

FEDERATION NEWS

The Newsletter for Scotland's Craft Butchers



DECEMBER 2012

A New Leader

Kilmarnock butcher Ian Faulds was elected President of the Scottish Federation at the Annual General Meeting held at the town's Park Hotel on Sunday 25th November. Ian takes over as the leader of Scotland's Craft Butchers from Bowmore butcher Billy McFarlane.

He is the fourth generation to run David Faulds & Son, the business which was founded by his great grandfather in 1898.

When Ian left Kilmarnock Academy in 1968 he had a great desire to join the merchant navy but his family had destinations closer to home in mind and so it was that he entered the butchers business in John Finnie Street.

In taking an interest in meat trade matters, Ian follows in the footsteps of his father, David who was an influential member of the Federation's Executive a generation ago. When his father died in 1983, Ian was more than ready to run the business which concentrates almost entirely on retail. This is a traditional butchers business trading on the proven values of top quality, personal service and honest value. Ian buys his beef and lamb every Tuesday locally at Ayr auction mart and food miles are short with Paisley being his favoured abattoir. Pork comes in sides from local suppliers Robertsons of Ardrossan.

Subscriptions frozen

There was lots of news from the Annual General Meeting but what members will be pleased to hear is that the cost of SFMTA subscriptions will remain the same.

In 2012 Federation membership has held up despite the difficult economic conditions with a net loss of just one shop. However the AGM agreed the recommendation of the Chief Executive to maintain fees at the 2012 level for another year. The rate remains £250 + VAT per shop and an additional £65 per branch shop.

Featured this month:-

New SFMTA President elected at AGM

New Look for Simon Howie

2012 MTJ Scottish Butchers Shop of the Year

Making Plans for Forfar Abattoir

2013 Scotch Pie Club Awards – Judgement Day

News from SFMTA AGM in Kilmarnock

Meat Managers Hygiene And HACCP Courses

Day trip to Bradford

Focus on Gluten Free in Granite City

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EUROPE & SCOTLAND
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Muirhead member is Scottish Butcher of the Year



A family-run North Lanarkshire butchers shop which prides itself on the quality of its meat, its product range and the friendliness of its staff has lifted the title of Scottish Butcher's Shop of the Year 2012.

After three years as finalists in the award, sponsored by the Scotch Butchers Club and part of the national competition run by Meat Trades Journal, S Collins & Son has been unveiled as the overall Scottish winner at an event in London on 22nd November.

The shop, based at Lindsaybeg Road, Muirhead, employs 18 staff and is run by brothers Stewart and Fraser Collins, the third generation of the family to run the business established in 1955.

The shop has around 500 product lines and is particularly well-known for its steaks, sausages and steak pies. As well as traditional service and top quality products the business makes use of the latest technology along with marketing opportunities including social media. The business is a member of the Scotch Butchers Club and Q Guild.

"We're absolutely delighted to have received the award and our thanks go to our staff for their hard work and our customers for their support," said Stewart Collins.



"We hope to continue to go from strength to strength and to build on the quality of products and service which we have been focused on achieving for the past 57 years," Mr Collins added.

Other finalists included John Lawson Butchers who have three shops in Uphall, Winchburgh and Broxburn and Boghall Butchers at Bathgate.

The award is sponsored by the Scotch Butchers Club which has around 300 member butchers who are committed to sourcing and clearly identifying top quality Scotch Beef, Scotch Lamb and Specially Selected Pork from approved suppliers.

QMS Marketing Executive Jack Broussine congratulated Stewart Collins and his family and staff and the other finalists on their success.

"Each of these businesses shares a total commitment to their craft and to providing a fantastic service. They also share great enthusiasm for the skills and depth of knowledge shared by butchers and in many cases passed from generation to generation. We look forward to watching these businesses continue to develop and grow in the coming years."



2012 UK Young Butcher of the Year

The title went to Alex Emmett from Allens of Mayfair but Andrew Peter (pictured above with Shop Manager, Stephen Cusack) from Davidsons of Inverurie was one of two runners up.

SFMTA CORPORATE MEMBERS –

Please support these businesses, they support the Federation.

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Telephone advice on Health & Safety is available to SFMTA members by phoning 0560 3468085 or by email: SFMTA@nhasco.com
You will need the reference number on the yellow introductory sheet that was enclosed in the last newsletter on phone SFMTA on 01738 637472 for it.

Securing a Future for Scotland's Butchers

The business meetings arranged by SFMTA and Quality Meat Scotland (QMS) to hear recent research into why customers use butchers' shops, why they use supermarkets and why they switch between the two, proved to be very popular. These four meetings held in Dundee, Dalkeith, Forres and Bellshill listened to marketing experts Jack Broussine and Laurent Vernet from QMS. Laurent's good news included results that show butchers are gaining market share back from supermarkets!

After the presentations, there were group discussions on the matters arising, including how butchers can be their customers' best friend and what SFMTA and QMS could do to assist.

