

# FEDERATION NEWS

THE NEWSLETTER FOR SCOTLAND'S CRAFT BUTCHERS



DECEMBER 2010

## New President from Islay

President Billy McFarlane: Thank you for allowing me, a butcher from Islay to become your President. Even more so I am delighted to be the first islander to wear the chain of office and as you will appreciate I know all about voyages through turbulent waters.

Our industry is constantly tossed about with waves that rock our boat. But butchers continue to keep their heads above water even in the face of the inundation of supermarkets, rafts of regulation and the tide of economic recession.

Riding out the storm is not easy and in certain quarters some more successful than others. Those performing best do hail from areas of the country possibly less badly affected by redundancies than others.

Trade has, and always will, change. Customers needs and expectations change but where butchers adapt to change, the better their results.

Yes service, value and quality are important and we must continually outstrip our competitors by paying great importance to this. Personal service is a distinct point of difference and craft butchers would ignore this at their peril.

Value for money means being on top of your game, operating efficiently, minimising waste and maximising the offer to customers. But all of that is worthless if the quality is lacking. As butchers we need to communicate to our customers just how we go about sourcing the quality meat that they return for. How many discerning buyers around the auction ring or from local specialist beef finishers actually tell their customers what why and where they buy?

Existing customers may already know that; they take it as a given but do potential customers know anything about where a butcher's meat comes from?

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This Month

**Meet the New Federation President**

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**Market Prices**



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# Regional Business Award Winner

2010 Prince's Scottish Youth Business Trust



Dalbeattie Fine Foods was established in 2004 when Alan Elliott left his home in Ireland and bought a butcher's shop in Dalbeattie. His business quickly took off and he soon gained a reputation for his winning products. Awards include Scottish Haggis Championship winner in 2007, Scottish Steak Pie Championships winner in 2007, Scottish Black Pudding Championships winner in 2008 and Young Butcher of the Year in 2008.

The business has featured on numerous food and cooking programmes and Alan

has also developed valuable links with top restaurateurs in London. He recently secured a food and marketing grant from the Scottish Government and is considering expanding the business this year with a refurbishment of the shop and the installation of a manufacturing unit.

## Intermediate HACCP Course

Scottish Meat Training is running another Intermediate HACCP course certificated through the Royal Society for Public Health (RSPH). This course will be held in **Glasgow** on 18<sup>th</sup> and 19<sup>th</sup> January 2011.

Registrations of interest are being taken NOW.

Please indicate your interest to Claire on 01738 637785.

**£200 including certification**

**[Independent Learning Account funding maybe also be used]**

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## Brand New Saturday Night Game Show!

Endemol, the producers of 'Total Wipeout', '101 Ways To Leave a Game Show' and 'The Whole 19 Yards' are looking for teams of three people to take part in an exciting new game show for Saturday night on BBC One .



Each show sees contestants face a series of mental and physical challenges as they battle to win a major cash prize. Your team, all of whom must be over 18 years old, can be best mates, could be work colleagues, may even be family.

If you all like a challenge and can keep your nerve when the pressure's on, we want to hear from you! If you and your team would like to apply to be a contestant then

**Email Your Name to:** [saturdaynight@endemoluk.com](mailto:saturdaynight@endemoluk.com)

**Or send your name and address to:** **Saturday Night, Endemol UK, Unit 1.3 The Hub, Pacific Drive, Glasgow G51 1EA**

In this respect I am especially pleased with the Federation's progress in partnership with the Scottish Office to come up with a scheme to allow our members to display the name of the farm that is supplying them with their beef while complying with the Beef Labelling Act. The co-operation of Martin Morgan and his team at the Scottish Government in Edinburgh has been very welcome and helpful in creating a special verification scheme that our Scottish Meat Training assessors will be able to operate.

Turning to our supplies. It is important to support the traditional parts of the chain. The Federation will continue to encourage its members to support the auction system to continue prime stock sales and butchers to buy direct from local farmers, encouraging short journeys for livestock and the retention where viable of local abattoirs.

The vision projected in Brian Pack's Review launched earlier this month in this very city, aligns itself with our need to see quality livestock produced in Scotland from the suckler herd. The days of 'slipper farmers' are limited and it is perfectly correct that support should be directed towards those that get their boots dirty.

Abattoir costs require continual scrutiny and we applaud the cost saving moves that we have seen in the Meat Hygiene Service. But that does not mean that there is not room for further efficiencies to be made. Unnecessary costs must be eliminated if Scotland is to remain competitive and if a degree of independence is to be retained in the livestock industry.

Changes to the charging regime threaten the existence of smaller abattoirs and all the ideals of local supplies using local facilities and local people will disappear should costs become too great for abattoir operators.

We are particularly pleased that our European Social Fund backed projects – Cut it in Scotland and Cutting it in Scotland – slightly different names for the Lowlands and Uplands area and the Highlands and Islands area – but both essentially doing the same thing that is building craft skills in the industry and providing important support in business development. The Federation's Craftsman Certificate has become the first in our sector within the UK to be credit rated and this recognition from SCQF is a great endorsement on this certificate.

It feels at times that dark clouds are constantly gathering but I hope that you will agree that there is plenty to be proud of, plenty to be confident and optimistic about. So as I embark upon this voyage as the captain at the wheel - President of this esteemed Federation I feel that there are hands both on my Executive Committee and in the office at Perth who can all pull together and steer us on a positive course for the future.

I look forward to serving you during my term in office and will do that to the best of my abilities.



**meat roasting thermometer**



The meat roasting thermometer incorporates a Ø45 mm dial with a Ø4 x 105 mm stainless steel stem. The unit indicates temperature over the range of 0 to 120 °C in 1 °C divisions.

For accurate temperature measurement insert the unit into the thickest part of the meat or poultry. The dial is clearly marked for beef, lamb, veal, pork and poultry.

order code	description	£ each
800-804	meat roasting thermometer	4.00

**pop-up poultry thermometers**



Ensure your chicken or turkey is cooked correctly by using a pop-up poultry thermometer. The thermometer will pop up when the poultry has reached 85 °C. The unit should be inserted into the thickest part of the meat (between the breast and leg). The thermometers are manufactured from food grade plastic. Sold in packs of 10.

order code	description	£ each
800-840	pop-up poultry (pack of 10)	3.00

Promote safe cooking with this range of simple and effective temperature

## cooking thermometers

**mini poultry thermometer**



Insert the thermometer into the thickest part of the chicken or turkey (between the leg and breast) before putting into the oven. The poultry will be ready when the dial reaches the green area.

The thermometer incorporates a Ø20 mm dial with a 55 mm stainless steel probe. Attractively packaged and priced at £1.20 each, they are an ideal customer give away to encourage the sales of poultry.

order code	description	£ each
800-850	poultry thermometer	1.20

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## New Chairman and Board Members for QMS

Current NFU Scotland President Jim McLaren is to take over from Donald Biggar as the Chairman of QMS in April 2011. The other new board members, who will also join in April 2011, are John Scott, Johnny Mackey, David Sole and John Craig.



Alan McNaughton will join the Board immediately to fill the position left by Danny Miller, who resigned in February this year.

