



Champions!



Diamond daze for Scotland's award-winning butchers

Three Scottish Craft Butchers have been left dazzled after lifting top industry awards for outstanding meat products.

Boghall Butchers in West Lothian, **Marzipan's Meats** in Tayport and

Thomas Burns & Son in Boness have each secured a coveted Diamond Award in the Scottish Craft Butchers Awards 2020 - marking their individual products out as the best in Scotland.

Awards veteran Paul Boyle of Boghall Butchers said winning the Best **Beef burger** in Scotland title was "an award worth waiting for".

"We were runners-up for the title eight years ago and we set our mind to going one better one day," said the owner of the popular family business. "We've tweaked the recipe for this steak burger slightly over the years and now it looks like we've got it just right. "We're absolutely thrilled to achieve this top standing and it's a real feather in the cap of everyone involved at Boghall Butchers."



DALZIEL



Inside this issue

Champions reaction.....	3
Opportunity aware	8
Industry Labour Shortages.....	11
Focus on health podcast.....	12
Kantar retail report.....	15
Energy efficiency webinar.....	16
Global beef markets differ.....	24

Special points of interest

- Retail price update
- Adopt an apprentice
- Display unit for sale
- Product competition postponed
- Market Report
- Regional meetings on video

The Scottish Craft Butchers office in Perth is now closed following government guidelines. We hope to be open in July.

We will be available to our members to answer any queries via email or by mobile phone and will be available out of office hours for any members wanting to contact us.

Our contact details are below

Gordon King: - gking@sfmta.co.uk 07917524313

Bruce McCall: - bruce@sfmta.co.uk 07834490922



SCOTTISH CRAFT BUTCHERS



VERY SCALES XT: Power at your finger



Introducing the new family of XT Series weighing scales: XTs, XT1 and XTx

Faster, smarter, and better for the environment than ever before

Touchscreen for simple, fast and accurate operator input

Full customer-facing screens for powerful adverts and promotions

Retailer focused operation modes: receipt, cash control, counter-labelling or pre pack labelling

MXBusiness software compatible for easy product management and business reporting



Velocity Business Management Software

Velocity allows you to effectively manage your retail and wholesale businesses via a simple user interface designed with you in mind

Scale Integration

The Velocity software integrates seamlessly with the Avery Berkel range of retail scales, managing the full range of data available to be imported and exported from the scales.

Retail

An ideal solution for farm shops and retail outlets: all of the scale data can be managed from one central location and each transaction gets automatically collected by the system ready for reporting.

Stock control allows the user to know exactly their stock position in real time as items are sold.



Wholesale

Velocity supplies a complete order processing workflow: from order entry through to order processing, invoicing and dispatch.

The completed orders are collected automatically from the scale waiting for printing and dispatch. A single click of the mouse will group a set of invoices together into a dispatch note and print all associated paperwork ready to be sent out for delivery.

Each customer account can be configured with its own individual price list, the price lists provide a powerful mechanism for calculating alternative prices. The pricing may be a simple alternative price or based on a percentage of the standard cost or selling price.

Reporting

For retail and wholesale users the system provides powerful reporting capabilities producing:

- Customer Account Statements
- Profit and Loss
- Invoices
- Orders
- Delivery Notes
- Product Sales
- Tax Liabilities
- Price Lists

And many more.

Every report can be exported into PDF, Excel and Word Formats.

Additional custom reports are available on request.



COLIN HEWITSON
WEIGHING & FOOD PROCESSING EXPERTISE

A COMPLETE PRICE SIGN SOLUTION

Double, triple and quadruple price signs
Price signs printed directly in seconds
Transform your counter
Professionally printed counter price signs
Allergens, ingredients, sales messages, special offers on display to your customers
Various sizes of price signs and ribbon colours available
Easy, straightforward installation
Can be used as a stand alone price sign printer



RETAIL CUSTOMER ENGAGEMENT

LOYALTY PROGRAMME

Everything you need to run your own points-based loyalty scheme on your scales

SAVINGS CLUB

Add Christmas savings club to customers' loyalty cards - automatically send updates

MARKETING CENTRE

Emails & text marketing. Vouchers & promotions. Send relevant offers to the right customers based on past activity

BAND SAWS



MEDOC BANDSAWS
Stainless steel and sealed to IP 65 water protection level. Each machine can be washed with pressure. Automatic blade tensioning system. Half sliding table (standard) or pro duct pusher (optional order) & detachable blade cleaners



BIZERBA

REX TECHNOLOGY



Easily programmed through the handy touch screen control panel

Full duty hopper, also being easy to add without the need for steps

New holding device for parts of result when filling into natural or artificial casings

Also suitable for straight filling

VACUUM PACKERS

Table Top T Range



from **TURBOVAC**

Mobile M Range



We also supply pouches

BLUE SEAL OVENS

Blue Seal



E32D4 ON THE SK32 STAND

Full Size Digital / Electric Convection Oven on a Stainless Steel Stand

RATIONAL OVENS



Lead by name of Rational's Power Washers
THIS MUST BE SEEN
Ring now for a demo!

UTENSIL WASHERS



BOILERS



SAUSAGE FILLERS



MIXERS



BURGER MACHINES



Diamond daze for Scotland's award-winning butchers

Taking the Scottish title for Best Speciality Burger is Tayport's relatively new business, Marzipan's Meats, where owner Paul Marzinik said his award-winning **Sweet Chili Cheeseburger** was a classic flavour combination that was already a winner with his customers.

"It's the fastest selling burger we do," said Paul who launched the business three years ago. "It outsells all the others.

"I'm over the moon to win the Scottish title and our beautiful Diamond Award will take pride of place in the shop window," he said. "My Dad's busy producing plenty more so that hopefully anyone wanting to try Scotland's best speciality burgers won't leave empty-handed!

"This is an unbelievable honour and we're over the moon to receive this recognition from the industry and our peers. It's a tremendous boost to a young enterprise."

A unique combination of **pork, applewood smoked cheese and leek** secured the Best Speciality Sausage title for sisters Jane Ross and Emma Burns who own Thomas Burns & Son butchers in Boness.

And they were thrilled to see their tasty sausage bring home a Diamond Award for the family business.

"This sausage formed part of our new summer food range and has proved a winner with our customers," explained Jane. "To see it wow the judges as well is fantastic - we're so thrilled. This is ultimately what we all want - the Diamond Award is the big one."

Gordon King, Executive Manager of Scottish Craft Butchers, said the standard in this year's industry evaluations had been "exceptional".

"Every time we stage these awards the bar just gets higher," he said. "The innovation, dedication, quality and consistency shown by Scotland's butchers is outstanding and the products presented for evaluation were among the best we've ever seen.

"We had nearly 400 entries this year, resulting in three Diamond, 120 Gold and 196 Silver awards being presented - all demonstrating the very high standard of product developed and sold by our local butchers."

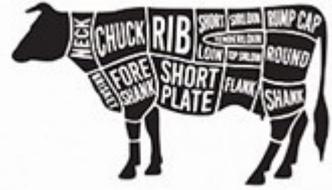
Mr King praised the outstanding contribution of Scotland's butchers throughout the Covid-19 crisis, stressing that many had gone the extra mile to ensure that housebound, elderly and vulnerable customers enjoyed home deliveries and that measures were taken to ensure shop customers enjoyed a safe and compliant shopping environment throughout.

"Scotland's local butchers proved yet again that they are the heart of the community and they have excelled not only as a local service but also on the national stage with some truly outstanding products."

The Scottish Craft Butchers Awards 2020 were sponsored by national butchers suppliers Dalziel Ltd., Bellshill. Danny Upson (Retail Butchery Sales Director), said "Congratulation to all the winners, we are very proud to support and sponsor this year's product evaluation event. We believe it's so important to support these types of events to help all retail butchers to showcase to the quality of the product they make and sell."



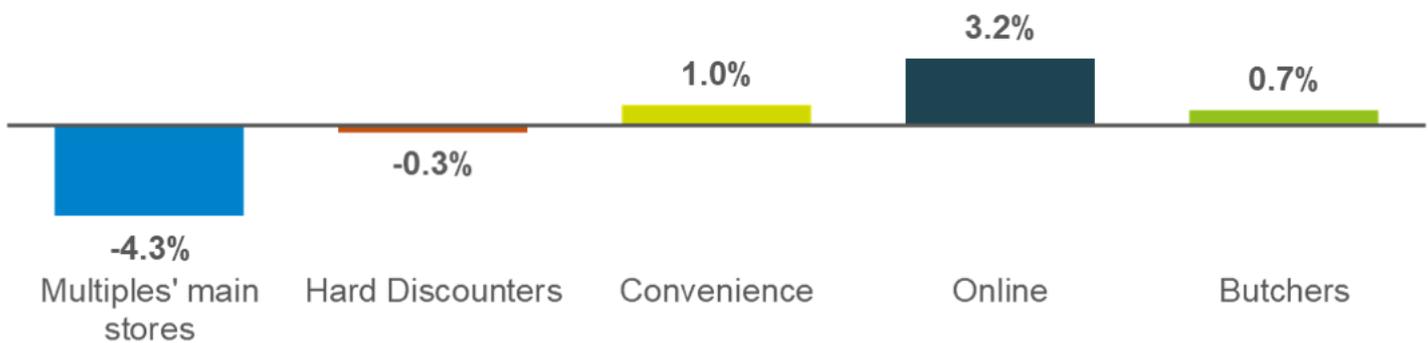
During the first 12 weeks of lockdown, British shoppers spent an extra £45m at butchers' shops than in the same period last year, according to the latest Kantar data.



This increase, equating to a volume uplift of 39% during the 12 weeks ending 14 June, came as people adapted to social-distancing rules by shopping locally and visiting large supermarkets less often.

While the online channel has made big gains under lockdown, butchers have also experienced consistent growth within the meat and poultry category. This allowed their share of spend on meat and poultry to increase to 3.7%, a rise of 0.7 percentage points when compared to last year.

Share of meat and poultry spend by channel
Year-on-year percentage point change



Source: AHDB/Kantar, 12 w/e 14 June 2020, MLC9

Shifting shopper behaviour

The number of independent butchers in the UK has reduced dramatically over the last 25 years, as people moved away from the high street to large supermarkets. Lockdown has reversed that trend to some extent as people have rediscovered their local butchers' shop.

In general, visitors to butchers' shops are likely to be more affluent and aged between 45 and 64. However, shoppers aged under 45 were the most likely age group to have visited a butcher when they normally wouldn't. In the 12 weeks to 14 June, both age groups made a similar contribution to the growth in meat and poultry sales through butchers' shops during the lockdown period (Kantar).

There is a need for butchers to retain these new shoppers, and the opportunity is there. Of those shoppers visiting specialist stores (like butchers) more frequently, 78% say they will continue to do so, according to IGD research.