The meetings were also a great success because eight members stood up on the night and explained what worked for their businesses. In this respect we should record our gratitude to Stewart Collins and Jim Royan, guest speakers in Dundee, Tom Courts and Scott Jarron speakers in Dalkeith, Katherine and Paul Greer and John Saunderson in Edinburgh and Jonathon Crombie and Paul Boyle in Forres. In every case the butchers were not asked to speak to their own local members and this led to very frank and honest presentations.

SFMTA will meet with QMS in early December to consider next steps. The evenings also revealed a great interest within the membership for more of these kind of events.



Paul and Christine Boyle with Jonathon Crombie and Jack Broussine at the Forres venue.

SFMTA wishes all their members a successful Christmas and New Year trading period.

SFMTA Offices will be closed as follows:

Monday 24th December
Tuesday 25th December
Wednesday 26th December

Monday 31st December
Tuesday 1st January
Wednesday 2nd January

We hope that you will be too busy to need us but if need be, Douglas Scott can be contacted out of office on 0795 784 2299 or by email douglas@sfmta.co.uk

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NFUS President at SFMTA AGM

Nigel Miller was delighted to be asked to be a guest speaker at the Federation's annual general meeting on Sunday 25th November. Nigel described butchers as the "face of the our industry" and claimed that butchers had an extraordinary role to play. "Butchers are the barometer of the market place and that interaction between farmers and butchers is key on the way ahead."

Having sat through the Federation reports to the AGM, Nigel said that he was heartened to learn of SFMTA's proactive approach to a potential new abattoir at Forfar. He offered to help where possible since a landscape void of contract abattoirs especially up the east coast is not a situation that would good for anyone.

Farmers are depressed reported Nigel. The weather has dragged them down, crops have been submerged in mud and he estimated that forage stock was possibly down by 80% and was of a lesser quality. He said that it would be a challenge to see livestock through the winter. Lambs had experienced a poor year and the weather had also affected the fertility of spring calving cows and that coupled with lower cow numbers led him to predict a tighter supply situation.

This challenge comes on the back of uncertainties of CAP reform and government attempts to pay farmers less money. He feared CAP cuts could destabilise businesses.

He also pointed out that the percentage of non Scottish kill in Scottish abattoirs had risen from 11% to 17%. Nigel termed September the wake up call when Beef price reached £3.58 per kilo in comparison to Northern Ireland's £3. "Are we worth the 58p he asked?" and observed that some customers might be happy enough with red tractor endorsement at the expense of Scotch. Butcher and processor margins have been squeezed and some have gone altogether like Orkney Gold. The rationalisation at Inverurie could mean loss of diversity and loss of capacity in the future. He stressed that the butchers have a role in driving quality.

Scotbeef (Inverurie) Limited

Scotbeef (Inverurie) Limited can confirm that following a period of staff consultation, the company has reduced its employee numbers by a total of 39. The final total is less than the projected figure of up to 70 posts at the start of the consultation period. The process was completed on Friday 23rd November.

A spokesman for Scotbeef (Inverurie) said: "We very much regret any job losses, however, following the creation of the new business from the former Scotch Premier Meat and Mathers (Inverurie) Limited, we have had to face up to some tough decisions about our cost base for the long term good of the company."

The spokesman added: "As a result of the staff consultation we have been able to considerably reduce the number of affected positions. We have also been able to retain the Prime Meat (Inverurie) site following support from Aberdeenshire Council." The company also paid tribute to staff for their efforts during the transition period to create the new business and described the changeover as "seamless".

Scotbeef (Inverurie) intends to concentrate its business at the former Scotch Premier Meat site in North Street, Inverurie. The company is also looking at suitable locations for a new processing facility at Thainstone, which it hopes to begin work on as soon as practicable.

Potential for new abattoir

Invitation to meeting: Monday 3rd December at 7.00pm
Invercarse Hotel, 371 Perth Road, Dundee DD2 1PG

With the closure of St Andrews Abattoir expected in 2013, the Federation foresees a need to create a new facility to service butchers and farmers in East Central Scotland. This is also a big opportunity because with uncertainty over whether or not the proposed new facility at Thainstone might handle contract kill, Brechin abattoir devoted to Tulip's pig kill and the remaining abattoirs available for contract kill being at Paisley, Wishaw, Shotts, Dunblane, Grantown and Elgin, there is a clear gap in provision down the east of the country.

We have looked into a new build at Orchardbank on the south west side of Forfar and had positive encouragement from Angus Council and local MSPs.

If a project is going to be brought together to enable this to happen we must move quickly since the last call for grant applications under the current Food Processing Marketing Grant Scheme is January 25th 2013. So to this end interested parties both as users and potential investors need to be identified and a new company formed to take this forward.