Cabinet Secretary, Richard Lochhead said:

"I am delighted to appoint Jim as the new chair and bring Alan, John, Johnny, David and John on to the board of Quality Meat Scotland. They will bring a wealth of expertise, experience and passion to the organisation.

"Quality Meat Scotland has an excellent track record of delivering real benefits for the Scottish red meat supply chain and it has been ably led by Donald and his board. I'd like to take this opportunity to thank them for all for their hard work.

"Jim's leadership at NFUS has been hugely positive for Scottish farming. I'm absolutely delighted that as that chapter comes to a close, the sector will continue to benefit from his talent and energy.

"In the past, there has been criticism that there are no women on the board and I'm disappointed that this is the case again. I know there are many women involved in the livestock industry who could make a valuable contribution and as a result, there will be a further round of appointments next year."

Outgoing chair, Donald Biggar said:

"I'm delighted that so many skilled applicants were interested in taking up these positions and I welcome the Cabinet Secretary's selection of very well qualified and able individuals. I'm sure I echo the sentiments of the other board members who are standing down in April when I say that the organisation is in great shape and I'm sure it will continue to contribute to a sustainable and prosperous red meat industry in Scotland.

SFMTA is disappointed that no retailer came through the selection process and have written to Richard Lochhead asking him to consider this at the earliest opportunity. Another omission that requires correction is the lack of female board members so come on all you lady butchers.

### The new QMS Chairman

**Jim McLaren:** Age 43 and married with two sons, two daughters and two stepdaughters. Jim is a mixed arable and livestock farmer and runs a pedigree Simmental herd. His arable unit, growing winter wheat, winter oilseed rape, spring barley and land let out for potatoes, extends to 1000 acres in Perthshire. The business is a mix of full tenancy, limited partnership, owner-occupier and contract farming. He has other interests outside of mainstream farming, including a share in a retail dairy business. Jim served on the Milk Committee since 1999, holding the position of Chairman in 2003. He was also Chairman of Crieff Branch. Jim served as NFU Scotland Vice-President for the year 2006/2007 and then in February 2007, was elected President of NFU Scotland.



## The new QMS Board Members

**Alan McNaughton:** Alan (51) is the son of Perthshire farmer where his brother still farms. Alan joined the (now defunct) Fresh Meat Company in 1981 as a graduate trainee covering all meat plants in Scotland. In 1995 he moved to Grampian Country Food Group as Sales Director at McIntosh Donald, Portlethen, and became Managing Director in 2006. He is now site Director of McIntosh Donald, which is part of the Vion Food Scotland group. He is also chairman of Technical Advisory Committee and Standards Setting Body for the QMS Processor Assurance Scheme and a member of the Technical Advisory Committee of the QMS Beef and Lamb Farm Assurance Scheme. Alan is currently senior Vice President of the Scottish Association of Meat Wholesalers.

**John Scott:** John, aged 36, farms a mixed beef, sheep and arable farm in Tain, Ross-Shire in partnership with his wife Fiona and his parents, James and Janet. They have four young children, three of which are at the local primary where John is chair of the parent council. John is currently vice chairperson of the NFU livestock committee, a past director of the Royal Highland Show and a director of Hi-Health. A keen rugby man John coaches regularly and also finds time to write for [farmingscotland.com](http://farmingscotland.com) and is a regular speaker on Moray Firth radio.



**John Craig:** John, aged 45, is married with 3 children. He is Operations Director with AK Stoddart, Broxburn having joined the company in 1987 as a procurement officer and has been in his present post since 1995.

John has served on both the QMS R&D committee and the Standards Setting Body for Farm Assurance. John was elected junior Vice President of the Scottish Association of Meat Wholesalers in April 2009.

**David Sole:** David, who is aged 48, joined the world of executive coaching in January 2001 following a successful career with United Distillers and Diageo he joined the Change Partnership, the UK's leading executive coaching organisation just prior to the Whitehead Mann acquisition in February 2001. David is well known in rugby circles, having won 44 caps for Scotland and 3 caps for the successful 1989 British and Irish Lions. He still holds the record for captaining Scotland. Highlights include winning a Grand Slam in 1990, made famous by his determined march onto the Murrayfield turf, in addition to leading Scotland to a semi-final of the rugby World Cup in 1991. David currently also holds a number of non-executive positions – he is one of only two external trustees of the HBOS Foundation and a board member of sportscotland. Previous positions have included roles as Chairman of the Board of Governors of Cargilfield School, non-executive director of Kilchoman Distillery and he has also had considerable involvement with the Prince's Trust Action.



**Johnny Mackey:** aged 34, Johnny graduated from Aberdeen University in 1998 with an Honours Degree in Biological Sciences of Agriculture. He joined NFUS in 1999 under their Graduate Trainee programme and held a number of posts within that organisation culminating in Livestock Policy Manager. From 2004 – 2008 he joined the Quality Meat Scotland Industry Development team and developed the Monitor Farms Programme and produced a number of Knowledge Transfer materials such as DVDs, CD ROMs and various written publications for the beef farming sector. Johnny has been Luing Breed Secretary since September 2008. Johnny is married to Susie (a vet) with two small boys and farms a beef and sheep farm in partnership with his wife outside Blairgowrie. Johnny is also a Director of Highland Glen Producers Ltd. and HI Health Ltd. as well as the Vice-Chair of the local Perth & Kinross Countryside Initiative. More recently Johnny was an advisor to the Pack Inquiry.

# III-timed attack on Meat Industry

PRESS COMMENT by Scottish Association of Meat Wholesalers, 10<sup>th</sup> November 2010

The Food Standards Agency's consultation on proposals to 'recover' £32m in charges for meat hygiene and animal welfare is a 'vengeful and spiteful act' designed to punish the meat industry for successfully preventing a previous attempt to increase meat inspection charges.

This is the view expressed by Ian Anderson, Executive Manager of the Scottish Association of Meat Wholesalers (SAMW). He also said that the Association would 'resist this latest move by FSA with every resource available'.

"In 2009, we ran a successful campaign against FSA's previous attempt to impose swinging and unjustified increases in inspection charges," said Mr Anderson. "At this time, however, the FSA Chief Executive said that the industry would 'pay for its action'. We see this latest consultation as FSA's revenge, dressed up in sheep's clothing maybe, but revenge nevertheless.

"It is also totally irresponsible of a government agency to bring forward such proposals at a time like this. If implemented as they stand, they would seriously damage many currently successful businesses. In some cases their impact could even prove fatal. Our industry generates sales worth many billions, both at home and abroad, contributing hugely to the UK economy and providing wide scale employment in rural areas across the UK. This is, however, an industry run on extremely tight margins, far tighter than FSA have ever managed to apply to their operation. We do not appreciate, therefore, such an ill-timed attack on the viability of the meat chain at a point when the entire industry is working hard to protect sales, margins and jobs."

The Executive Manager also said that he believed there were many questions to be answered by FSA before the organisation could be taken seriously and its proposals addressed as they required. This included a number of ongoing developments on meat inspection which could alter the way the process works and the cost structure involved.