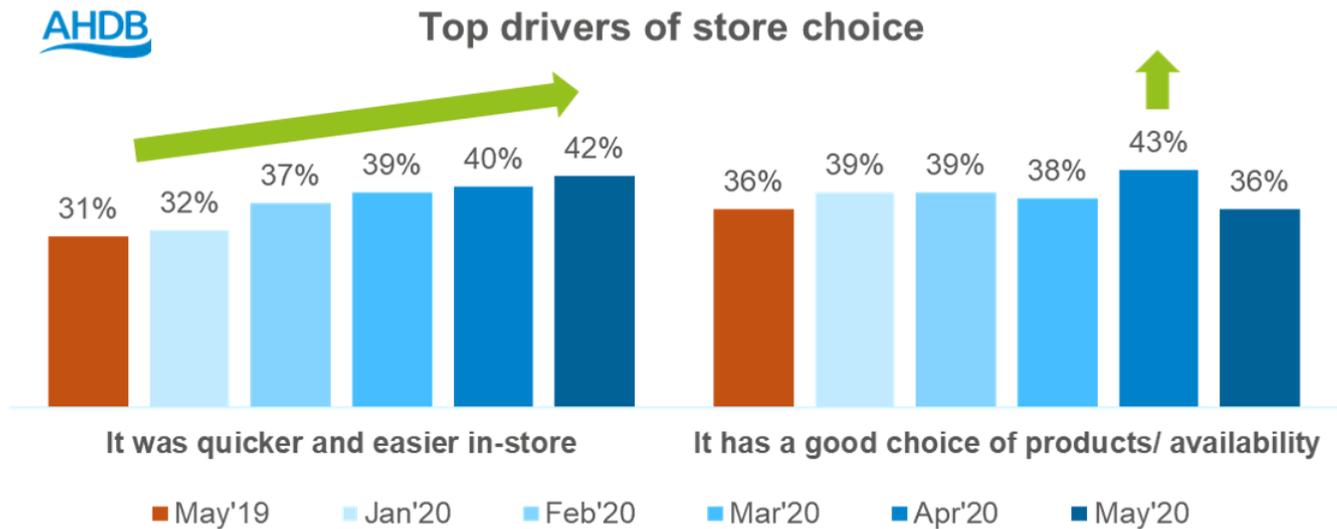
"We have started using the local butchers and farms for our meats, eggs and honey and this is something we're going to stick to, don't really have an answer to why we never did this before, maybe it just seemed a lot easier to get everything from the supermarket."

Couple, Early 30s, North West.

Source: IGD Shoppers of Our Time community, June 2020

There are a range of reasons why people will have turned to their local butcher. During April, availability became hugely important as supermarket shelves were stripped bare. In the 12 weeks ending 14 June, butchers' shops gained spend from people switching from every supermarket – premium, discount and big four stores.

However, as the peak of the panic-buying subsided, this issue of availability became less important and it is now ease and speed in store that is having more influence on store choice.



Source: IGD, COVID-19 : Changes in shopping channels and missions, June 2020
Base: 1000+ British shoppers each month

“The way I shop and eat has changed immeasurably. I am avoiding at all costs, going into shops, so have ordered online and am learning more and more about local deliveries, and feel I want to support local businesses more.”

Early 60s, living alone, London.

Source: IGD Shoppers of Our Time community, June 2020

The IGD research shows that, when grocery shopping, queuing to get in and out of the store, concern about availability and lax social distancing from other shoppers has increased stress and anxiety among shoppers. The personal service from butchers, along with the fact that they usually have a fully visible shop interior to see who else is there, make them well placed to help minimise the level of stress.

All cuts prove popular

Butchers saw almost every single cut of meat and poultry grow ahead of the market average for all retailers. Even though burger and sausage volumes were up significantly across the market, thanks to the sunniest spring on record, butchers still outpaced this, with beef burger volumes up 74% and pork sausages up 51%. However, chicken breasts proved most popular, with volumes up 87% year on year, compared to the market backdrop of +24%.

One key anomaly was the performance of beef steaks; although volumes were up 24% at butchers' shops, this was behind the market average of 27% (Kantar, 12 w/e 14 June). This may be explained by data showing that beef steaks sold at butchers' shops were 20% more expensive than the market average. However, there is scope for butchers to continue driving home quality credentials, as a majority of visitors to specialist stores, even under lockdown, agree that quality overcomes concerns about higher pricing.

71%

agree that
‘better quality at specialist stores overcomes concern about higher prices’

Source: IGD research. 3rd – 4th June 2020.
Base: 447 British shoppers who visited specialist retailers more regularly during lockdown.

The role Of local

Promoting local credentials is one way to maximise the perception of quality that might encourage shoppers to continue shopping at butchers' shops.

The AHDB/YouGov Consumer Tracker, conducted in April, showed that half of consumers say they will proactively seek out British produce once restrictions are eased.

While responses to a survey don't always translate to behaviour change, even a small proportion of shoppers making a conscious switch to British produce could be a sizeable movement.

However, the trade-off between value and provenance will increase as financial worries impact household spending power and is therefore something to be monitored closely over the next few months.

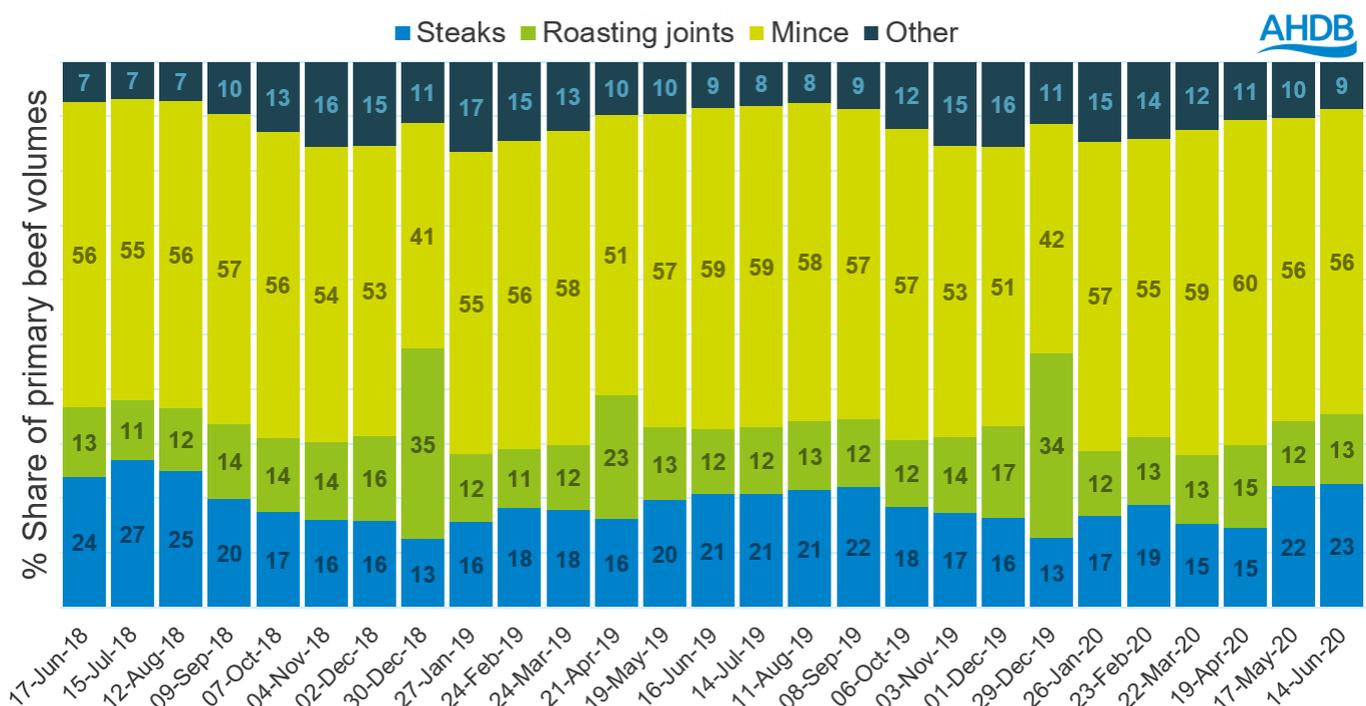
The influence of national and personal financial worries won't be the only influence on spending power. If restrictions are brought back in to manage the impact of COVID-19, this will also influence the fortunes of the category.

Opportunities for butchers

With scratch cooking firmly back in fashion, butchers have the opportunity to encourage consumers to cook with unusual or less popular cuts of meat, while multiple retailers tend to stock only the most popular cuts. Butchers can use their expertise to advise on the best cooking approaches and recipe recommendations to allow shoppers to make informed choices. The challenge now for butchers is to offer something different to draw people in. As we see more movement towards 'kitchen-ready' meals that can be cooked easily within a certain time frame to fit around work, family and social activities, butchers could capitalise on this with pre-prepared meats.

Furthermore, with shoppers becoming more concerned about the environmental impact of their actions, sourcing locally could help alleviate some of their concerns. However, to follow the trend, butchers may need to think about introducing online shopping or click and collect options for convenience.

Independent butchers play an important role in the vibrant culinary and retail landscape of Great Britain and are fundamental to sustaining the agricultural industry, particularly farms local to the outlets. With the possibility of reduced meat consumption on the horizon there could be the potential that consumers will expect more from the meat they eat. And independent butchers are in a prime position to offer the customer locally sourced, traceable produce served with top-quality expertise and care.



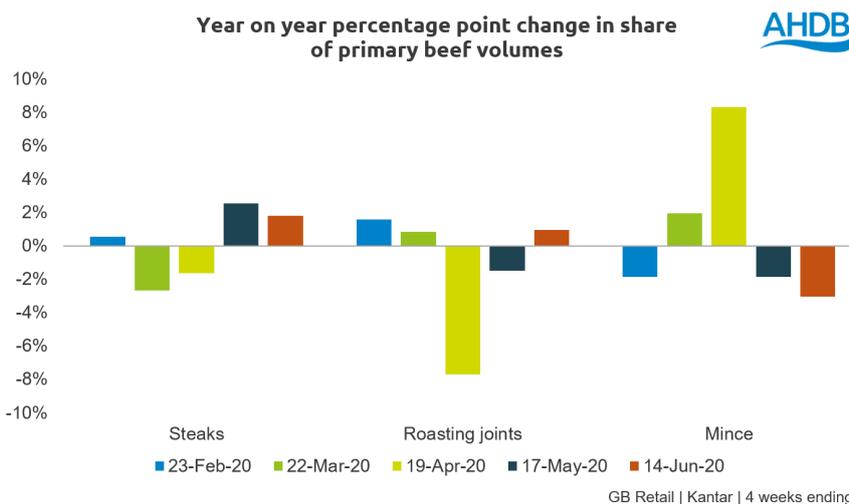
4 weeks ending

Source: Kantar | GB Retail

Shoppers pick up more mince

Meanwhile, in the retail market, beef mince sales were rising quickly. Beef mince is a staple in British shopping baskets, as an affordable and versatile cut which is used in some of the nation's home cooked meals and suitable for batch cooking. In the four weeks to 19 April 2020, 46% of households bought beef mince, up significantly from 36% in April 2019 (Kantar). In the last week of March, 66% of primary beef volumes sold through retail were sold as mince. This shift in product mix meant the average price shoppers paid for primary beef fell to just £7.01/kg in the last week of March, the lowest weekly average price in at least five years. This initial rush towards mince risked exacerbating the balancing problem created by restaurants closing, with demand for lower value cuts growing while higher value cuts lost share. A weak Easter also meant roasting joints missed out on their usual seasonal bump in sales.