SFMTA would like to invite all those who might have something to contribute to the project to a meeting in the Invercarse Hotel, Dundee on Monday 3rd December.
If you are likely to attend please let us know:- telephone Bruce on 01738 637472.

St Andrews Abattoir AGM -

The meeting on Thursday 15th November discussed the sale of the site. If successful planning permission was achieved then the deal would be immediate. There was some reference to a February 2013 deadline and possibility of trade ceasing in midsummer. Proceeds of the sale would go into the company accounts and it would then be up to the shareholders to determine what happened to the funds.

There were views expressed that it was time to say thank you to shareholders for their support over the last 26 years and that they shouldn't be tied into investing into a new abattoir that they had no interest in.

Scotch Beef Farm of the Year 2012

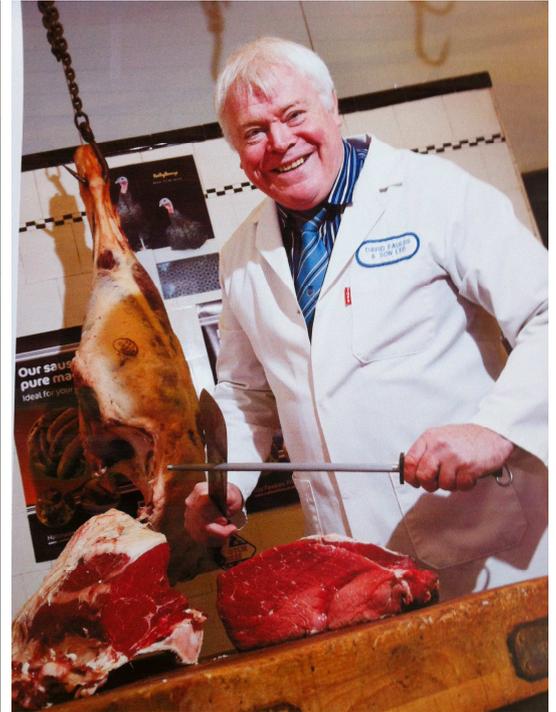
The winner of the first ever Scotch Beef Farm of the Year Award was unveiled on Wednesday 21st November at AgriScot by Rural Affairs Secretary Richard Lochhead.

Upper Nisbet Farm, near Jedburgh, run by Robert and Jacqueline Neill, was described as "ticking every box" during the presentation to announce the overall winner of the award, launched by AgriScot and Quality Meat Scotland in July this year.

Upper Nisbet Farm is a 1081 acre unit running 300 Limousin cross cows along with 10 pedigree Limousin cows, eight pedigree Limousin bulls and two pedigree British Blue bulls.

The other two finalist farms who were also visited by the judges earlier in November were Perthshire-based Netherton Farm near Auchterarder, run by the McLaren family and East Lothian-based Cairndinnis Farm, near Haddington, run by Euan Smith.

Meet the President



Ian Faulds has been a member of the Federation's Executive Committee for the last nine years and he has thoroughly enjoyed this involvement. He described the experience of the regular meetings as "a great meeting of minds with invaluable pulling of ideas" and he continued "It is always good to talk to your peers, you always learn something new and I commend it to all butchers."

Ian is married to Margaret who recently retired early from teaching and they have three daughters with the youngest 25 years old. Outside the industry Ian is interested in theatre, opera, travel and fine dining. He is also a self confessed newspaper junkie!



President 2009-11 Billy McFarlane hands over the chain and the gavel to incoming President Ian Faulds.

Invitation to see the Federation Executive in action!

President Ian would welcome any members who would like to attend the SFMTA Executive meeting in the Perth office on Wednesday 23rd January at 2.30pm.
RSVP to Bruce on 01738 637472

Top 5 common weather related excuses

Everybody has one, or a few, maybe – the employee who comes up with seemingly ridiculous excuses for having a day off sick. Larger employers could probably write a best seller with the most extravagant of excuses they have heard. Recent weather has only added to employee's reasons for self-certification.

- I've got a cold / flu
- I've fallen on the ice and hurt my leg
- The cold weather is aggravating my arthritis
- I was shovelling snow from my garden path and hurt my back
- I got sunstroke and feel too nauseous to make it in (from an employee who had just returned from a foreign holiday, clearly...)

Because an employee is generally able to self-certify for periods of sickness absence of up to 7 days, an employer does not have official evidence of the illness in the form of a fit note, for example. Many employers may think that they can't do anything about sickness that falls within the self-certification period. However, it can be open to challenge where the employer feels appropriate and he can take action.

Accidents do happen when the weather makes conditions dangerous but it is even more important for an employer to do a return to work interview for anyone off sick and to keep records so that the employer has a better impression of the genuineness of the reason for absence.

*For further clarification, please call Peninsula's 24 Hour Advice Service on **0844 892 2772**.*

Quality Meat Scotland - Appointment of Board Members

The Scottish Government is currently advertising for six new Board members to assist QMS in shaping a sustainable and prospering Scottish red meat industry.