"We would prefer to 'see the colour' of FSA'S money on these changes," he said, "before discussing who should pay for what. It's also important to remember that what is being talked about in this consultation is only part of the potential added cost for the industry with TSE charges also set to be transferred by the government, adding

maybe another £8m burden to the meat chain.

Mr Anderson also took issue with FSA's lack of openness on its own expenditure.

"FSA claims to be an open organisation but the evidence suggests otherwise," he said. "SAMW has asked FSA for nearly three years for a breakdown of its overhead costs. While a response has been promised on many occasions, including by the chief executive, nothing worthwhile has ever been provided.

"We can only assume, given their excessive size, that they're too embarrassed to tell us the truth. The only conclusion we can draw is that FSA's commitment to grossly expensive public sector pensions, a staff absentee level which is well in excess of the national average level, plus over-generous employment benefits, terms and conditions, forces them to remain silent.

"It's against this background therefore that SAMW takes the view that this new consultation is a work of fiction, is devoid of realism and is extremely naive. It's also totally out of step with the needs of the meat industry and the consumers for whom the meat inspection is designed.

"Frankly, our response today is that this is a tawdry consultation which confirms that the FSA chief executive and board are not longer 'fit for purpose'. They display little knowledge, understanding or feel for the industry, contenting themselves instead with either a myopic view of the meat business or, more likely, downright prejudice against the industry.

"SAMW cannot see any future for FSA in Scotland and will oppose the proposals in this consultation with all the resources at our disposal."

# Pack Inquiry Reports

The final report of the Pack Inquiry into Future Support for Agriculture in Scotland was published in November and includes measures that should achieve SFMTA's desire to see the suckler herd grow.

The report is a massive and an important piece of work. It is a very comprehensive and technical document which makes a total of 40 recommendations and Scottish Government will now consider those in detail before responding. Over the coming weeks and months Scottish Government will discuss the recommendations with stakeholders to assist in developing a Scottish position for the negotiations ahead.

The inquiry contains 40 specific recommendations which include:

- 1 Basing future support on Less Favoured Area (LFA) Status to compensate farmers for the higher costs involved in meeting regulatory requirements
- 2 Farmers in LFA would be eligible for an area-based payment, a top-up payments and headage payments. Farmers in non-LFA would be eligible for area based and a top up payments
- 3 Introducing a new Scottish Beef Calf Scheme and lamb headage scheme
- 4 A Top Up fund to encourage competitiveness and help farmers tackle food security, climate change, biodiversity, and water and energy supply

The Inquiry was commissioned by Rural Affairs Secretary Richard Lochhead in June 2009 to examine agricultural subsidy and consider how best future support should be tailored to deliver a sustainable sector. Mr Lochhead said:

"We set out a vision for the agricultural sector in Scotland that is based on a productive, market orientated approach where the industry uses our natural resources sustainably and receives recognition for the many public benefits it provides.

"It has been one of the most thorough pieces of work ever undertaken into farming support and has already caught the attention of Brussels.

"Today is a hugely important milestone in a long journey, that will include several years of negotiation. I urge stakeholders to look at the big picture and engage with us on the principles the inquiry has set out. I will now carefully reflect on Brian Pack's recommendations and work in partnership with our rural communities to deliver the best outcome for Scotland."

A spokesman for the European Commission said:

"We welcome the fact that Scotland has carried out this serious study into what future farm policy should look like. The Pack report, and others like it, will make a valuable contribution to Europe's work on the future of the Common Agriculture Policy."

The inquiry was established in June 2009 to provide advice to the Scottish Government on how support to agriculture and rural development could best be tailored to deliver continued agricultural support. Chaired by Brian Pack OBE, the inquiry commissioned several evidence papers, held two public consultations, held several meetings with European and Scottish Government officials and undertook a series of public meetings throughout Scotland. Modelling work was undertaken by the Macaulay Land Use Research Institute and the Scottish Government and short-term recommendations were published in June 2010

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## Scottish Butchers Shop of the Year 2010



Davidsons Specialist Butchers, Inverurie has been named the best Butchers Shop in Scotland after proving itself a cut above the rest in the annual Butcher's Shop of the Year Awards 2010.

John Davidson highly impressed the judges from awards organiser *Meat Trades Journal* with what was said to be the most imaginative meat displays in the country. This gem of a shop offers the widest range of fresh meat products you'll find anywhere displaying the sheer beauty of both traditional and modern produce in a complementary manner accompanied by highly motivated, professional and informative staff who would be a credit to any shop.

*Meat Trades Journal* Editor Ed Bedington said: "John's passion and enthusiasm for the business shines through on every level. He sets a standard in Scotland that other butchers would do well to follow."

After accepting the award at the Sheraton Park Lane Hotel, John Davidson, Managing Director for Davidsons said: "I am absolutely delighted for the business and all my staff, I'm very proud of the team, their hard work and dedication"

Butcher's Shop of the Year Awards is renowned as the premier awards for the UK butchery sector. They recognise excellence in craft butchery and winners enter an exclusive group representing the crème de la crème of British butchery.

Prizes were awarded for the best butcher's shops in the Midlands & East region, south and north of England, Scotland, Wales and Northern Ireland. Stewarts of Enniskillen won the overall UK title but Davidsons pushed the judges' decision very hard.

## UK Young Butcher of the Year 2010

**Gary Raeburn of Huntly kept up Scotland's proud record of wins in the UK Young Butcher of the Year competition as judged by the Meat Trades Journal.**



*Gary (right) with his father Charles at the awards ceremony in London*

Gary completed a hat-trick of Scottish victories in this competition following on in the footsteps of Alan Elliott of Dalbeattie Fine Foods in 2008 and Stewart McClymont of Bennetts in Dunblane in 2009. Gary received his award at the presentation lunch held in the Sheraton Park Lane Hotel in London on Tuesday 16th November 2010.

The Young Butcher of the Year title is hotly contested amongst the up and coming talents of the meat industry in Great Britain and Northern Ireland. This year Gary beat off the challenge of Steven Cusack of Davidsons Specialist Butchers in Inverurie and Ben Mews of Bonners the Butchers in Ilminster, Somerset. Presenting the award in London, Bill Jeremy, Chief Executive of the Meat Training Council described the standard of the competition to be as exceptionally strong as ever and added: "This award is very important since young people are critical to the future success of our industry. The finalists are a credit to themselves, their businesses and their craft."

Gary of butchers Forbes Raeburn and Sons in Bogie Street has won numerous awards for excellence. He has won the Under 22 Scottish Meat Skills championship three times, represented Scotland at international meat skills competitions, is a regular demonstrator for Quality Meat Scotland at the Royal Highland Show and has even accepted an invitation to work at Harrods. Providing a great example of the hoof to hook traditional butcher, Gary even finds time to raise his own cattle.

Gary's enthusiasm and passion for the business has driven him to great success. This award celebrates the fantastic commitment and confidence that the youth in today's retail meat industry portray. Traditional butchery skills remain at the heart of each and every business. No matter where you are based this award is all about excellence and his customers in Aberdeenshire should be rightly proud of their rising star.

# VAT Inspection and HMRC'S Legal Powers

Article provided by Peninsula Business Services

Just what legal power does a VAT Inspector possess? Can they inspect your premises or even your home? Can they arrive unannounced and remove business records? Also, HMRC has asked for all computer records to be copied to a disc and sent to them. Is this legal?