To help combat the challenges faced due to lockdown, industry bodies called upon retailers to purchase a wider range of cuts, in order to ease the pressure on carcass balance. In the second week of April, the Make It Steak consumer marketing campaign was launched to encourage shoppers to recreate special steak meals in the home.

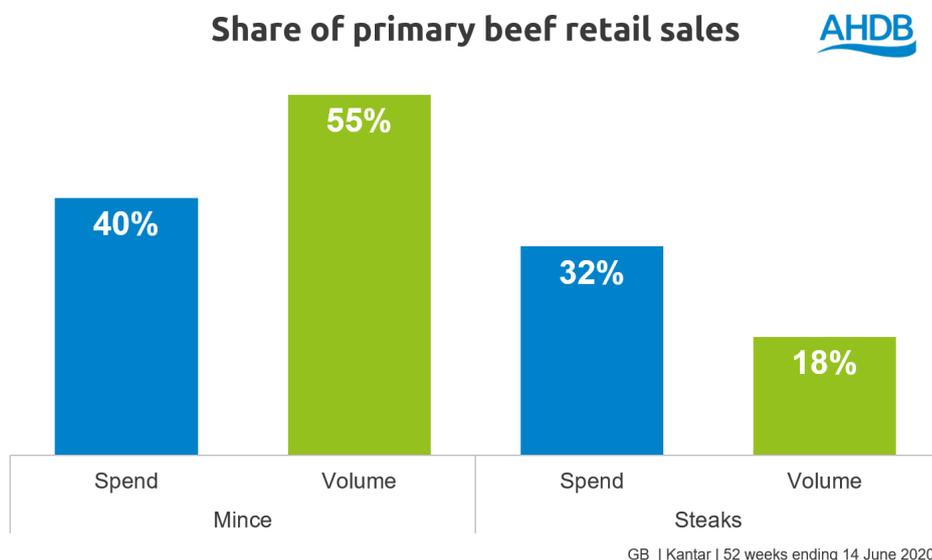


Steaks in recovery

Retailers increased their promotions on steaks in the following weeks, which helped to boost sales. In the four weeks to 17 May 2020, volumes were 44% above the same period in 2019. Although mince was still in growth, its pace had eased off to 23%.

This meant that steak's share of primary beef volumes grew from 15% in April to 22% in May. The latest data, for the four weeks to 14 June, shows share has been maintained at 23%. This is above the 21% share it had in June 2019. Steaks are crucial to driving value in primary beef, representing 32% of spend and 18% of volume in the last year. This recent sales performance for steak will therefore have contributed to an improvement in the overall value of the primary beef category.

The average price consumers are now paying for primary beef sits at £7.77/kg (4 weeks to 14 June 2020), an increase of 6 pence on where it was in June last year. Foodservice demand and trade have also started to pick up which is providing support to cattle prices. Longer term, the impact will depend on the shape of the economic recovery and how consumer behaviour develops.



Are you ready to make the most of the opportunities that the Covid pandemic presents?

There is no doubt that these are unusual times. Butchers businesses have responded to the pandemic exceptionally well, meeting the demands of the consumer and tailoring that service to the individual needs of each new, and old, customer.

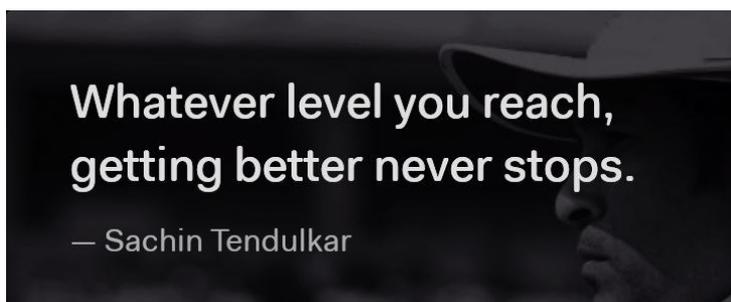
We have offered telephone/online ordering with contactless payments. Deliveries to the door, meat packs made up specially to suit the needs of each individual's home requirements and budget.

Sometimes our staff have been a simple friendly voice on the other end of the phone, taking an order from someone who may not have had much contact with the outside world for many weeks, this has been done with compassion and empathy.

We should never doubt the power of our profession to make a difference, even a small one, to the general public. This can leave a lasting impression which can lead to long lasting customer loyalty.

With this extra business we are all getting, it can be easy to believe that it will last forever. However, we all know that eventually the supermarkets will fight back with aggressive marketing and price wars.

It may be important to remember that to continue to grow our businesses then we must always be prepared to have a look at what we are good at and what we can improve. As the cricketer Sachin Tendulkar said **“Whatever level you reach, getting better never stops”**.



Retail companies, like other businesses, often use a SWOT (strengths, weaknesses, opportunities and threats) analysis to evaluate their businesses. A SWOT analysis for retail is a detailed look at the retailer's strengths, weaknesses, opportunities and threats versus key competitors in the marketplace. Strengths and weaknesses are considered internal factors, over which a retailer has more control. Opportunities and threats are external factors, which are positive and negative situations that retailers continuously face.

S STRENGTHS	W WEAKNESSES	O OPPORTUNITIES	T THREATS
<ul style="list-style-type: none">• Things your company does well• Qualities that separate you from your competitors• Internal resources such as skilled, knowledgeable staff• Tangible assets such as intellectual property, capital, proprietary technologies etc.	<ul style="list-style-type: none">• Things your company lacks• Things your competitors do better than you• Resource limitations• Unclear unique selling proposition	<ul style="list-style-type: none">• Underserved markets for specific products• Few competitors in your area• Emerging need for your products or services• Press/media coverage of your company	<ul style="list-style-type: none">• Emerging competitors• Changing regulatory environment• Negative press/media coverage• Changing customer attitudes toward your company

Identify and List Strengths

The first step in doing a SWOT analysis for a retail company entails identifying strengths. One possible strength may be the retailer's financial backing if it has plenty of capital and access to bank loans. Another strength may be the retailer's cheaper wholesale prices. Additionally, the company may offer unique products compared to other retailers.

For example, a clothing store may sell high-quality but slightly defective clothing at a low price. Whatever the case, a retailer should make a list of all its strengths versus key competitors.

Pinpoint Potential Threats

A retailer can identify certain threats through a SWOT analysis. Threats can include a decrease in consumer demand, a recession, price wars among key competitors or even an increase in competition. Even a change in shopping habits can be a major threat to a retailer.

For example, when people started migrating to the suburbs in the 1950s and 1960s, downtown retailers, which represented the traditional way of shopping, were affected. These days, the growing popularity of online shopping represents an ongoing threat to bricks-and-mortar retailers.

Analyze SWOT for Better Decision-making

Retailers should not just identify their strengths, weakness, opportunities and threats; they must also use this analysis to develop effective marketing strategies. This can be accomplished by matching an internal variable, like strengths, to an external variable, like opportunities. For example, the owner of a chain of gift shops may have a tech-savvy marketing team – a strength – so she may see the opportunity to increase sales and profits through social media campaigns over the Internet that the marketing team can spearhead.

SWOT analyses can also be integrated into a retailer's hiring practices. Asking a potential manager prospect to complete a SWOT on the business or a competitor as part of the vetting process can reveal helpful information and identify candidates with the analytical skills to improve the company's bottom line.

Identify Palpable Weaknesses

A retail company should identify its most palpable weaknesses in a SWOT analysis. Through market research, the retailer can check if it has a weak brand image versus key competitors or lack of identity in the marketplace. For instance, the store may sell both cheap and expensive brands, so it lacks a defined place in the minds of consumers. Essentially, the store selling to all market segments may mean it has no competitive advantage that sets it apart from other retailers.

Look for Opportunities

Another step in a retail SWOT analysis is identifying key opportunities in the market, often through a review of a company's sales force and market research. Opportunities can include unfilled consumer needs. For example, a small web design company may see an opportunity to add consulting services, if it identifies customers who desire it when conducting marketing research. Or a retail company may identify an opportunity to purchase a smaller retailer to increase market share through a SWOT analysis.

Overall, a simple look at where you are at and where you want to be does not need to be a lengthy exercise. However, doing nothing may lead to the extra custom we have been enjoying over the last few weeks, slipping back into the arms of those multiples who will be ready to tempt them.

SWOT Analysis – A Summary

Strengths	Weaknesses
<ul style="list-style-type: none">• Strong USP• Ownership of supply chain• Healthy financial position	<ul style="list-style-type: none">• Need for nationwide coverage• No convenience stores• No online business
Opportunities	Threats
<ul style="list-style-type: none">• Green, organic, ethical products• Food miles and carbon offset	<ul style="list-style-type: none">• Competition Commission• Online retailing



WEBSITES

SCOTWEIGH

CONNECT

Struggling to keep track of orders because of non-stop phone calls every day?

Don't have an easy to use system to tell you **exactly** how much of each product has been ordered?

TALK TO US

We can create a new website, or integrate with your existing website, to simplify your life in these difficult times

Linking a website to our scale system allows you to get easy daily picking lists, manage how much of each product you want to sell on the website, and plan order collections & deliveries.



The above website is an example of what we have produced for other butchers

This website was created and launched just after the UK entered the COVID-19 lockdown to enable this butcher's shop to easily take and manage their customer's orders

This allowed their team to focus on their butchery instead of answering phone calls from customers all day

WHAT OUR CUSTOMERS HAVE TO SAY ABOUT WEBSITE INTEGRATION

"Now more than ever I'm aware of how good the system is, after having our website designed & integrated by Scotweigh"
- Patricks of Camelon

"The system lets me keep on top of orders without losing my mind"
- R Brown & Son

"Using the Scotweigh Connect scales with our website saved us a lot of hassle and frustration"
- Fergusons of Airdrie

"This integration has allowed us to move the business forward, website integration to the Scotweigh Connect system is a superb facility"
- S Collins & Son

01324 611 311
sales@scotweigh.co.uk

SCOTWEIGH

New BMPA report offers solutions to workforce challenges.



The problem of labour shortages in the meat industry is perennial. Meat processing, by its very nature, is labour-intensive and difficult to automate because of the flexibility, dexterity and judgement of a skilled butcher that's needed on parts of the production line.

BMPA has just published a report which lays out the labour challenges that the industry faces, the recruitment efforts that have already been undertaken and how firms plan to tackle this in the future. The report has a list of recommendations for Government to consider for the short, medium and long term.

Migrant workforce

For the last 20 years, migrants have been a vital source of skilled workers who are prepared to work in locations across the UK. They have made up the numbers where UK workers cannot be found. And, contrary to popular belief, they work for the same wages as UK workers.

This year, BMPA conducted a survey of its members to assess the makeup of workers in their plants. It showed that, while the reliance on overseas labour has come down since 2018, it is still very high with EU workers typically making up over 60% and in some cases over 70% of workforces.

British workforce

Until the coronavirus crisis, it has been incredibly difficult to recruit British workers into the meat industry due to a combination of reluctance to take on this type of role and very low unemployment in the areas where plants are located.