Are you interested in supporting the development of a sustainable and prospering Scottish red meat industry? If so, then why not consider applying to join the Board of Quality Meat Scotland.

The Board currently is looking to appoint six Members (two in April 2013 and four in April 2014). For an application pack and full details of this and other public appointments please visit the dedicated public appointments website at www.appointed-for-scotland.org

Appointed on merit; committed to diversity and equality.

Please note the closing date for applications is 7 December.



What are the correct minimum disciplinary procedures required in order to dismiss?

Whilst there is no longer a statutory procedure that must be followed, employers must consider the provisions of the Acas Code of Practice on Disciplinary and Grievance Procedures when disciplining or dismissing. Failure to follow the Code will not of itself make an employer liable to tribunal proceedings, but a tribunal will take the Code into account when it is deciding whether a dismissal is fair. Where it was not followed, the tribunal may adjust the monetary award given to the employee for an unfair dismissal.



The Code sets out the basic steps that it is expected an employer will follow when disciplining and ultimately dismissing an employee.

Investigate the problem: An employer should not assume that an employee has broken a rule or carried out an act of misconduct – he should try and find out facts and this may include holding an investigatory meeting with the employee.

Inform employee of the problem: The employee should be invited to a disciplinary hearing and the letter of invitation should set out in as much detail as possible the misconduct.

Employee should have the opportunity to put their case: a disciplinary hearing should be held where the employer should explain the problem and allow the employee to have their say, ask any questions relevant to the matter and produce witness statements to corroborate their side of the story.

Allow employee to be accompanied to the hearing: this can be by a colleague or a trade union official.

Decide on appropriate action: this will depend on the severity of the alleged misconduct and can be dismissal if it is considered gross misconduct. Otherwise a warning at the appropriate level will be given.

Give right of appeal: The employee should be allowed to challenge your decision at which point you should hold an appeal meeting, again allowing the employee to be accompanied.

Where the act is not gross misconduct, the process above will need to be repeated with an increased level of warning being given until dismissal is the final option.

Procedures may vary dependent on the specific facts so advice should always be taken.

*For further clarification, please call Peninsula's 24 Hour Advice Service on **0844 892 2772**.*

For Sale

2008 Renault Kangoo 1.5 DCI, fully refrigerated van – Metallic Silver
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Day trip to Bradford



Douglas Scott and Bruce McCall were invited to travel down to Bradford on Monday 3rd September for a tour of Dalesman seasonings production facility. They were welcomed by Ian Rhodes, Don Wallace, David Langley and Jill Bartlett.

The tour of the premises was very impressive. It is very clear that Dalesmans act in a very professional manner to make sure that the quality of their product is always the very best and consistently the same. All incoming ingredients are put into quarantine until tested.

At every stage quality control is paramount and every seasoning is made to exact formulas. The processes and practices were extremely hygienic and food safety conscious and we were overwhelmed by the large scale and the ability to deal with very small bespoke mixes.



After seeing all aspects of Dalesmans operations including testing lab and development kitchens we were given a taste of some products under development including Pork and Roasted Parsnip Sausages, Pork and Toffee Apple and Pork and Gingerbread Sausages.

The visit allowed the Federation to understand what Dalesman were looking for from their sponsorship. They were very complimentary of the value they received for their corporate membership and are keen to sponsor more events in the future.

The Group





Wanted Modern Apprentices

Scottish Meat Training still has vacancies available on their Modern Apprenticeship training programme for 2012

Available for ALL age groups and for ALL staff – new and old

And it's FREE. Skills Development Scotland fully fund the training for Level 2 and Level 3 Modern Apprenticeships in Scotland.

Do not miss out on this opportunity to invest in your workforce
Contact: Claire on 01738 637785 or email Claire@meattraining.net

Adopt an Apprentice

Skills Development Scotland have an incentive available for new employers of trainees who are made redundant. If a new employer agree a contract with the trainee to employ them for at least a year and also to allow them to complete their Modern Apprenticeship then they will be eligible for a £2,000 incentive. We have had three trainees re-employed through this scheme in this contract year.

The Youth Contract

There are wage incentives available in some areas for employing an out of work young person. These are difficult to source though we do have a list of where some are available. They are primarily aimed at employing young people who have gone through a Work Programme with the local Jobcentre.

In order for employers to qualify for the incentive, clients must be:

- Aged between 18-24 when starting work with the employer
- Attached on the Work Programme prior to starting work
- Starting work on or after 2nd April 2012
- Working 16 hours or more with the employer with a job that is a permanent role
- Willing to sign an employee consent form (a separate employee consent form) allowing the employer to claim the wage incentive
- Employed by private, voluntary community sectors, social enterprises, local governments or NHS trusts.
- Central Government Departments, Executive Agencies and Non-Departmental Public Bodies are excluded.