Unfortunately, the answer to all of the above is yes. In certain circumstances, a VAT Inspector is legally entitled to do everything mentioned above. Their powers are far reaching but there are certain constraints which restrict some of their actions.

On powers of inspection, they can enter premises and inspect the premises, assets, and business records but they cannot inspect a part of a premises used "solely" as a home. However for many small businesses their home is also their place of business. As such a VAT Inspector can inspect any part of the home used for a business purpose.

In normal circumstances a VAT Inspector will agree a date and time of inspection in advance, in fact he is obliged to give at least 7 days notice. It is possible for a VAT Inspector (with a specially trained HMRC Officer's prior approval) to make an unannounced visit. Generally however this is only happens where a business is suspect in some way.

A VAT Inspector can also legally order that business records be produced and they are also allowed to copy and remove them if necessary. They must however give a receipt specifying the documents removed and provide a copy and/or access to the original documents if required. It should be noted that it is only business records which can be legally requested not private records such as a private bank account statement. HMRC also state that confidential advice provided by an accountant or VAT Adviser will not normally be requested. Auditor's working papers and management letters will fall into this category unless containing information relating to goods and services, etc.

On computers and computer records, a VAT Inspector may at any reasonable time, obtain access to, and inspect and check the operation of, any computer used by a business for a business purpose. The law also states that the computer operator or owner must provide assistance to a VAT Inspector in obtaining any business information required. It is these provisions that allow a VAT Inspector to obtain copies of computer records and remove them but he cannot take away the computer itself. A fine of £300 can be levied if a business "obstructs" a VAT Inspector in this regard.

The above only highlights some of a VAT Inspector's powers; there are many others. However if you have to endure a VAT inspection (or even a tax inspection), and are unsure as to the legality of an Inspector's requests then call the **Tax/VAT Helpline on 01455 852 555**

## SFMTA Craft Certificate

Trainees registered for a Modern Apprenticeship at Level 2 in Meat and Poultry Processing or Butchery Retail Skills can also be certificated for their craft skills be it as an all round butcher, cutter, manufacturer, butcher baker or counter assistant.

Please indicate your interest to Claire on 01738 637785.

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# Christmas Ideas from Lucas

## Christmas Dinner Accompaniments

What better way to make a Christmas dinner really special, than with the addition of some delicious accompaniments? Sausage meat, forced meat stuffing, cocktail and chipolata sausages, or pigs in a blanket (sausages wrapped in bacon), are all tempting.

Lucas Premium Stuffings are ideal for the job with 37077 Pinjar Gold Premium Sage & Onion Stuffing and 37079 Pinjar Gold Premium Cranberry & Apple (try using some port instead of water) being particularly popular.

Another great Christmas favourite is Lucas Butchers Classic Cranberry & Rosemary Sausage Mix (73695), with its lovely combination of juicy cranberry pieces complemented by a delicate hint of rosemary, this mix works well with pork, chicken, or even turkey meat.

## Hams & Gammons

Lucas has the perfect CURE for Christmas! Lucas Easicures in Traditional, Smoke or Sweet flavours are each perfect for dry curing hams and gammons. By using these cures with fresh additions, butchers can create something unusual and even more delicious in a Christmas range, such as black treacle with Guinness, wholegrain mustard and marmalade.

## Party Ideas

Quiches: Smooth and creamy Lucas Quiche mix makes the most delicious base for any variety of quiches: A must-have addition for the festive buffet table. Whether single size, family size or individual portions, they're always popular for parties and snacks. Try traditional Quiche Lorraine, or something different like Branston Pickle, Onion and Cheddar Cheese, or a more exotic Smoked Bacon and Shiitake Mushrooms.

Lucas has produced a DVD, which is the definitive step-by-step guide to creating excellent end products, including a segment on Pork Pie Making. The DVD is available for £10 all of which is donated to the butchers' charity, the BDCI. Just call the Lucas Helpline on 0800 138 5837 to order a copy.

## Other Party Foods

To get the party started, a great buffet is always a winner. Great ideas to include are delicious Mini Turkey & Cranberry pies using Lucas Chicken Sauce Mix, mini Kebabs on a skewer – using the Lucas Ultraglaze range, mini meatballs made using Lucas Meatball Binder, from turkey and chicken, with cranberry & rosemary, or sage & onion. Accompany these with Scotch eggs, mini pasties – butchers can find lots of ideas on the new Lucas Kitchen section of the website: [www.lucas-ingredients.co.uk](http://www.lucas-ingredients.co.uk) - or how about party vol au vents using Lucas Chicken Sauce Mix (also to be found in the new Lucas Kitchen range)?

## **Scottish store asbestos charge**

Superstore chain John Lewis is facing a large fine after an inspection of a branch by Edinburgh Council EHOs revealed construction workers were being put at risk from exposure to asbestos.

The discovery was made during a refurbishment of one of the retailer's stores in Edinburgh's St James Centre in July 2008. No thorough checks for asbestos were made before work began, leaving up to 15 builders in potential contact with the deadly substance.

Work temporarily ceased when a joiner came across an asbestos board, but management failed to carry out further tests and the refurbishment was allowed to go ahead regardless.

John Lewis Plc and contractors Morris and Spottiswood Ltd both pleaded guilty to three health and safety offences relating to asbestos at Edinburgh Sheriff Court on 18 October.

The charges were brought under the Control of Asbestos Regulations 2006, the Construction (Design and Management) Regulations 2007 and the Management of Health and Safety at Work Regulations 1999.

Sentencing was deferred until 9 November. Robert Aldridge, environmental leader, said: "This case clearly highlights the dangers of exposing workers to asbestos and council officers worked hard on a long and intensive investigation to bring this case to court.

"Our expectation as an enforcing authority is that large organisations should be leading the way on these important issues and should not be failing to meet basic minimum requirements. Our officers will not hesitate to report businesses that expose workers or members of the public to serious health risks with a view to prosecution."

## **Christmas and New Year Holidays**

Most of the calls into the SFMTA office in Perth after the New Year break are usually about holiday entitlement and the four days public holidays over the festive season. Most members have agreed public holidays for the year with their employees but there is always a question arising after Christmas. Our advice is to get this year's holiday and overtime arrangements agreed in advance.

Christmas Day and New Years Day fall on Saturdays and as long as your member of staff taking those two days off normally works on a Saturday these days will count as public holidays. Only if that employee normally works on a Sunday however will 26<sup>th</sup> December and 2<sup>nd</sup> January count as a public holiday but for those who usually have a Sunday off another day's public holiday is due. This does not need to be taken on Monday 27<sup>th</sup> December; you can elect to open that day so that you are ready for the next weekend's trade and delay that day off until another date to be arranged between yourself and your employee. Some businesses might decide to take Monday 3<sup>rd</sup> and Tuesday 4<sup>th</sup> January 2011 off but that decision is up to you.

## **SFMTA Office Closures**

SFMTA and Scottish Meat Training office will be closed on Friday 24<sup>th</sup> December, Monday 27<sup>th</sup> December, Friday 31<sup>st</sup> December and Monday 3<sup>rd</sup> January.