The report's author and BMPA's Technical Policy Manager, Anna Proffitt, said: "While it's hoped that more UK workers will now be attracted into the profession, there still remain significant challenges to fill skilled positions. Even if more British people step forward for training, there would still be a two year skills gap (the time it takes to train a new recruit) which would need to be filled by fully skilled workers.

"These skilled workers can only come from abroad and that's why BMPA is calling on the Home Office to include Butchers on the Shortage Occupation List. We also want Government to work with the industry to deliver public outreach to attract more young people as well as those switching career into the industry and provide easier access to the Apprenticeship Levy fund to finance their training".

BMPA has submitted this report as evidence to the Migration Advisory Committee consultation into skills shortages along with other submissions from across the meat industry arguing for a more tailored Shortage Occupation List.



Adopt an Apprentice

Be rewarded for taking on a skilled trainee

What is Adopt an Apprentice?

The financial incentive helps you cover the wage and recruitment costs of taking on a Modern Apprentice who

has been made redundant from another employer. It should be used to support an apprentice with employment for a minimum of 12 months.

For businesses in the oil and gas industry, the financial incentive is £5,000. For businesses in all other industries the incentive is £2,000.

How to apply

A training provider must make the application for you.

Call Claire at Craftskills Scotland on **01738 637785** or email **Claire@craftskills.scot**



Guide to re-opening and scaling up over the rest of Phase 2 and early Phase 3. Indicative dates: confirmation subject to relevant evidence reviews and phase criteria being met. Not all detail is shown below. Please refer to any relevant guidance.

Monday 29 June	Phase 2 - Indicative Dates	Phase 3 - Indicative Dates	Phase 3 - Advice on dates at 9 July Review (unlikely to be before 23 July)
Indoor (non-office) workplaces resume once relevant guidance is implemented. Includes: factories, warehouses, labs and research facilities. Excludes: indoor workplaces due to open in Phase 3 (e.g. non-essential offices and call-centres).	Travel distance restriction relaxed - 3 July	People can meet in extended groups outdoors (with physical distancing) - 10 July	Non-essential offices and call centres can re-open following implementation of relevant guidance (including on physical distancing). Working from home and working flexibly remain the default
Street-access retail can re-open once guidance is implemented. Interiors of shopping centres/malls remain closed for non-essential shops until Phase 3.	Self-catering accommodation and second homes (without shared facilities) permitted - 3 July	Households can meet indoors with up to a maximum of two other households (with physical distancing) - 10 July	Universities and colleges - phased return with blended model of remote learning and limited on campus learning where a priority. Public health measures (including physical distancing) in place.
Outdoor markets can re-open once guidance is implemented.	Outdoor hospitality (subject to physical distancing rules and public health advice) - 6 July	Organised outdoor contact sports can resume for children and young people (subject to guidance) - 13 July	Places of worship can re-open for congregational services, communal prayer and contemplation with physical distancing and limited numbers.
Relaxation on restrictions on housing moves.		All dental practices begin to see registered patients for non-aerosol routine care. Work will begin to return aerosol generating procedures to practice safely - 13 July	Easing of restrictions on attendance at funerals, marriages, civil partnerships, with physical distancing (limited numbers).
Outdoor sports courts can re-open.		Increasing capacity within community optometry practices for emergency and essential eye care - 13 July	Following will be subject to further public health advice:
Playgrounds can re-open.		Non-essential shops inside shopping centres can re-open (following guidance and with physical distancing) - 13 July	Live events (outdoors) - with physical distancing and restricted numbers.
Registration offices open for high priority tasks.		All holiday accommodation permitted (following relevant guidance) - 15 July	Live events (indoors) - with physical distancing and restricted numbers.
Marriages & civil partnerships allowed with minimal attendees - outdoors only.		Indoor hospitality (subject to physical distancing rules and public health advice) - 15 July	Indoor gyms - with physical distancing.
Zoos and garden attractions can open for local access only (broadly within 5 miles) in this phase.		Hairdressers and barbers - with enhanced hygiene measures - 15 July	Other personal retail services - with enhanced hygiene measures.
		Museums, galleries, cinemas, monuments, libraries - with physical distancing and other measures (e.g. ticketing in advance) - 15 July	Other indoor entertainment venues (e.g. nightclubs, bingo, theatres, music venues).
		All childcare providers can open subject to individual provider arrangements - 15 July	

Public services continue to scale up and re-open safely

Schools: 11 August: Schools should be preparing for children to be able to return to school full time in August (conditional upon ongoing scientific and health advice). This date may fall in Phase 3 or Phase 4, depending on broader progress. The blended model of schooling remains a contingency plan.

Shielding: The changes set out here do not apply to people who have been advised to shield. Their advice is to continue to shield until 31 July, although outdoor exercise and meeting people from another household in groups of up to 8 people is allowed, provided people follow strict physical distancing. We will continue to review the evidence leading up to 31 July and will continue to refine the advice as and when clinicians recommend it. By 31 July we will have put in place a new approach to shielding that will support people to make more individual decisions based on an understanding of their own risk profile and what matters to them, rather than blanket advice for the whole population.

Focus on Health



Throughout the COVID pandemic focussing on health and wellbeing has been as important as ever. Due to the pandemic we had to rethink some areas of our work to ensure that we could still support Scottish food producers to make their recipes healthier. We have done this in a variety of ways from carrying out research to recording podcasts to raise awareness of the need to make products healthier.



Listen out for our next podcast featuring Gordon King Executive Manager at Scottish Craft Butchers, Andy Benn Head of Culinary Development at Food Makers, part of Scobie Junor and Tom Courts from Tom Courts Burntisland Butchers who share their insights on the important role Scottish butchers play in keeping their communities healthy.

I wanted to thank those of you who took the time out of your busy schedule to complete the surveys that were circulated to you all. The research has been focussed on both consumer and business perceptions and attitudes to reformulation and health. Due to the great response we have had we will be able to pull out results specific for butchers and what your customers are looking for. We will share these with you once finalised.



Finally, for those of you who wish to make some small changes to improve the health of your products please get in touch at reformulation@fdfscotland.org.uk as well as bespoke support to make your products healthier we can also write case studies and media articles for you to promote your business.



Delivery of Modern Apprenticeships post Lockdown.

Our training assessors returned to work on Wednesday 1st July.

Subject to guidance, from phase 3 on the 9th of July (**please refer to the guide on the opposite page**), the team have been calling round to make appointments.

To enable us to deliver a quality qualification we must be able to assess the trainees in the workplace.

However, due to ongoing restrictions on travel, it may be in some cases that remote assessments using video conferencing or facetime calls may be more practical. Your assessor will discuss this when they call to make appointments.

SDS have indicated that all current contract compliance conditions are to be met ie that employers, trainees, and training providers have to sign all paperwork for it to be valid.

As you can imagine this provides the team at Craftskills Scotland with difficulties in delivering the many qualifications. In the cases of remote assessments it may be possible for the signatures to be replaced by simple confirmation e-mails from the candidate and their employer.

Things will need to change from the way they were before. However, we are confident that we can find ways to suit all those involved.

The safety of our apprentices, other staff, assessors and employers is our first priority!

In discussion with all employers, staff and apprentices we will agree the protocol required for each business.

- What PPE would Craftskills Scotland staff require to ensure safe visits?
- Which employers will permit access?
- What remote assessments could be possible? What format?
- How engaged would trainees and employers be in remote assessments?
- How will social distancing affect face to face assessments?
- How do we safely get all the signatures required on the documentation?

A massive thanks to our Modern Apprentices who are working tirelessly to ensure that fresh produce is available for their customers.

The effort from our butchers, counter assistants, production processors, delivery drivers and employers has been amazing!

Keep up the good work and our team look forward to seeing you all soon!!

If you have any questions on the above, please e-mail gking@sfmta.co.uk or bruce@sfmta.co.uk



Aberdeenshire Larder

BUTCHER • GAME DEALER • GROCER

Scottish Wild Venison

- High in protein and low in saturated fat
- Customers demand for supporting Scottish
- Roe and Red Deer available
- Unique to independent butchers
- Processed weekly at UK1685
- Fresh and frozen available

Order Today

01358 727857/ sales@aberdeenshirelarder.co.uk

No minimum order and free delivery in refrigerated transport depending on order value

KANTAR

Sausages (up 41%) and burgers (up 48%) continued strong runs of sales growth in the four weeks to 14 June - helped by Brits enjoying the good late spring weather with barbecues. 53 million barbecues were held in the 12

weeks to 17 May, treble the number held at the same time last year.

Belly pork meanwhile attracted 300,000 more shoppers in the four weeks to 14 June, as the sector grew strongly for the third consecutive four-week period, boosting fresh pork sales - which grew at 28% over the same period. Bacon grew by £27m in the latest four weeks – its performance bolstered by cooked breakfasts becoming more popular during lockdown.

Marcelina Fedczyszyn, consumer insight director at Kantar said: “Consumers are still looking for efficiency in cooking.

Despite the rise in cooking from scratch, the average time taken to prepare a meal has not increased during lockdown.

Cuts such as belly pork lend themselves well to consumers’ needs at the moment - they’re easier to prepare than other cuts and are eaten as more of a treat - consumers tell us they are more likely to consume belly pork when they fancy a change.”

Chilled fish meanwhile saw the start of a resurgence after a slow start to lockdown

– chilled smoked salmon grew for the second four-week period in a row, attracting 400,000 more shoppers in the four weeks to 14 June compared with the corresponding period last year.

Andy Crossan, strategic insight director, Kantar, said: “The lack of counters in supermarkets will have no doubt played a role in the slow start for chilled fish – 64% of counter shoppers tell us that they are missing their presence in-store. Frozen fish has continued to fare well during this tough period, as people – especially families - have far more meals to prepare.”

Key to the performance of the market in future will be how meat, fish and poultry shoppers cope in a recession as lockdown life begins to ease. Andy commented: “We predict product choice will be the most prominent way meat, fish and poultry shoppers will manage the financial pressures of the recession that looms – especially as the early signs are that retailers will rely less on promotions compared to the last recession in 2008 and everyday low prices will be used more.

“Burgers were a big winner during the last recession so it will be interesting to see if the sector continues its lockdown form, especially as the out-of-home market begins to pick up.

Over 65s accounted for 27% of internet meat, fish and poultry sales in the 12 weeks to 14 June, up from 18% this time last year.



Help your business network save energy and money with our free webinar training

A series of lunchtime webinars showcasing some of Scotland’s greenest businesses to help inspire, motivate and help other businesses save energy, money and carbon.

Date	Webinar
5 August	Energy efficient retail with Valvona & Crolla, Pend Books, Thistle Help and MC Stores
6 August	How to engage your staff to save energy with Edinburgh Zoo, Changeworks and Edinburgh Leisure
12 August	Hear from Re-Tek and learn about solar PV, biomass and LED lighting
13 August	Hear from Scarf and learn about insulation, air source heat pumps, solar PV, LED lighting and more
18 August	Hear from ACS Clothing and learn about LED lighting and the Scottish Government SME loan
19 August	Hear from Edinburgh Curl and learn about heating and de-humidification systems, LED lighting and cladding

‘very interesting, gave me a lot to implement into the new theatre... was great’

Feedback from last month's webinars

‘very informative and helpful’



EUROPE & SCOTLAND
European Regional Development Fund
Investing in a Smart, Sustainable and Inclusive Future

Free case study webinars to help you save energy, money and carbon

This free webinar series from Zero Waste Scotland’s Energy Efficiency Business Support Service is a great opportunity to pick up new ideas and handy tips that could help your business save energy and money, and reduce its carbon footprint.