Visit to Walkers Shortbread



SFMTA Chief Executive Douglas Scott was guest of Walkers Shortbread for a very impressive factory tour on Friday 26th October. Accompanied by members Amanda Snowie from Hillfoots Country Butchers and Donna and John Cuthbert from Cheynes Butchers in Newburgh, the party were met in Aberlour House by Managing Director, Jim Walker, his son Alastair, Sales Director, Ian Gibson and North Sales rep, Paul Hebbourn.

2013 Scotch Pie Club Awards



© Craig Brown 2012



Provost of the Pies - Jim Leishman savours the entries at the 2013 Scotch Pie Club Awards

© Christine Scott 2012



© Craig Brown 2012



© Craig Brown 2012



Following the busiest judging day ever, the Scotch Pie Club has selected winners of the Scotch Pie Club Awards 2013. Winners will be announced on 9th January at Carnegie Conference Centre in Dunfermline.

The competition has attracted a record entry this year with more than 100 butchers and bakers entering some 500 pies, pasties, sausage rolls, bridies and savouries into the competition which, for the first time, features a new category - the best pie available for supporters to buy at a Scottish football match.

And in recognition of the new category, a special guest judge joined Head judge Robert Ross and his team on Tuesday 27th November.

Former Dunfermline Athletic manager and Provost of Fife Jim Leishman took up the mantle of a judge for the first time. Jim said "as a football professional, I was delighted that the new category of best football pie in Scotland was added this year and I was flattered to be able to get involved. The standard of entries was incredible and the judges were hard pressed to pick a winner. But I am well aware of the role the football pie plays in fan's enjoyment of a match so to be able to help judge which pie is the best in the land is a huge honour."





The World Scotch Pie Championships provides butchers and bakers across Scotland with the opportunity to become recognised as producing the highest quality savoury products with awards given to those producing the best products in each category. The winner of the Scotch Pie category will be declared as the WORLD CHAMPION in January 2013.

Head judge Robert Ross said "the competition, which has run for 14 years, aims to highlight that bakers and butchers create high quality artisan pastry products. Recognising the "great and the good" in this way rewards excellence and raises the bar in the industry. With more entries than ever before and the bar set incredibly high, we had a hard job on our hands but we are confident we have made the right decision.

Alan Stuart, competition founder, said "judging day for the 14th World Scotch Pie Championships was our busiest ever and the standard was higher than ever too. We have a huge number of hard working butchers and bakers who deserve recognition for delivering great products day in and day out. I am confident that the judges have made the right decisions today and I look forward to announcing the winners early next year."

The competition is supported by Scottish Bakers and the Scottish Federation of Meat Traders. Both trade associations actively support and promote bakers and butchers in Scotland by encouraging and sharing best practise.

The competition is sponsored by wholesaler to the food industry, Bako Northern and Scotland. <http://www.bakoscotland.co.uk/>

Football Pies

The new category for the best pie available to be purchased by football fans at games attracted an entry of 48 different clubs. These ranged from SPL to juniors, so Bathgate Thistle met Partick Thistle in a contest judged by football aficionados. Sports writers Scott McDermott (Daily Record), Jim Davie (Courier) and Iain Collin (Capital City Press), fans representative John Donald and butcher Jim Patrick joined Jim Leishman for the clash of the pies.



There will be a prize for the Best Pie overall, Best in SPL, Best in SFL, Best Junior and Best innovation. Results will be announced in December.

Teams entered were as follows:- Aberdeen; Airdrie United; Alloa Athletic; Arbroath; Ardrossan Winton Rovers; Bathgate Thistle; Beith Juniors; Broxburn Athletic; Buchanhaven Hearts; Celtic; Clyde; Dumbarton; Dundee; Dundee United; Dunfermline Athletic, Elgin City; Falkirk; Forres Mechanics; Fort William; Fraserburgh; Fraserburgh United Juniors; Greenock Morton; Gretna; Hamilton Academical; Heart of Midlothian; Hibernian, Huntly; Inverness Caledonian Thistle, Invergordon, Kilmarnock, Kippen, Kirkintilloch Rob Roy; Lanark Utd (Juniors); Lesmahagow JFC; Livingston; Motherwell, New Elgin, Partick Thistle; Queen of the South; Queen's Park, Ross County, Scone Thistle, Shotts Bon Accord, St Mirren, Tayport Juniors; The Rangers; Wishaw Juniors

Tesco's new £25m initiative for livestock farmers

Tesco has announced a £25 million annual deal with beef and pork farmers, promising them better prices and longer contracts.

The supermarket giant - which has previously attracted criticism from farming groups for its prices and short contracts - said the move is designed to take the pressure off British suppliers following rising feed prices.

The arrangement will create two new groups run by committees of farmers and will guarantee an above-market price for beef suppliers and pork prices linked to the cost of feed.

Tesco said the "industry first" will give direct contracts lasting up to 36 months to members of the groups, giving livestock farmers more security, the ability to plan ahead and a guaranteed fair price for their meat.