# Show Me the Money - new late payment regime

The European Parliament has approved a **proposal** for a new Directive regulating the late payment of commercial debts.

In November 1998, the UK Government introduced legislation to give businesses a statutory right to claim interest from other businesses for the late payment of commercial debt. The UK was one of the first countries in the EU to introduce late payment legislation to help promote a culture of prompt payment. Under revised EU legislation, all business owners can claim reasonable debt recovery costs and can benefit from the simplification of the calculation of Statutory Interest (currently 8.5%).

The EU Directive, which will replace the existing Late Payments Directive of 2000, calls for a "decisive shift to a culture of prompt payment" within the EU. It aims to give further protection and confidence to creditors providing goods and services - in particular to small and medium-sized enterprises who are generally more affected by the liquidity problems brought on by the late payment of debts.

The new Directive aims to reverse the trend of late payment by making late payment less attractive to debtors. The Directive introduces specific provisions on payment periods, fixed penalties, and interest rates.

Where payment has not been received within the relevant payment period, the Directive will ensure that the creditor is entitled to receive interest for late payment from the debtor, without the need of issuing a reminder.

Late-paying debtors will also be required to pay fixed fees to cover the creditor's costs of recovery. While this will be set at a minimum of €40, it may ultimately be more in order to cover all

the reasonable recovery costs incurred by the creditor.

Contracting commercial undertakings will be subject to maximum payment periods of 30 calendar days, unless expressly agreed in the contract - in which case, the maximum payment period will be 60 days.

The Directive does provide limited scope for variation. Both the interest rate and the relevant payment periods may be extended - however, only where this is expressly agreed in the contract, and is not grossly unfair to the creditor. Gross unfairness to the creditor will be determined with reference to, for example, whether the contractual term represents a gross deviation from good commercial practice, contrary to good faith and fair dealing.

The Directive notes that public authorities generally occupy a stronger position in commercial contracts. As such, in transactions where a public body is the debtor, the payment period cannot exceed 30 days, unless expressly agreed in writing and objectively justified in light of the transaction - in which case, the period can be extended to a maximum of 60 days.

The Directive will likely be adopted in the coming weeks, with the Commission noting that Member States will have until early 2013 to implement its provisions.

In the meantime you may like to use the following wording on your invoices that will give you some leverage with slow payers

**"We understand and will exercise our statutory right to claim interest and compensation for debt recovery costs under the late payment legislation if we are not paid according to agreed credit terms"**  
**The terms which we will show on our invoices will be 30 days.**

<b>Regional Meetings for 2011</b>		
<b>Monday 17<sup>th</sup> January</b>	<b>Buckleuch Arms Hotel</b>	<b>St Boswells</b>
<b>Tuesday 18<sup>th</sup> January</b>	<b>Western House Hotel</b>	<b>Ayr</b>
<b>Wednesday 19<sup>th</sup> January</b>	<b>Queensferry Hotel</b>	<b>North Queensferry</b>
<b>Monday 31<sup>st</sup> January</b>	<b>Glen Mhor Hotel</b>	<b>Inverness</b>
<b>Tuesday 1<sup>st</sup> February</b>	<b>Redgarth Hotel</b>	<b>Oldmeldrum</b>
<b>Monday 7<sup>th</sup> February</b>	<b>Garfield House Hotel</b>	<b>Stepps</b>
<b>Wednesday 9<sup>th</sup> February</b>	<b>Invercarse Hotel</b>	<b>Dundee</b>
<b>TBC</b>	<b>Caledonian Hotel</b>	<b>Oban</b>
<b>TBC</b>		<b>Castle Douglas</b>

These meeting will follow the successful formula from previous years – round the table discussions on all industry matters while a two course meal will be served. We hope that you will find this of interest and that you will try to come along and meet your colleagues in the industry. SFMTA Chief Executive Douglas Scott will host these meetings. Formal invitations will be issued in January.

## **Cloned meat is safe – hypothetically speaking**



At the open meeting of the Advisory Committee on Novel Foods and Processes (ACNFP) in November, the committee considered a hypothetical application under the Novel Foods Regulations for the approval of meat and milk from cloned cattle and their progeny.

The committee was asked to consider whether the available evidence on clones and their offspring provides a sufficient basis for the evaluation of meat and milk from such animals under the Novel Foods Regulations.

The committee noted that:

- the evidence showed no differences in composition between the meat and milk of conventional animals, clones or their progeny and is therefore unlikely to present any food safety risk
- the current evidence on the composition of meat and milk is relatively limited, and further evidence is required on how the rearing of animals in different environments may affect the meat and milk
- any potential differences between conventional cattle and the progeny of a clone were unlikely to exist from the second generation onwards
- that consumers may want to see effective labelling of products from clones and their offspring

In responding to the committee's discussion, Food Standards Agency Chief Scientist Andrew Wadge said: 'In considering this hypothetical application, the ACNFP has confirmed that meat and milk from cloned cattle and their offspring shows no substantial difference to conventionally produced meat and milk and therefore is unlikely to present a food safety risk.'

'The FSA Board will discuss this issue at its December meeting. The Board will consider the opinion of the ACNFP, the recent European Commission proposal to ban meat and milk from clones and their offspring, and any other developments, before providing further advice to ministers.'

**WANTED**

**BERKEL FLAT BED  
BACON SLICERS  
HAND DRIVEN**

**NOT GRAVITY FEED**

**CASH PAID**

**Tel Mr Hancock  
01782 616 799  
07766711392  
ANYTIME**

## New SFMTA Members

Welcome to new members:-

**John Taylor**, W Wylie, butcher, 6 Horsemarket, Kelso TD5 7HA Tel: 01573 226880

**Steven Mitchell**, S Mitchell of Auchtertool, 6/7 Bishops Court, Kennoway, Fife KY8 5LA Tel: 01333 350351 also at Craigie Farm Shop, South Queensferry

## Steak Pie named Scotland's Favourite School Meal

Topping a poll of secondary students.

Glen, star of the iconic Scotch Beef adverts, announced the result at Queen Anne High School, Dunfermline, with steak pie coming first in an online vote against eight other popular meals. The announcement was made at the launch of Scottish School Meals Week, which ran in Scottish schools from Monday 8<sup>th</sup> till Friday 12th November.

Laurent Vernet, Marketing Manager for QMS said: "With the huge variety of options available to students these days it is great news that traditional dishes such as steak pie are still the favourites.

"Scotland produces some of the best beef in the world, and making sure items like this remain on school menus and presenting them in a healthy, balanced way is one of the best ways we can show students the quality of our country's produce."



*Picture: From left Glen the Scotch Beef Guy with Jake Sirrell, Douglas Gourlay, Teagan Campbell and Anna Geyer tucking into the poll topping pie at Queen Anne High School, Dunfermline.*

School Meals Week will see more than 250 schools promoting the quality, healthy food that is on offer across the Scotland's secondary schools as well as the social interaction that comes with eating in a school dining area.

Adam Ingram, Minister for Children and Early years said: "This is an example of how innovation and partnership working can help to ensure that more children and young people develop an understanding of the important relationship between diet and health and well-being."