Learn from a range of inspirational case study speakers who will share how they have successfully improved the environmental performance of their businesses.

The webinars are all a 12:30 start for 45mins to one hour.

Find out more and book your place by visiting the zero waste Scotland website.

[https://energy.zerowastescotland.org.uk/events-and-training
utm_source=clickdimensions&utm_medium=stakeholderpack&utm_campaign=July2020](https://energy.zerowastescotland.org.uk/events-and-training&utm_source=clickdimensions&utm_medium=stakeholderpack&utm_campaign=July2020)

CONGRATULATIONS FROM ALL AT SCOTTISH CRAFT BUTCHERS

David Cox Quality Butcher in Bridgeton celebrated its 50th birthday in style this month as it unveiled the makeover of the Main Street store. The family-owned business has been at the upper crust of the East End for three generations, passing down from the late David Cox to its current boss George Gilmour Jnr. George, who took over from his dad George Snr, was delighted to show off the spruced-up new look in time to mark the butchers' 50th birthday on July 10.

He said: "We are extremely grateful of the continued support from our local community in shopping with us for so many years.

"It took nine months of planning to have the shop fit completed in time, but this was in jeopardy due to coronavirus. We are delighted with it all and the feedback from customers has been mind blowing."

To mark the reopening, George, his dad, wife Amy, and mum Linda recreated a treasured family snap from outside the shop. The family posed together much like David Cox did with his wife, and parents.

He said: "I have three sons; Rio, 17, Jay, 14, and 10-year-old Cole.

"Hopefully one of them will follow in my footsteps in the years to come and take over the reins from me, just like I did to my dad and he did to his."



FOR SALE



4ft multi-deck, 3 decks, 3 shelves, integral motor, works perfectly
£250

Contact Andrew on **01592 720931**

If you have any equipment you would like to advertise in this newsletter, please send us a photo and description to bruce@sfmta.co.uk or gking@sfmta.co.uk

Fully Funded Apprenticeships. Spaces available now!

Craft Skills Scotland are the wholly owned subsidiary of Scottish Craft Butchers.

We have fully funded places available on the Modern Apprenticeship program. We offer Apprenticeships in the following sectors of the food industry:-

- Meat and Poultry skills SCQF level 5 and 6
- Food sales and service skills SCQF level 5
- Production and Processing Skills SCQF level 5
- Brewing Skills SCQF level 5
- Distribution Skills SCQF level 5
- Supply Chain Skills SCQF level 6
- Food Manufacturing Excellence SCQF level 5 and 6
- Livestock Market Droving Skills SCQF level 5

All age apprenticeships for all your staff. E-mail Claire@craftskills.scot

Or Call **01738 637785**





LRS COOLING SOLUTIONS LTD

Your Ally In State Of The Art Cooling Solutions!

Refrigeration & Air Conditioning Services

- * Over 20 Years Experience
- * Competitive Prices
- * FGas Certified
- * Safe Contractor
- * Scottish Craft Butchers Member
- * Friendly Qualified Engineers
- * Tailor made service and maintenance packages to suit your needs
- * 365 day, 24 hour breakdown service
- * Quick response times
- * Commercial self-standing walk in fridges & freezers
- * Refrigerated meat display cases
- * Blast chillers/freezers
- * Refrigerated toppings counters
- * Ice machines
- * Commercial wine cellars
- * Beer cellar systems
- * Medical refrigeration units
- * Warehouse refrigeration
- * Retail refrigeration systems

We will beat any written maintenance quote.

We service all of the Central belt .

For a copy of our pricing email us at enquiries@lrs-uk.co.uk



LRS Cooling Solutions Ltd
Eon House
Earn Avenue
Righead Industrial Estate
Bellshill
ML4 3LW

Phone: 0800 246 1980 - 24/7
Email: enquiries@lrs-uk.co.uk
Website: www.lrs-uk.co.uk



2020 Beef Sausage and Black Pudding Championship. Postponed until further notice.

The Beef Sausage & Black Pudding championship competition will now take place as soon as we get government advice which means it will be safe to hold a judging event.

Our **regional meetings** will now take place via video link and we hope to announce a range of presentations soon.

An e-mail invitation will be sent out to all members in each area to join the meeting via Microsoft teams link. If you wish to join but have not sent us an e-mail address then please send to Bruce@sfmta.co.uk

Date	Region
Monday 14 th September	Scottish Borders, Lothian, Dumfries & Galloway Regions
Tuesday 15 th September	West Central Scotland, Lanarkshire, Ayrshire Regions
Wednesday 16 th September	North of Scotland, Highlands & Islands Regions
Thursday 17 th September	Angus, Perthshire and Fife Regions

Current rates see full information at:- <https://www.gov.uk/national-minimum-wage-rates>

These rates are for the **National Living Wage** and the **National Minimum Wage**. The rates change every **April**.

Year	25 and over	21 to 24	18 to 20	Under 18	Apprentice
April 2019 (current rate)	£8.21	£7.70	£6.15	£4.35	£3.90
April 2020	£8.72	£8.20	£6.45	£4.55	£4.15

[Apprentices](#) are entitled to the apprentice rate if they're either:

- aged under 19
- aged 19 or over and in the first year of their apprenticeship

[Apprentices](#) are entitled to the minimum wage for their age if they both:

- are aged 19 or over
- have completed the first year of their apprenticeship

Call & Quote: **CRAFT BUTCHER SPECIAL 8-20**



WHILE STOCKS LAST

Disinfect with an electrostatic fogger

- Quickly disinfect surfaces
- Charged particles coat surface backside
- Hand-held, battery-powered 

SPECIAL PRICE £699.00

RETAIL PRICE ~~£850.00~~

Use with Para Gene Plus disinfectant

- Effective against COVID-19
- Safe on all washable surfaces
- Ready-to-use from the bottle

SPECIAL PRICE £10.50

RETAIL PRICE ~~£14.00~~



All prices ex VAT

paragongroup.co.uk

0131 653 2222

sales@paragongroup.co.uk

New Campaign Urges Consumers to ‘Make It’ with Lamb

The first phase of a GB-wide campaign encouraging consumers to ‘Make it’ with lamb has launched this month.

Delivered by Quality Meat Scotland (QMS), Agriculture and Horticulture Development Board (AHDB) and Hybu Cig Cymru – Meat Promotion Wales (HCC), it includes video on demand, radio sponsorship and digital and social advertising as well as local news partnerships and is set to reach 75% of all adults (aged 15-64) in Britain. The new campaign follows the extremely popular ‘Make it Beef’ campaign which focused on promoting steak and roasting cuts after demand plummeted in the wake of COVID-19 due to the loss of foodservice such as pubs and restaurants. Retail demand for premium beef cuts has increased in recent weeks and farmgate prices have stabilised.

Further phases of promotion are planned for later in the year, responding to evolving market and retail conditions as the UK emerges from lockdown and begins to reopen venues for eating out.

Recipes featured in the first phase of advertising include quick and easy one-tray Lamb Chops with Feta, Lamb Wraps, Lamb & Tzatziki Pittas and BBQ-friendly Lamb Satay Skewers.

Throwing his support behind the campaign is TV presenter and chef John Torode, who will help share lamb’s unique flavour, high quality and versatility with consumers.

A joint statement from the levy boards, said: “The ‘Make It Lamb’ campaign aims to drive lamb sales across the country by providing consumers with a range of new simple, delicious lamb recipes as well as tips and ideas, perfect for family meals or summer BBQs.

“It’s difficult to predict how demand will evolve in the second half of the year as we reach the peak production period for lamb in the UK. We will respond as needed through engaging campaigns targeted at the most appropriate segments of the market.”

The campaign is being funded from the £3.5 million fund of AHDB red meat levies ring-fenced for collaborative projects which is managed by the three GB meat levy bodies – QMS, AHDB and HCC.

The ring-fenced fund is an interim arrangement while a long-term solution is sought on the issue of levies being collected at point of slaughter in England for animals which have been reared in Scotland or Wales.



Natasha's Law Our Bizerba Solutions

Get ready to comply with Natasha's Law in 2021 with full ingredient labelling. Smart technology and German engineering—built to last.

New
Service & support
all across
Scotland



**KH II 800 Pro
Butcher's Scale**
Precise and agile professional counter scale.



**XC II 800 Pro
Self-service Scale**
Modern PC technology in compact design.



**XC II 300 Pro
Retail Scale with Label Printer**
Multifunctional retail scale with Easy Load printer.

Bizerba UK Limited
2-4 Erica Road
Stacey Bushes
Milton Keynes
Buckinghamshire
MK12 6HS
UK

T +44 1908 682-761
info@bizerba.co.uk

The Hairy Bikers and James Martin to cook up a storm at next year's Taste of Grampian

Celebrity chefs The Hairy Bikers are set to headline the north-east's Taste of Grampian festival. TV duo Si King and Dave Myers were scheduled to appear at this year's food and drink event, along with fellow celebrity chef James Martin. However, due to the coronavirus crisis, the three stars have now been confirmed for Taste of Grampian 2021 instead.

This year's event will now take place online via a virtual platform from Friday September 18 to Sunday, September 20.

The duo stated: "We are really pleased to be celebrating the Taste of Grampian with you all. We are thrilled to be involved again – can't flippin' wait."



James Martin, who previously took part in Taste of Grampian, will be back for another serving next year. The talented chef is best known for presenting the BBC cookery series Saturday Kitchen.

Taste of Grampian is run in association with Quality Meat Scotland (QMS), ANM Group, Opportunity North East (ONE), The Press and Journal and Evening Express.

Alan Clarke, chief executive at QMS, is excited three popular chefs have already agreed to take part in the 2021 consumer facing event.

He said: "With James Martin and the Hairy Bikers, it will be a fantastic opportunity to showcase Scotch Beef PGI, Scotch Lamb PGI and Specially Selected Pork, which have earned a global reputation for their taste and quality. "These brands are underpinned by world-leading quality assurance which makes animal welfare a priority."

QMS, which has supported Taste of Grampian as its main sponsor for more than two decades, has also pledged its support for this year's virtual event.

Mr Clarke said he thinks it is essential to promote local businesses and products during this challenging time.

"A virtual event is the perfect way to do this and it gives us an opportunity to extend our reach to new consumers who have not attended the event before, "People can expect a range of fun cook-offs, celebrity cooking demos, competitions and fantastic collaborations," he added.

People are encouraged to visit www.tasteofgrampian.co.uk to take part in the virtual event.

Taste of Grampian Food & Drink Virtual Festival

Impact of COVID-19 on Beef Markets Differs Across the Globe

While the COVID-19 outbreak has been a global pandemic, it has had very different impacts across the global beef market, according to the latest market commentary by Quality Meat Scotland (QMS).

In Scotland, beef processors faced increased absences and had to immediately adapt to new physical distancing rules. At the same time, the overnight loss of orders from the hospitality sector and a change in the balance of retail demand meant that stocks of higher value steak cuts built quickly.