The retailer will work with around 140 pig farmers who will supply the retailer with the majority of its own brand fresh pork, with prices for meat reviewed on a monthly basis taking feed into account. Around 1,000 beef farmers will supply Tesco with all its Finest brand beef.

Asked if the deal would mean higher prices for consumers, a Tesco spokeswoman said: "There will definitely be no costs passed on to customers from the groups themselves."

NFU president Peter Kendall welcomed the announcement, saying: "Tesco's desire to establish a dedicated relationship with producers matched with a long term direct contractual commitment should be praised.

"We believe that these arrangements will foster stronger relationships with the farmers involved and ensure that Tesco is able to provide a consistent product for consumers."



Tesco's meat, fish and poultry director, Derek Lawlor, said: "As British agriculture's biggest customer, we're delighted to be announcing this new way of working with British beef and pig farmers.

"Pig farmers have been under pressure with significant rises in feed prices so it means a great deal to work in partnership with them and British beef farmers to help secure the industry's future in this country.

"Not only will our customers enjoy even more high quality, high welfare British meat in our stores, the Tesco Sustainable Farming Groups, like our pioneering dairy group before them, will guarantee farmers a fair price for their meat and allow them to invest and plan for the future."

British pig industry bodies had previously called on buyers and retailers to show clear commitment to their producers, warning that a failure to do so against a background of rising input costs could lead to producers going out of business and a dramatic rise in the price of meat. However, compared to their counterparts in the rest of Europe, British producers have managed to stave off the worst of recent price cuts in the pig sector.

Wanted:

Each year this Newsletter features photographs of butchers' shops at Christmas. We are open to suggestion as to which area is visited, so if you'd like some pictures taken of your shop, when you will hopefully be too busy to record these for yourself, please contact Bruce or Douglas on 01738 637472. Copies will be made available for your own or local press use.

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Cut waste and boost profits with the Zero Waste Challenge

If you want to reduce your business waste and boost profits, then you're minutes away from finding out how you can do just that. The Zero Waste Challenge is the new, free, online service from Zero Waste Scotland and will give you immediate access to a downloadable waste prevention action plan tailored to your business.



Simply answer a few questions about who you are and what you do, and discover the key things that your business can do now to save money. Plus get guidance, and signposts to available funding, that will help you realise those saving quickly.

Take the Zero Waste Challenge: <http://challenge.zerowastescotland.org.uk>

Tasked with delivering the Scottish Government's Zero Waste Plan, Zero Waste Scotland helps businesses reduce waste, recycle more and use resources sustainably. It delivers a range of free support programmes and services that offer advice, training, on-site support and funding. Find out more here: www.zerowastescotland.org.uk

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

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

For Sale - Butchers shop for sale on Isle of Bute

Opportunity to buy a long established family butchers. Profitable business in town centre location turning over £475,000 pa. Freehold, walk in chill, separate pastry and cooked meat prep areas.

Offers in region of £199,000.

Contact: Martin Thurman, RH McIntyre, Gallowgate, Rothesay. Tel: 01700 505962

Shop For Lease

A shop in Glasgow area is available to lease.

For further details contact SFMTA. Tel: 01738 637472

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

Successful family run butchers established in 1967 in the centre of Cowdenbeath, Fife.

Important: Viewing is by appointment only. Tel: 01383 510653

For Sale

Long established family Butchers/Deli business for sale/lease in Falkirk District area.

Please contact 01506 824597.

For Sale

Busy Butchers shop in Airdrie; Contact: Moira Bennett Tel: 07843994600

Meat Managers Hygiene and HACCP Training Course

Legislation sets out general rules that make clear that primary responsibility for food safety within a food business lies with the operator. It is therefore necessary to ensure that food safety procedures prevail in the business and are being carried out effectively.

Food safety management using HACCP provides the best way to achieve this.

This course is delivered as a one day option for candidates who have already received basic food hygiene training as a minimum. It is certificated by Meat Training Council.

Two courses will be delivered in January by Paul Bache on behalf of Scottish Meat Training.

Tuesday 22nd January at Premier Inn, Bathgate

Wednesday 23rd January at venue to be determined by interested parties. In other words if there is lots of interest from one particular area, that is where it can be held. So please register your interest now with Claire at Scottish Meat Training - telephone: 01738 637785

The content is specific to the retail Butcher / farm shop operation.
Course content outlines:

- Overview to Principles of Food Safety and Hygiene
- Understanding HACCP Terminology
- The Seven HACCP Principles
- Identifying Hazards
- Identifying Controls and CCPs
- The HACCP Template
- Monitoring Procedures and Corrective Actions
- Validation, Verification and Review Procedures
- Group Workshop
- Multiple-Choice Paper and Work Based Assessment

A training pack is provided for each business.