# First Minister Launches St Andrew's Day Scotch Lamb Campaign

First Minister Alex Salmond officially launched a new St Andrew's Day Scotch Lamb campaign on Tuesday 9th November and revealed that Scottish retailers are throwing their weight behind the unprecedented initiative.

Speaking during a visit to Fife-based sheep and beef producer John Cameron at Balbuthie, Mr Salmond welcomed the show of retailer commitment to the Quality Meat Scotland campaign supported by the Scottish Government.

Scotch Lamb will be promoted as "Perfect for St Andrew's Day" in almost 1000 outlets throughout Scotland. Among the major multiple retailers which will be encouraging shoppers to celebrate St Andrew's Day with Scotch Lamb are Tesco, Morrisons, Sainsbury, Marks and Spencer, The Co-operative and Lidl.

Additionally almost 800 butchers shops and independent retailers are also supporting the campaign, including around 300 Scotch Butchers Club members, and will be displaying promotional material featuring Leg of Scotch Lamb, developed in collaboration with the Scottish Federation of Meat Traders Association.



This month's launch of the Scotch Lamb St Andrew's campaign also marks the 20th anniversary of the world's first farm assurance scheme which was started in Scotland in November 1990.

John Cameron, host of today's visit by the First Minister, was also one of the original members of Scotland's Farm Assurance Scheme which pioneered the guarantees of welfare and provenance behind Scotch Lamb, Scotch Beef and Specially Selected Pork.

First Minister Alex Salmond said: "With the support of Quality Meat Scotland we now have a commitment from many of the major retailers to support the campaign and encourage consumers to celebrate St Andrew's Day with succulent Scotch lamb. Already over 1,000 outlets across Scotland have signed up.

"We are aiming to make Scotch Lamb synonymous with St Andrew's Day in the same way that haggis is with a Burns supper. Rated amongst the best in the world, Scotch Lamb is currently at its peak of seasonality.

"In Scotland lamb sales are worth over £30 million and its popularity is growing. And it's entirely fitting that we are marking the campaign - which is all about celebrating quality, provenance and farm assurance, here at Balbuthie - on the 20th anniversary of farm assurance, as John Cameron was one of the original members of the scheme."

# HRH The Princess Royal Views Tradition and Innovation at Royans of Elgin

At Scotland's oldest family butchers business, HRH was welcomed by business owner Jim Royan and his wife Jean and was also introduced to three senior staff - Manager, Willie Collie, Deputy Manager, Kevin Laing and Counter Supervisor, Brenda Ogg - who have collectively served 82 years' service with the business.

The business is celebrating its 160th anniversary this year and HRH viewed a collection of large scale Photo Art features on the outside of the building on Elgin High Street.

The artwork was specially commissioned from local graphic designer Graeme Nairn and captures the essence of the business, agriculture, Elgin and a majestic visual statement of Moray.

The Princess Royal, who was recently installed as The Master of the Worshipful Company of Butchers and is a patron of the Scotch Beef Club, also viewed impressive fresh meat displays during her tour.



Jean Royan, who was formerly Catering Manager at Gordonstoun School, introduced the royal visitor to examples of new ways of cooking Scotch Beef, Scotch Lamb and Specially Selected Pork as well as venison by adapting traditional recipe ideas. HRH, who expressed an interest in trying out the recipes at home, was also presented with a selection of recipes and a Scotch Beef apron to help her do so!

The royal guest, who was carrying out a number of engagements in Elgin during the day, also heard about Scotland's world-leading farm assurance schemes from Kathy Peebles of Quality Meat Scotland with input from Raymond Wight of Scotch Premier Meat, Inverurie.

Next month Farm Assured Scotch Livestock will be celebrating its 20th anniversary after being launched as a world-first in livestock quality assurance in 1990. Jim Royan led the development phase of this initiative which now underpins the reputation of Scotch Beef, Scotch Lamb and Specially Selected Pork at home and overseas.

"The visit went extremely well. Her Royal Highness was very engaging with staff and those who had gathered to meet her. She was also remarkably in touch with a lot of the modes of presentation and preparation techniques used by the retail trade in the UK," said Jim Royan.

"She took a keen interest in the demonstration of various dishes and asked us about the revival of interest in slow cooking.

"There's no doubt she will be a wonderful ambassador in her new role as Master of the Worshipful Company of Butchers, as she is for the Scotch Beef Club."

# SFMTA CORPORATE MEMBERS – Please support these businesses

**AVERY BERKEL LTD,**  
Foundry Lane, Smethwick,  
West Midlands B66 2LP  
Tel: 0870 903 2000

**AVONDALE POULTRY**  
S Pollock Avenue, Hillhouse Park Ind Est  
Hamilton, ML3 9SZ  
Contact: Chris Flanagan Tel: 01698 424 288

**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](mailto:sales@baro.co.uk) Web: [www.baro.co.uk](http://www.baro.co.uk)

**CAPITAL COOLING LTD**  
12 Dunnet Way, East Mains Ind Est  
Broxburn EH52 5NN  
Contact: Gerry Simpson Tel: 01506 859000  
Email: [sales@capitalcooling.com](mailto:sales@capitalcooling.com) [www.capitalcooling.com](http://www.capitalcooling.com)

**DALESMAN**  
New York Industrial Estate  
Newcastle Upon Tyne NE27 0QF  
Tel: 0191 259 6363 Fax: 0191 259 6362

**EAST OF SCOTLAND CONTRACTS**  
Ferryhills Road,  
Inverkeithing,  
Fife KY11 1HD.  
Tel: 01383 418610

**KELLY BRONZE (SCOTLAND) LTD**  
Glencairn, 10 Stewarton Road  
Dunlop, Ayrshire  
KA3 4AA  
Tel: 01560 482404

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

**MANCHESTER RUSK COMPANY LTD**  
Flava House, Beta Court, Harper Road  
Sharston, Manchester M22 4XR  
Tel: 0161 945 3579 Fax: 0161 946 0299  
Email: [mrc@mrcflava.co.uk](mailto:mrc@mrcflava.co.uk) web: [www.mrcflava.co.uk](http://www.mrcflava.co.uk)

**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

**WATCO REFRIGERATION LTD.**  
Unit 44/2 Harden Green Ind Est,  
Dalkeith, nr. Edinburgh, EH22 3NX  
Tel: 0131 561 9502 Fax: 0131 561 9503  
Email: [info@watco-refrigeration.co.uk](mailto:info@watco-refrigeration.co.uk)

**VC999 PACKAGING SYSTEMS (UK) Ltd**  
10 North Portway, Close Round Spinney Industrial Estate  
Northampton, NN3 8RQ  
Contact: Bill Anderson Mobile: 07811 954 587  
Tel: 01604 643999 Email: [bill.anderson@vc999.co.uk](mailto:bill.anderson@vc999.co.uk)

**AES JEROS LTD**  
Supplier of Equipment Washers & Tray Cleaners  
Crossbush Cottage, Riccarton,  
Kilmarnock KA1 5LN  
Tel: 01563 551122, Mobile: 07788 926 925

**BANK OF SCOTLAND MERCHANT SERVICES**  
Tel: 0800 652 5808

**BIZERBA (UK) LTD**  
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Hemel Hempstead,  
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Tel: 01442 240751