“Prime cattle prices fell by 3% between the end of March and beginning of May, while slaughter numbers declined by 3.4% year-on-year through April at Scottish abattoirs,” said Iain Macdonald, Senior Economics Analyst at QMS.

“However, in May, retail demand surged for higher value cuts again, helped by marketing campaigns and warm weather,” he added.

According to Mr Macdonald, in addition, processors had adapted successfully, and slaughter numbers exceeded year-earlier levels by 1.9%. Farmgate prices began to climb and by mid-June had reached their highest levels since 2018.

“Moving into July, though starting to stabilise, R4L steers were priced 12.4% higher than in the first week of May, at 384p/kg,” said Mr Macdonald. “Meanwhile, slaughter numbers were 4% higher year-on-year at price reporting abattoirs in the four weeks to July 4th,” he added.

Across the EU, demand losses from the catering sector resulted in problems with carcass balance in April and the EU Commission introduced a Private Storage Aid scheme in May, paying support of just over €1,000 per tonne of hindquarter taken off the market.

“Male prime cattle prices across the EU fell by an average of 6% between mid-March and the end of April and, as July began, prices were still 4.5% below mid-March levels,” said Mr Macdonald.

In Italy and Spain, the market has fallen further, with prices now around 9% lower than in mid-March. Companies in both countries claimed PSA support in early July.

In Ireland, by mid-April steer prices had slumped by 8% and slaughter numbers declined in response to weak demand. At their lowest point, between mid-April and mid-May, numbers ran 15% below year earlier levels.

“Although production has been back above 2019 levels since early June, prices are still lagging mid-March by 2%, at a time when Irish prices tend to be towards their highest of the year,” said Mr Macdonald.

“In addition, the differential with Scottish prices has been around 17% in recent weeks, compared to a 5% discount at the same time in 2019.”

One of the largest impacts globally has been in the US. Outbreaks of COVID-19 in the meat processing workforce led to plant closures in April, and reduced slaughter capacity throughout April and May, down more than a third at its peak.

With a highly concentrated slaughter sector, reduced competition for cattle placed considerable pressure on farmgate prices, which subsequently fell by more than 11% between mid-March and late April. However, at the same time, the combination of strong retail demand and tight beef supply saw wholesale prices effectively double.

“By the end of May, slaughter had approached year-earlier levels again and the supply pressures began to ease,” said Mr Macdonald. “Farmgate prices had recovered 5-6% ahead of mid-March levels, while wholesale prices began to slide quickly.

“However, two months of reduced capacity had resulted in a considerable backlog of cattle waiting to be processed.



“In addition, cattle being sold by US feedlots were now older and heavier than usual, boosting production volumes further. As a result, the downwards pressure returned, and as July began, farmgate prices were down slightly on the previous low,” he added.

As a result of tight beef supplies in the US, exporters from Australia and Uruguay have been filling some of the gap by increasing shipments, despite a sharp reduction in local production.

Meanwhile, the sharp contraction in pork production in China in 2018 and 2019 has led to continued growth in imports of beef, up 45% year-on-year in the January to May period, to help close the country’s overall meat shortage.

With pork wholesale prices double 2019 levels and beef 17% dearer, at the equivalent of £5.40/kg and £8.10/kg respectively, beef no longer looks as expensive as it used to.

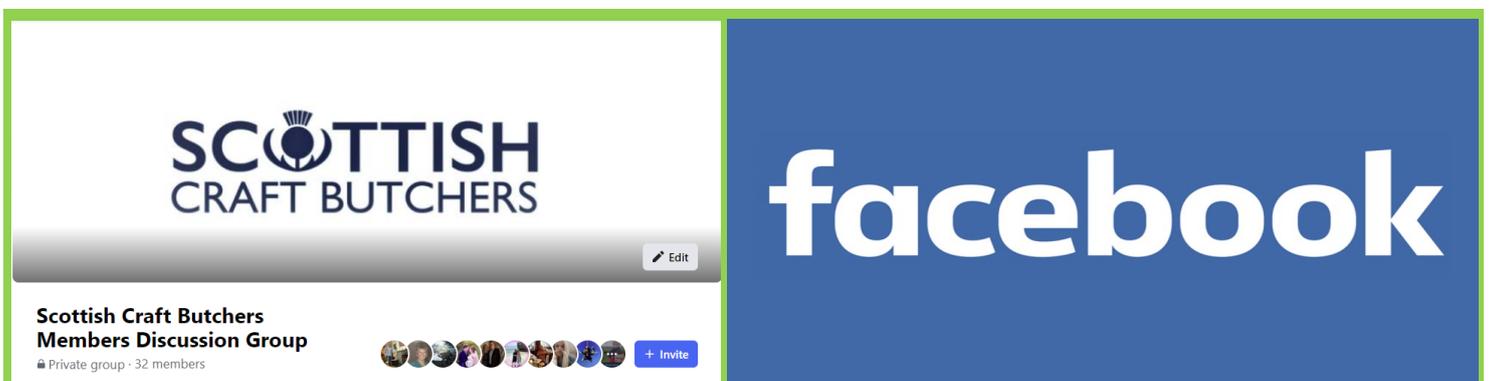
“Exporters from Brazil and Argentina are benefitting most from Chinese demand, helped by an improvement in their export competitiveness, as global financial market movements caused by the pandemic have lowered the value of their currencies,” said Mr Macdonald.

“However, both countries would look very exposed if Chinese meat production was to recover in the coming years,” he added.

According to Mr Macdonald, given ongoing trade deal negotiations between the UK and US it is interesting to compare market prices, particularly given debates around methods of production and food safety standards. In early July 2020, recent declines left US steers at the equivalent of 274p/kg, working out at 71.3% of the 384p/kg paid by Scottish abattoirs for an R4L steer.

“Over a longer period, US steers have averaged around 12% below Scottish levels since 2015, ranging from 30% lower to 10% higher,” said Mr Macdonald.

“Seasonality in the US means that US prices tend to be closer to Scottish levels in the spring and further away in the autumn and, between 2015 and 2019 the average gap was 7% in the first half of the year and 17% in the second half,” he concluded.



f Welcome to the Exclusive Scottish Craft Butchers Members only Discussion Group. Use this forum to ask questions, chat, exchange knowledge and ideas within the membership. Please refrain from negative comment about individuals or businesses. This is a closed group for **Scottish Craft Butchers members only**.

If you would like to join, or nominate someone from your business to join, please let us know.

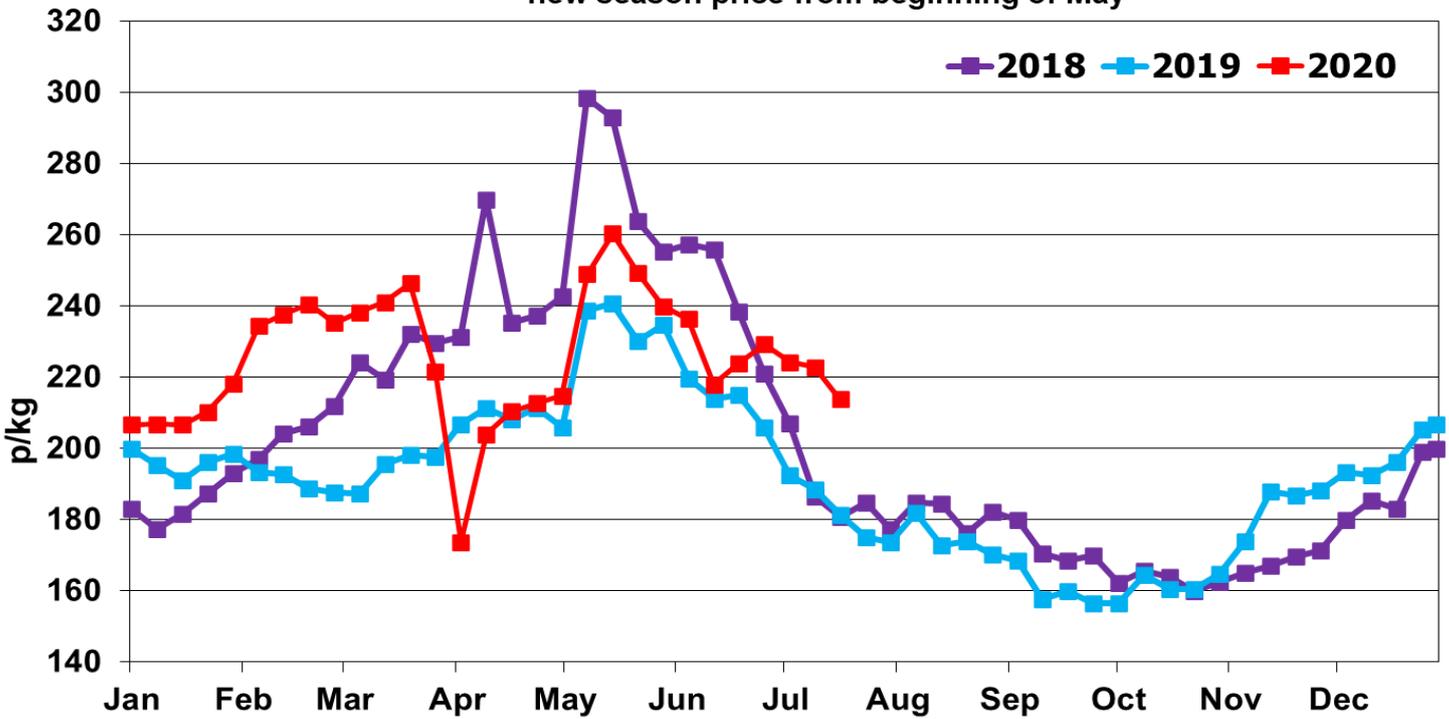
In these times of constant change, it will be beneficial for our members to interact and network in a speedy manner. Please feel free to start a discussion. The more members we have will provide more ideas and opinions will be helpful to share with our membership.