The pack contains:

- **Guidance notes.**
- **Blank HACCP template.**
- **Example cooked meat HACCP Plan**
- **CD ROM containing blank HACCP template and forms**
- **Paper Master copies of blank HACCP template and forms**

The assessment is by a short multiple choice test and a HACCP assignment which has to be sent in for the tutor to mark.

Cost of the full day course including certification and lunch is £160. In most cases this can be paid using Individual Learning Accounts (ILA) which Claire can help you with.

Focus on Gluten Free in Aberdeen

Andrew Gordon Butchery and Fine Foods held a Gluten Free and Healthy Eating event in the lead up to Christmas. The event based at their shop in Chattan Place, Aberdeen, was held in partnership with our local Coeliac group.

Focussed on excellent customer service and product development, Andrew has drawn on extensive feedback from his customers to provide a specialist service. After a successful trial run gluten free evening, Andrew Gordon celebrated the official launch of his new programme for healthy eating on 28th November.



On offer, there were gluten free steak slice, sausage meat balls, sausages, kebabs and stir fries, all of which were also be available to buy along with many other high quality gluten free products.

Allergy v Intolerance

Andrew explains that the two terms can sometimes be confused, but there are important differences.

*"Food **allergies** are generated by the immune system and usually occur within seconds or minutes of eating. Tiny amounts can cause potentially life-threatening allergic reactions, which is why it is vital to know about the ingredients and preparation of foodstuffs.*

Symptoms could include discomfort, diarrhoea and bloating. It is an autoimmune disease which is triggered by eating gluten from the cereals wheat, rye and barley. Some people with coeliac disease are also sensitive to oats.

Coeliac disease requires ongoing review and management. There are serious problems associated with coeliac disease including osteoporosis, bowel cancer and the increased risk of other autoimmune diseases.

*Food **intolerance** is not triggered by the immune system and is generally non life-threatening, but it could cause discomfort and a general feeling of being unwell."*

Pulsetta by Plenta Foods

Andrew is dedicated to bringing a range of quality food to the tables of his customers, and he was pleased to include Karsten Karcher from Pulsetta at his shop during the event. There were samples of rolls and an opportunity to talk about the new range of baked food items such as pizza, pizzetta, ciabatta and more.

About Andrew Gordon

Andrew Gordon Butchery and Fine Foods is an Aberdeen based butcher shop that specialises sourcing the best quality products and bringing them to customers.

For over 4 years, he has worked with customers to choose the best products, and has collaborated with the Food and Health Innovation Service on his new Andrew Gordon Trusted Food Project. He is working to develop and document low fat and reduced salt products as well as an extended gluten free range.

Fulfilling a need that he felt was missing in Aberdeen, Andrew has created products and services that will also fill a gap in the market enabling children to learn skills and understanding of food, health and innovation, to allow them to grow as confident adults with good future food choices.

Livestock Prices

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

BEEF PRICES	W/E 17/11/12	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	363.5 p/kg	361.5 p/kg	347.7 p/kg
Heifers dwt	361.0 p/kg	358.7 p/kg	344.3 p/kg
Young Bulls dwt	338.8 p/kg	338.0 p/kg	320.4 p/kg
Numbers			
Steers	3820	3765	3624
Heifers	2750	2570	3276
Young Bulls	410	515	367

BEEF PRICES	W/E 14/11/12	Previous week	Previous year
Scottish Auctions			
Steers lwt	200.10 p/kg	200.98 p/kg	197.94 p/kg
Heifers lwt	204.74 p/kg	205.12 p/kg	190.67 p/kg
Young bulls lwt	150.84 p/kg	184.21 p/kg	159.34 p/kg
Numbers			
Steers	170	191	214
Heifers	249	246	303
Young bulls	45	27	37

Deadweight cattle week ending 14th November 2012								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	369.7	369.7	369.2	369.3	371.0	369.6	355.7	355.1
R	363.9	367.4	366.2	362.7	364.3	363.2	347.6	346.9
O+	357.0	361.1	357.0	353.6	358.3	354.6	339.7	341.3
-O	344.2	344.1	326.2	320.9	328.1	324.5	320.6	320.5

In contrast to the previous week, all categories of prime cattle rose in price. With the Christmas trade beginning to impact the market, cattle became more expensive at Scottish auctions and in direct sales to the abattoir. Strong demand coupled with greater supplies of high quality cattle helped push average prices to record high levels. Deadweight prices remained around 5-6% higher than last year and auction prices were up 4%.