**COPAS TRADITIONAL TURKEYS LTD**  
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Maidenhead, Berkshire, SL6 9UB  
T: 01628 474678. Email: [jodie@copas.co.uk](mailto:jodie@copas.co.uk).  
[www.copasturkeys.co.uk](http://www.copasturkeys.co.uk)

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Bellshill ML4 3JA  
Tel: 01698 749595 Fax: 01698 740503

**GMC CORSEHILL LTD**  
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Tel: 01294 275133/322807/313290  
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web: [www.gmccorsehill.co.uk](http://www.gmccorsehill.co.uk)

**KRH LTD**  
2 Elms Way, Ayr  
Ayrshire  
KA8 9FB  
Tel: 01292 283111

**MCASLAND CRAWFORD**  
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PA3 4AS  
Tel: 0141 849 7033

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

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

**VERSTEGEN LTD**  
Unit A9B Plough Road Centre  
Great Bentley  
Essex CO7 8LG  
Tel: 0800 011 3246 Email: [info@verstegen.co.uk](mailto:info@verstegen.co.uk)

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

**VEHICLE BODIES (FORFAR) LTD**  
Unit 1, Old Brechin Road, Forfar DD8 3DX  
Contact: David Reid  
Tel: 01307 462142, Fax: 01307 466070  
Email: [vehiclebodiesforfar@btconnect.com](mailto:vehiclebodiesforfar@btconnect.com)

# Livestock Prices

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

BEEF PRICES		W/E 20/11/10	Previous week	Previous year				
<b>Scottish Abattoirs</b>								
Steers dwt		285.2 p/kg	283.4 p/kg	292.9 p/kg				
Heifers dwt		283.9 p/kg	280.8 p/kg	292.4 p/kg				
Young Bulls dwt		254.3 p/kg	254.7 p/kg	265.5 p/kg				
<b>Numbers</b>								
Steers		3853	3851	3694				
Heifers		3070	2783	2812				
Young Bulls		487	574	402				
BEEF PRICES		W/E 17/11/10	Previous week	Previous year				
<b>Scottish Auctions</b>								
Steers lwt		162.08 p/kg	159.01 p/kg	164.31 p/kg				
Heifers lwt		159.42 p/kg	161.87 p/kg	166.70 p/kg				
Young bulls lwt		122.63 p/kg	129.32 p/kg	131.09 p/kg				
<b>Numbers</b>								
Steers		267	341	287				
Heifers		304	339	332				
Young bulls		51	61	43				
<b>Deadweight cattle week ending 20<sup>th</sup> November 2010</b>								
	All steers p/kg		All heifers p/kg		All Young bulls p/kg			
	3	4L	4H	3	4L	4H	3	4L
-U	291.6	291.2	291.1	293.4	293.9	293.0	271	280.2
R	285.9	288.1	287.5	283.4	286.3	287.0	271.0	274.3
O+	279.2	282.3	277.9	274.0	280.3	279.6	257.4	255.1
-O	264.3	264.5	250.7	238.0	252.8	249.1	238.0	238.6

Provisional data indicates that supplies in early October increased even further before beginning to tighten as November approached although they remain higher than twelve months ago. The Scottish kill is expected to have been around 5% higher than last year during October, but this compares with a 7.5% year on year increase during September.

UK slaughterings of mature cows and bulls continue to run well ahead of last years levels. However, mature cow and bull slaughterings in Autumn 2009 were unusually low and the increase this year barely returns kill numbers to those of autumn 2008. Although mature stock kill numbers are higher than last year, so too are calf registrations. Over the first half of 2010 Scottish calf registrations were around 1% higher than last year while at GB level the increase in applications is about 2%.

EU prime cattle prices have increased over the past month while at this time last year they were declining. This means that with the exception of Spain the major beef producing countries of Europe all report prices higher than this time last year.

<b>. SHEEP PRICES</b>		<b>W/E 17/11/10</b>	Previous week	Previous year
Scottish Auctions				
New Season SQQ lwt		160.80 p/kg	160.52 p/kg	163.33 p/kg
Ewes lwt		£51.07 /hd	£50.40 /hd	n/a

#### Sheep numbers

Scottish Auctions			
New Season SQQ		15294	17613
Ewes		6368	6019

<b>SHEEP PRICES</b>		<b>W/E 20/11/10</b>	Previous week	Previous year
GB Abattoirs				
New season SQQ dwt		359.6 p/kg	361.1 p/kg	352.0 p/kg

#### Deadweight sheep week ending **20<sup>th</sup> November 2010** p/kg

	U	370.2	369.5	357.7
	R	360.8	359.8	354.9
	O	353.4	352.1	351.6

<b>PIG PRICES</b>		<b>W/E 20/11/10</b>	Previous week	Previous year
GB Abattoirs				
All pigs DAPP		136.43 p/kg	136.93 p/kg	139.16 p/kg

#### GB deadweight pigs ending **20<sup>th</sup> November 2010** – p/kg

	Method 1 and 2 p/kg dwt	Change		Method 1 and 2	Change
				p/kg dwt	
Up to 59.9 kg	127.15	-4.66	80.0 – 89.9 kg	136.97	-0.56
60.0 – 69.9 kg	137.35	-0.58	90 kg and over	128.49	-0.79
70.0 – 79.9 kg	137.56	-0.30			

**For Sale – new on market** Established butchers business in South Perthshire town. Enquiries in first instance to SFMTA Tel: 01738 637472

**For Sale** Avery Berkel Slicers, Gravity Fed, 1 large £350 each, 1 small £300. Serviced recently, good working order. Tel: 01324 823399

**For Sale** Long established butchers business in Perthshire town. Enquiries in first instance to SFMTA Tel: 01738 637472

**For Sale** Butchers business established 1967 in Central Fife. Modern well equipped shop. Owner wishing to retire. Enquiries in first instance to SFMTA Tel: 01738 637472

## Pie results delayed until January

Snowy conditions forced organisers to postpone naming of the World Scotch Pie Champion at Carnegie College, Dunfermline on St Andrews Day. The proposed new date to name the winner is Thursday, January 6, weather permitting.

## Copas Turkeys wins Christmas 'Q' at Quality Food Awards 2010

Copas Traditional Turkeys has received its 4<sup>th</sup> national award of the year, winning a "Christmas Q" in the Meat & Savoury category for their Free Range Bronze Turkeys at the prestigious Quality Food Awards.

Now in their 4<sup>th</sup> decade, the Quality Food Awards continue to be the most prestigious awards for food & drink products on sale in UK Grocery outlets, with judging (by over 70 judges!) rightly regarded as the most rigorous in the industry.



The Copas Turkeys team are delighted that their Free Range Bronze Turkeys have been chosen as one of the country's most highly rated Quality foods. Jodie Cavaye, Sales & Marketing Manager says of the win "*We are so proud that our turkeys have been awarded a Christmas 'Q', proving that turkey is still the number one choice at Christmas. We have always believed turkey to be the most important part of the most important meal of the year & our traditional methods ensure that Copas Turkeys can 'stand their own' amongst other meats when competing on taste, smell, texture and appearance – every family should treat themselves to a traditionally produced turkey at Christmas*".