Next Executive Meeting 29th August 2020 @ 6pm via video conference

An e-mail invitation to join the meeting will be sent out to executive members. Next Executive Meeting held in the Federation Offices, **Will be arranged as soon as the current pandemic regulations allows.**

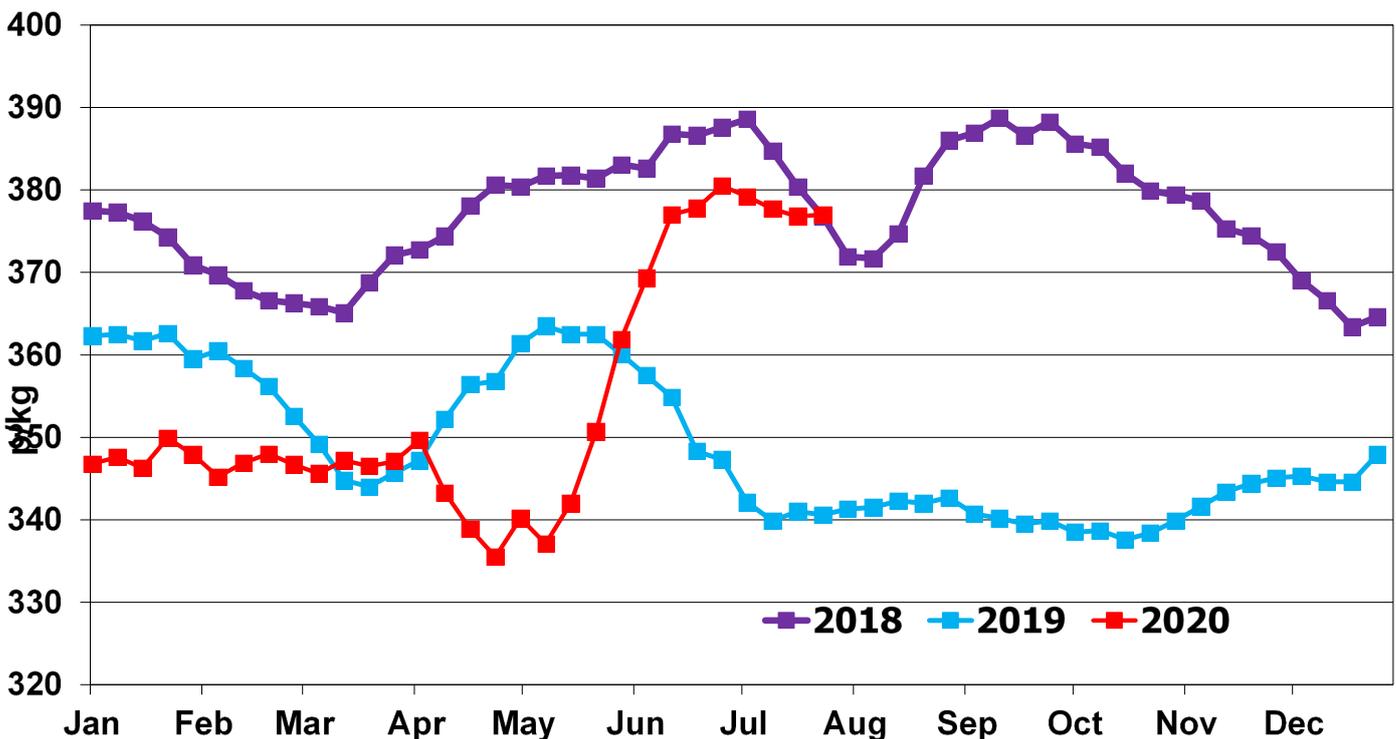
Scottish auction market price for prime sheep

- new season price from beginning of May



New season lamb prices have been particularly firm through June despite following the seasonal pattern of falling steeply as volumes pick up, although a small spike occurred in the run up to the Moslem festival of Eid al-Adha. The number of lambs reaching the market has built quickly and auction volumes are currently 25-30% higher than in the same period last year. Nevertheless, despite higher numbers producers are seeing prices some 22% higher than a year ago. Retail sales of sheepmeat have benefited from the growth in retail demand during the Covid-19 pandemic and the closure of out of home catering establishments. Growth of 10-20% year on year in the volume of lamb sold by high street butchers and multiple retailers has been seen through May and the first half of June with even stronger growth in late June.

Scottish deadweight price for steers

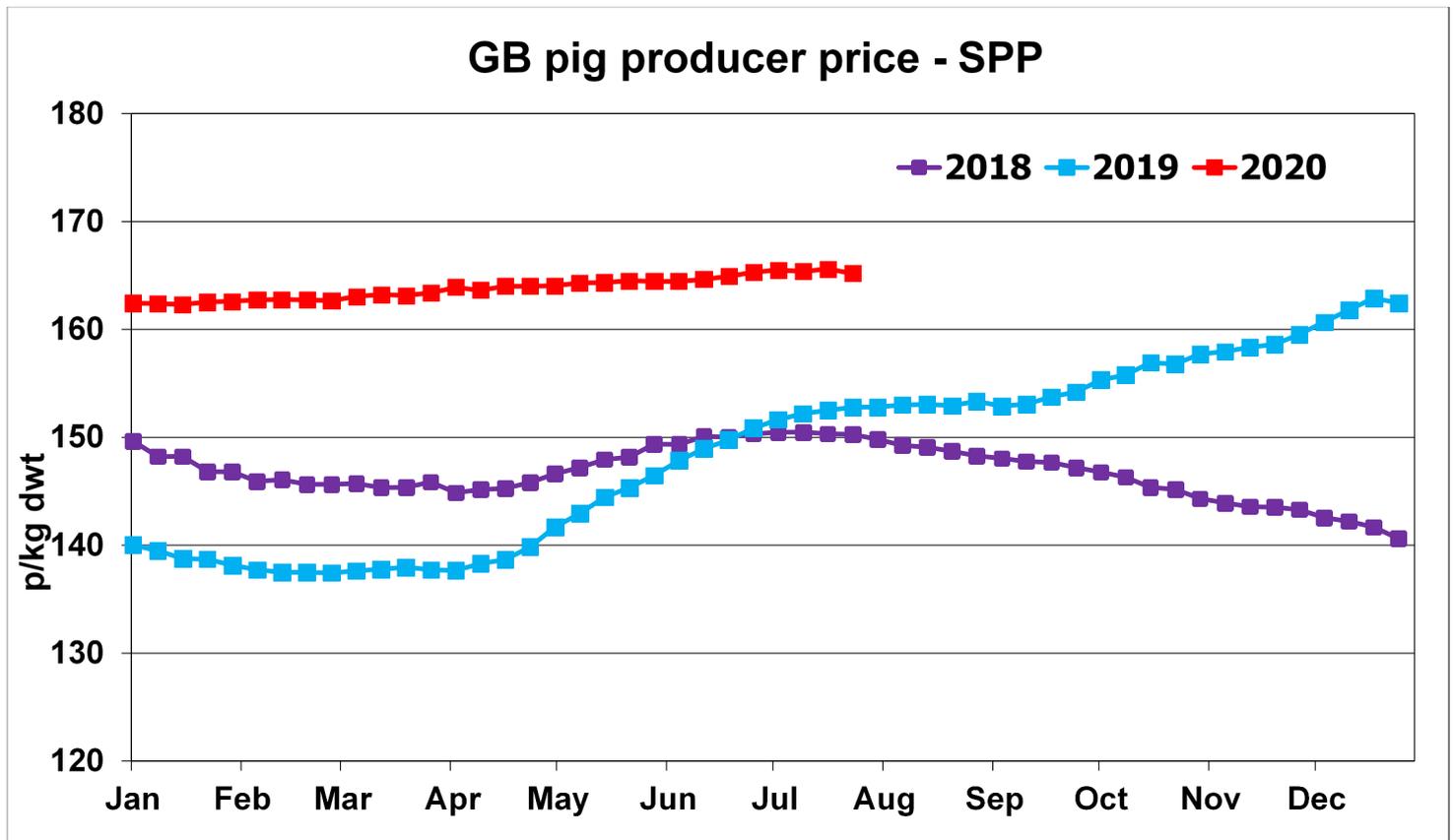


Prime cattle prices climbed steeply through May and June to reach around 380 p/kg dwt in late June and increase of 13.5% since late April. In early July though prices cooled slightly. Nevertheless, by mid-July prices were 10-12% higher than a year ago with the average steer price at 377.7p

Prime cattle prices also moved higher in England and Wales through May and June but typically the average price for prime cattle in Scotland remained some 6% higher than in England and Wales and the premium paid for R4L grades was 4%.

At Scottish abattoirs, -U4L steers continue to trade at a discount to R4L steers in contrast to the premium paid for -U4L heifers when compared to R4L heifers.

Over the first half of 2020 prime cattle slaughter numbers in the UK have fallen by almost 1% but within this total the volume of prime heifers slaughtered increased by 4.5%.



Prime standard pig price (SPP) has continued to edge higher rising 0.97 p/kg dwt over the past month to reach 165.61 p/kg dwt by mid-July. Prices were rising more steeply in 2019 consequently by mid-July the increase in price year on year has narrowed to 8.5%.

Average carcass weights at SPP reporting abattoirs have climbed 0.25 kg over the past month which combined with the movement in prices mean the return per pig has climbed 0.7% reaching its highest level of the year some far. Compared to a year ago carcass weights are 1.4 kg heavier at price reporting abattoirs. National statistics show UK prime pig slaughterings in June to have been higher than twelve months earlier and over 14,500 head higher than in May. May is the only month in 2020 where the UK prime pig kill has been lower than the same month a year ago suggesting that a significant part of the growth in slaughter numbers in June was the result of disruption of deliveries to abattoirs during May as a consequence of Covid-19 control measures. However, the December 2019 census results for England and Scotland did report lower numbers of under 20kg lwt pigs at that time which would suggest prime slaughter numbers should have tightened in the second quarter of 2020.

Livestock Prices

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

	W/E 25/07/20	Previous week	Previous year
Scottish Abattoirs			
Prices			
Steers dwt	377.0 p/kg	376.8 p/kg	340.6 p/kg
Heifers dwt	377.3 p/kg	378.0 p/kg	340.6 p/kg
Young Bulls dwt	365.5 p/kg	365.3 p/kg	321.3 p/kg
Numbers			
Steers	3593	3611	2692
Heifers	2277	2266	1859
Young Bulls	1212	1178	1116
Scottish auctions			
	W/E 22/07/20		
Prices			
Steers lwt	212.51 p/kg	217.13 p/kg	197.48 p/kg
Heifers lwt	220.42 p/kg	222.95 p/kg	206.36 p/kg
Young bulls lwt	175.14 p/kg	174.68 p/kg	159.40 p/kg
Numbers			
Steers	109	116	101
Heifers	165	184	165
Young bulls	29	19	5

Deadweight cattle week ending 25th July 2020								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	380.1	380.0	373.9	384.2	384.6	378.5	372.1	369.6
R	379.4	381.5	381.8	377.0	381.0	378.9	368.0	366.1
O+	373.9	376.6	381.6	366.7	376.5	369.1	338.3	342.8
-O	348.0	352.1	330.8	322.2	336.2	317.0	312.8	327.5

Sheep prices Scottish	W/E 22/07/20	Previous Week	Previous Year
New Season SQQ lwt	213.90 p/kg	222.83 p/kg	175.04 p/kg
Ewes lwt	£65.85 /hd	£71.30 /hd	£57.41 /hd
Sheep numbers			
Scottish Auctions			
New Season SQQ	14914	11109	10460
Ewes	11286	6951	9973
Sheep Prices	W/E 25/07/20	Previous week	Previous year
GB Abattoir			
New Season SQQ dwt	478.1 p/kg	479.9 p/kg	399.5 p/kg

Deadweight sheep week ending 25 July 2020				
		2	3L	3H
	U	490.6	486.0	479.5
	R	481.4	477.2	474.1
	O	465.1	466.1	465.3

Pigs	W/E 25/07/20	Previous week	Previous year
GB abattoirs			
Standard Pig Price (SPP)	165.18 p/kg	165.61 p/kg	152.50 p/kg

GB deadweight pigs SPP week ending 25th July 2020					
	Method 1 and 2	Change		Method 1 and 2	Change
	p/kg dwt			p/kg dwt	
Up to 59.9 kg	144.85	+4.10	80.0 – 89.9 kg	166.17	-0.57
60.0 – 69.9 kg	163.44	-0.69	90 kg and over	163.67	-0.09
70.0 – 79.9 kg	166.43	-0.56			

Remember to use your summer promotional material to maximise the opportunities for sales.

