasgow, G20 7NF
Tel: 0800 262015

TRUNET PACKAGING (SCOTLAND) LTD

36 Gullane Drive , Coatbridge, ML5 5GF
Contact: George Murphy
Tel:01236 443401 8am - 8pm,
0784 107 1634

JAMES WHANNEL (WHOLESALE) LTD.

c/o Wishaw Abattoir,
Caledonian Road,
Wishaw ML2 0HU
Contact: Robert Kirkhope,
Tel: 01698 355022

WANTED

BERKEL FLAT BED

**BACON SLICERS
HAND DRIVEN**

NOT GRAVITY FEED

CASH PAID

Tel Mr Hancock

01782 616 799

07766711392

ANYTIME