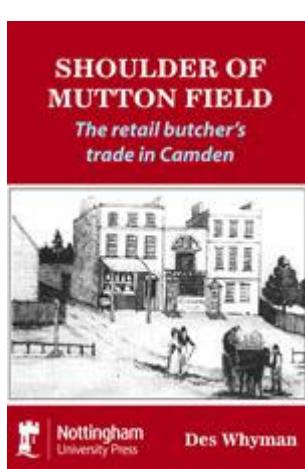
Copas Free Range turkeys are produced using traditional methods that truly contribute their superior eating quality (adult birds are plucked by hand & hung for two weeks like a game bird) and are only available for Christmas, making them the ultimate treat for discerning foodies.

This award comes hot on the heels of a spate of award wins for Copas Turkeys recently. Earlier this year the company won the Health & Welfare in Poultry Award, and Copas Free Range Bronze Turkeys won 2 Gold Stars at the Great Taste Awards ... satisfying exactly what consumers are looking for in the meat they consume at the moment; healthy living conditions, high animal welfare and of course... Great Taste!

# Shoulder of Mutton Field

Christmas Present sorted:-

## The story of the Retail Butchers Trade in Camden by Des Whyman



The history of the urban butcher's shop is comparatively modern, and whilst particular districts in the Borough of Camden created in 1965 may be unfamiliar to some readers, their growth followed similar patterns elsewhere. It is not possible to profile every butchers shop and therefore Kentish Town has been chosen as representing the development of the trade.

The story is not solely confined to statistics or even great events, but just as importantly the employees and customers, essential to their success.

It was a time when meat was only second in importance to bread and customers regularly visited the retail butchers shop three or four times a week.

Since that era events have decreed otherwise, and this particular style of shopping for meat, together with employment opportunities afforded by the retail butchers trade, has almost passed into history. The book published by Nottingham University Press sells at £25.

### About the author:

Desmond Charles Whyman was born and educated in west Kentish Town, London. With a few exceptions he has spent his entire career in the meat trade, commencing as shop boy, progressing to manager and eventually proprietor of a retail butcher's shop. He studied as a full time student at Smithfield College before returning to hold the position of meat technologist at the college. He is a Graduate Member of the Institute of Meat and for the past seventeen years he has been engaged on research and recording the history of the meat trade. Other works include talks on the history of the frozen meat trade, the history of the meat trade together with various written articles including the official periodical of the Worshipful Company of Butchers.

## Postal Scam

Confirmed by Royal Mail. The Trading Standards Office are making people aware of the following scam: A card is posted through your door from a company called PDS (Parcel Delivery Service) suggesting that they were unable to deliver a parcel and that you need to contact them on 0906 6611911 (a Premium rate number).

**DO NOT** call this number, as this is a mail scam originating from Belize.

If you call the number and you start to hear a recorded message you will already have been billed £315 for the phone call.

If you do receive a card with these details, then please contact Royal Mail Fraud on **020 7239 6655**.

**WANTED: Member shops to feature in this Newsletter.**  
**You receive A5 100 copies of the feature and all the photographs taken for your own use in publicity, websites etc.**  
**If you are interested please contact Bruce on 01738 637472.**

# Viv RAPS in Kirkwall, Dingwall and Stornoway

Thanks to SFMTA's European project – "Cutting it in Scotland." New product workshops were held in three locations in the Highlands and Islands during the last week in October.

Viv Harvey, probably best known as a specialist butcher / demonstrator with the Meat and Livestock Commission, is now employed by RAPS UK to demonstrate the use of their products using their marinades and spices.



Sixteen attended the two and a half hour demonstration at Orkney College on Tuesday 26<sup>th</sup> October and another nine at Munros in Dingwall the following evening. Viv took in Stornoway as well before returning home for his next task – a flight to Botswana to assist there with specifications and training. Viv is no stranger to Africa, he has spent over 40 days working in Namibia already this year with a similar brief.

The international butcher showed a multitude of techniques and new concepts that those present were invited to take away and apply to their own businesses. Viv worked with Chicken Fillets, Pork Fillet, Loin of Pork, Thick Flank of Beef and a Shoulder of Lamb and all those who attended left with pots of marinades to do their own development work. One of the topical ideas was a roulade with a pork mince and Christmas pudding filling.



All the pictures of the products produced by Viv can be viewed online at  
<http://picasaweb.google.co.uk/SFMTA3/VIVHARVEYRAPS#>

# Up to 48% off<sup>†</sup> AA Fleet Breakdown Cover for SFMTA members

Service level	Roadside	Relay	Relay Plus	Home Start	Accident Management	Offer Price	Standard Price	Saving
Fleetwide 1	✓	✓	✓	✓	✓	£93.24	£156.96	£63.72
Fleetwide 2	✓	✓		✓	✓	£83.28	£149.16	£65.88
Fleetwide 3	✓	✓	✓	✓		£68.88	£134.52	£65.64
Fleetwide 4	✓	✓		✓		£57.60	£107.16	£49.56
Fleetwide 5	✓			✓		£48.48	£78.12	£29.64

<sup>†</sup>Our survey showed 43% of customers received the maximum discount when buying AA Fleetwide Cover (sales: Jan 09 - June 09). Based on Fleetwide 3 Standard rates for 3-6 vehicles. All the above prices are per vehicle per year, inclusive of IPT (Insurance Premium Tax). Standard prices shown are based on cover for 3-6 vehicles. Offer prices shown are for any fleet size. All prices are subject to change. Fleetwide does not apply to: specialist vehicles, ie: taxis, mini cabs, hire vehicles, ambulances, DPVs (Disabled Passenger Vehicles), police vehicles, vehicles on tradeplates, minibuses, privately owned vehicles (unless used for business purposes), motorcycles and courier vehicles, or any vehicles over 3.5 tonnes gvw.

<b>Roadside</b>	Repair or recovery to the AA's choice of appropriate local repairer.
<b>Relay*</b>	Transportation of vehicle, driver and up to 7 passengers to a UK mainland address if prompt local repair not possible.
<b>Relay Plus*</b>	Extended Relay service to include one of three alternative arrangements for driver and passengers; car hire, accommodation or public transport services.
<b>Home Start</b>	For breakdowns at or within 1/4 mile of your home address.
<b>Accident Management</b>	Takes the hassle out of arranging repair, recovery and insurance claims after an accident or vandalism.

Terms and Conditions apply. \* Relay and Relay Plus services are not provided at or within 1/4 mile of driver's home address.

Offer cannot be used in conjunction with any other offer. Available for new customers only. Offer prices are only available while your Scottish Federation of Meat Traders Association membership is current. We reserve the right to review pricing at any time. Full Terms and Conditions available on request by calling 0800 55 11 88. Insured breakdown cover is provided by The Automobile Association Limited. Relay Plus is underwritten by Acromas Insurance Company Limited. Automobile Association Insurance Services Limited is authorised and regulated by the Financial Services Authority (FSA). Registered Office: Fanum House, Basing View, Basingstoke, Hampshire RG21 4EA. Registered in England and Wales number 2414212.

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