The QR codes on each poster links to the information on how to have a safe BBQ and also to some recipes for tasty sides, salads and sauces!



summer sizzlers
nutritious...delicious



Grilling

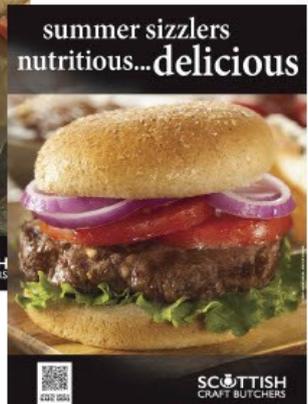
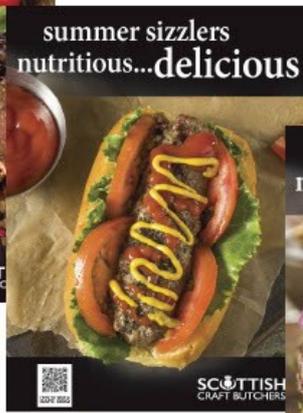
Grilling is a safe way to cook meat, but it's important to follow some guidelines to ensure the meat is cooked properly and safely.

Safe Barbeque Cooking

Grilling and barbecuing are popular ways to cook meat, but it's important to follow some guidelines to ensure the meat is cooked properly and safely.

Safe Barbeque Cooking

Grilling and barbecuing are popular ways to cook meat, but it's important to follow some guidelines to ensure the meat is cooked properly and safely.



Barbeque Salads, Sides & Sauces

Barbeque Salads, Sides & Sauces

Barbeque Salads, Sides & Sauces

Sides

Sides

Sides



SFMTA AV RETAIL PRICES

JULY

AUGUST

SCOTCH BEEF

Fillet Steak	4396	4383
Sirloin Steak	2969	2937
Rib Eye Steak	2634	2680
Popeseye Steak	1870	1872
Topside	1580	1570
Round / Rump Steak	1530	1523
Shoulder Steak	1235	1257
Rolled Brisket	1249	1267
Steak Mince	1116	1117
Boiling Beef Bone In	710	726

DOMESTIC LAMB

Whole Leg of Lamb	1404	1413
Centre Cut Leg Bone In	1578	1604
Gigot Lamb Chops	1832	1813
Lamb Leg Steaks	1824	1822
Chump Lamb Chops	1781	1766
Double Loin Lamb Chops	1845	1856
Single Loin Lamb Chops	1675	1705
Rolled Shoulder Lamb	1280	1277
Lamb Shanks	762	782
Diced Lamb	1498	1519
Minced Lamb	1357	1344

PORK

Pork Tenderloin (Fillet)	1300	1354
Pork Leg Steaks	1010	1019
Double Loin Pork Chops	940	976
Single Loin Pork Chops	903	939
Rolled Shoulder of Pork	810	833
Belly Pork	809	824
Pork Loin Steaks	1102	1123
Diced Pork	879	910

PRODUCTS

Beef Link Sausages	882	887
Pork Link Sausages	892	896
Speciality Pork Sausages	916	925
Sliced Beef Sausage	827	832
Sliced Black Pudding	740	750
Ball Haggis	831	839
Scotch Pie	114	114
Quarterpound Beefburger	119	117
1lb Steak Ashette Pie	817	838

SFMTA Corporate Members –

Members are requested to support these businesses who pay a membership fee to support our work.



AES (EQUIPMENT CLEANING) LTD

Supplier of Equipment Washers & Tray Cleaner, Crossbush Cottage, Riccarton, Kilmarnock KA1 5LN
Malcolm Crawford Mob:07788926925

BARRA BRONZES

Lochend of Barra, Inverurie, Aberdeenshire, AB51 0JP
Craig Michie: 01651 871600
Email: sales@barrabronzes.co.uk
Web: www.barrabronzes.co.uk

BIZERBA (UK) LTD 2-4 Erica Road, Stacey Bushes, Milton Keynes MK12 6HS Contact: Anthony Matthews , Marketing Manager Tel: 01908 682740, Mobile: 07798 938493

CAPITAL COOLING

REFRIGERATION LTD

12 Dunnet Way, East Mains Ind Est Broxburn EH52 5NN
Contact: Gerry Simpson
Tel: 01506 859000
Email: sales@capitalcooling.com
Web: www.capitalcooling.com

DALESMAN

Unit 10, North Tyne Industrial Estate, Newcastle Upon Tyne NE12 9SZ
T: 0191 259 6363 F: 0191 259 6362
Email: info@thedaesmangroup.co.uk
Web: www.dalesmandirect.com

DALZIEL LTD.

Bellshill North Industrial Estate, Bellshill ML4 3JA
T: 01698 749595 F: 01698 740503

DIRECT POULTRY SUPPLIES

LTD. Banfield, Near Preston PR4
OTT www.directpoultry.co.uk
Contact Chris Flanagan (Scotland Depot) Mob: 07768 477791 Tel: 01995 670271 info@directpoultry.co.uk

DEVRO (SCOTLAND) LTD

Moodiesburn, Chryston G69 0JE
www.devro.co.uk Tel: 01236 872261
Email: Thomas.Downie@devro.com

ESC PACKAGING LTD

Ferryhills Road, Inverkeithing, Fife KY11 1HD.
Contact: Carrie Walker Tel. 01383 418610
Email: Carri@eosc.co.uk Web: www.eosc.co.uk

Gmak Refrigeration Ltd

Hercules House, Musselburgh, East Lothian, EH21 7PB, contact :
Tel: 0131 660 4430
service@gmakrefrigeration.co.uk
www.gmakrefrigeration.co.uk

HANDTMANN LTD.

9 Chartmoor Road, Leighton Buzzard, Bedfordshire, LU7 4WG
Tel:01525 244440, Fax:01525 244469
Website: www.handtmann.co.uk

HANWELL SOLUTIONS LTD

(Wireless Temperature Monitoring)
Units 8-9, Pendle House, Jubilee Road, Letchworth Garden City, Hertfordshire, SG6 1SP
Contact - Marcus Stacey-Bradbury
T: 01462 688070 M: 07921 383779
E: msb@ellab.com
W: www.hanwell.com

COLIN HEWITSON KRH

2 Elms Way, Ayr Ayrshire KA8 9FB
Contact: Colin Hewitson
Tel: 07769686985

KELLY BRONZE (SCOTLAND) LTD

Alastair Monk, Magbiehill Farm House, Dunlop Road, Stewarston KA3 3ES Contact: Alistair Monk
Email – sidehead@kellyturkeys.com
Tel- 07904 104051

LAWRIE & SYMINGTON LTD.

Lanark Agricultural Centre, Muirglen Lanark ML11 9AX
Contact: Hamish McCall.
Tel: 01555 662281
E:mailbox@lawrieandsymington.com
Web: www.lawrieandsymington.com

LRS COOLING SOLUTIONS LTD.

Eon House, Earn Avenue, Righead Ind Est, Bellshill, ML43LW
Contact: Melanie Collins.
Tel: 0800 246 1980
Email - enquiries@lrs-uk.co.uk
Web: www.lrs-uk.co.uk

LUCAS INGREDIENTS

Portbury Way, Bristol BS20 7XN
Contact: Judith Johnston.
Tel: 0800 138 5837

McDONNELLS (Queen Street) LTD

U15 Northern Cross Business Park North Road, Dublin 11 D11 W5WN
Contact Ann Maguire Tel: 0035316778123 Fax: 003531 677 4491 Email: sales@mcdonnells.ie

MANCHESTER RUSK COMPANY LTD

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

MARSHALL WILSON PACKAGING

39 Bogmoor Place, Govan, Glasgow G51 4TQ
Contact: Ian Queen,
Tel: 0141 445 3199, Mob: 07730766500,
E: sales@marshall-wilson.co.uk
W: www.marshallwilson.co.uk/

MEAT MANAGEMENT MAGAZINE

PO Box 5121
Milton Keynes
MK15 8ZN
Tel: 01908 613323
www.meatmanagement.com
www.yandellmedia.com

PARAGON PRODUCTS

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

PAYMENTSSENSE

17 Hunterhall Place
Perth
PH2 7TZ
Contact: Ruth Anderson
Mob: 07957855067
Ruth.anderson@paymentsense.com
www.paymentsense.com/uk/

ROBERTSON FINE FOODS

John Robertsons & Sons Hamcurers Ltd, 88 Princes Street , Ardrossan KA22 8DQ Contact: Barry Robertson
Tel: 01294 463936 Fax: 01294 472187

SCOBIE & JUNOR

1 Singer Road, Kelvin Industrial Estate, East Kilbride G75 0XS
Tel 0800 783 7331
Email: info@scobiesdirect.com
Web www.scobiesdirect.com

JOHN SCOTT MEAT

John Scott Meat (Paisley) Ltd
Sandyford Road, Paisley. PA33 4HP Contact: Hazel Scott, T: 0141 889 3205
Web: www.johnscottmeat.com
Email: enquiries@johnscottmeat.com

SCOTWEIGH

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

SUNDOLITT LTD,

Sundolitt LTD, Stirling
Agricultural Centre, Stirling, FK9 4RN
Contact: David Watt
Tel: 01674 676006 Mob: 07827852563,
E:mail:- david.watt@sundolitt.com
Web:- www.sundolitt.com

THISTLE MACHINERY SERVICES LTD

Unit 5, Block 12, Whiteside Industrial Estate Bathgate
EH48 2RX
Contact: Jamie Hardie
Mob: 07764200407
:Mail:- Jamie@thistlems.scot

WILLIAM SWORD LTD

8 Limekilns Road,
Blairlinn Industrial Estate,
Cumbernauld,
G67 2TX
Sales: **01236725111**
Office: **01236725094**
Email: vansales@williamsword.co.uk
Website: www.williamsword.co.uk

TPS SCOTLAND LTD

26 Kelvin Avenue , Hillington Park , Glasgow G52 4LT
Contact: Elaine Holmes Tel: 0141 883 6260
Mobile : 07821 676381
Email: office@tps-scotland.co.uk
VERSTEGEN LTD.
Unit A9B Plough Road Centre, Great Bentley Essex CO7 8LG
Tel: 0800 011 3246 Email: info@verstegen.co.uk

WALTERS TURKEYS LTD.

Bower Farm, Aldworth, Reading, Berks RG8 9TR Contact: Edward Walters
M: 07786 332952 T: 01635 578251
Email: edward@efwalters.com
Web: www.waltersturkeys.co.uk

SUMMER SAVINGS WITH SCOBIESDIRECT

**SAVE £10 WHEN YOU
SPEND OVER £100**

(excluding VAT & Delivery - offer ends 31st August one discount per customer)

USE THE CODE
SUNNY10

**Ingredients • Packaging • Clothing • Sundries
Casings • Machinery • Meat Netting**

SCOBIESDIRECT.COM



CALL 0800 783 7331

A GREAT DEAL FOR BUTCHERS