For Sale

2 x Avery Computer Scales M Series Model 202 with Till Drawers – all manuals/discs included £700 each

Trief Derby Dicer, new head fitted by manufacturer £3750 ono

True Pizza/Sandwich prep counter complete with worktop and 2 door refrigerated ingredient holding unit £375. Contact: Karen Connolly on 01506 651460

SHEEP PRICES	W/E 14/11/12	Previous week	Previous year
Scottish Auctions			
New Season SQQ lwt	151.14 p/kg	156.42 p/kg	187.99 p/kg
Ewes lwt	£42.47 /hd	£41.85 /hd	£64.38 /hd
Sheep numbers			
Scottish Auctions			
New Season SQQ	19532	15763	17495
Ewes	6527	5971	5846

SHEEP PRICES	W/E 17/11/12	Previous week	Previous year	
GB Abattoirs				
New season SQQ dwt	362.1 p/kg	361.1 p/kg	409.1 p/kg	
Deadweight sheep week ending 17th November 2012 p/kg				
	U	377.8	375.7	362.4
	R	366.6	365.4	355.8
	O	349.1	351.6	347.7

The number of lambs killed by deadweight price reporting abattoirs eased to an eight week low and this gave the price a nudge higher on the week. Nevertheless, numbers remained higher than year earlier levels and despite better carcass quality the average price paid for these lambs was down 11.5% year-on-year. Though auction prices also edged upwards, they trailed year earlier levels by 24%. Cull ewe prices slipped a touch but remained higher than they began the month.

PIG PRICES	W/E 17/11/12	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	160.13 p/kg	159.96 p/kg	147.48 p/kg

GB deadweight pigs ending 17th November 2012 - p/kg					
	Method 1 and 2 p/kg dwt	Change		Method 1 and 2 p/kg dwt	Change
Up to 59.9 kg	146.40	+1.93	80.0 – 89.9 kg	158.34	+0.96
60.0 – 69.9 kg	158.66	+0.39	90 kg and over	149.26	+0.63
70.0 – 79.9 kg	159.39	+0.87			

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

Farmgate pig prices showed an eleventh week of gains. However, their rate of growth has been slowing for the past month in line with their trend over the same period last year. Consequently, prices have held a steady 8.5% year-year premium for a number of weeks.

For Sale - 4ft Multideck

with 4 shelves and base. 5yrs old recently service, runs perfect very clean and tidy cost £1900 sell for £400 ono. Available September: Contact Andrew on 01592 891364

For Sale

Refrigerated Ford Transit 55 Plate White 2.2 litre Diesel, SW, Fully lined and refrigerated Approx 130,000 miles, Full service history, MOT & Road Tax to March 2013. Offers around £2500. Contact: Andrew on 01592 770555



ATTENTION ALL BUTCHERS!

INTRODUCING...

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DPS is a family run business and we've been established for over 60 years. We are a BRC approved site that specialises in the processing and packaging of bespoke poultry products. We also offer a complete range of boxed Beef, Lamb and Pork. Our Head Office is based in Inskip, Lancashire with depots in Sheffield and Scotland.

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If you would like to know more about the products and services we can provide please do not hesitate to contact John or Chris on the numbers below.

John Lonergan (Head Office) 01995 670 271

Chris Flanagan (Scotland Depot) 07768 477 791

To find out more about us go to:
directpoultry.co.uk



Retail Prices for w/e 24/11/12

	SFMTA AVERAGE NOVEMBER	SFMTA AVERAGE OCTOBER	QMS AVERAGE NOVEMBER	QMS AVERAGE OCTOBER
SCOTCH BEEF				
Fillet Steak	3625	3605	3647	3561
Sirloin Steak	2498	2498	2633	2598
Rolled Rib Roast	1977	1977		
Popeseye Steak	1621	1613	1616	1568
Topside	1316	1313	1212	1174
Round / Rump Steak	1269	1264		
Diced Stewing Steak	1054	1050	1079	1034
Rolled Brisket	1014	1010		
Steak Mince	909	906	763	745
Boiling Beef Bone In	659	657		
DOMESTIC LAMB				
Whole Leg of Lamb	1297	1297	1212	1135
Centre Cut Leg Bone In	1502	1502		
Gigot Lamb Chops	1644	1632		
Lamb Leg Steaks	1757	1757	1849	1849
Chump Lamb Chops	1626	1598		
Double Loin Lamb Chops	1688	1664	1645	1645
Single Loin Lamb Chops	1546	1521	1609	1654
Rolled Shoulder Lamb	1120	1113		
Lamb Shanks	687	687		
Diced Lamb	1353	1339	1354	1337
Minced Lamb	1170	1172	1281	1314
PORK				
Pork Tenderloin (Fillet)	1185	1297	1116	1090
Pork Leg Steaks	965	1502		
Double Loin Pork Chops	855	1632	735	698
Single Loin Pork Chops	833	1757		
Rolled Shoulder of Pork	699	1598	768	697
Belly Pork	655	1664		
Pork Loin Steaks	1016	1521	992	1006
Diced Pork	796	1113	801	772
PRODUCTS				
Beef Link Sausages	736	733		
Pork Link Sausages	734	731	763	759
Speciality Pork Sausages	787	785		
Sliced Beef Sausage	659	658		
Sliced Black Pudding	615	615		
Ball Haggis	741	732		
Scotch Pie	93	92		

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

Merry Christmas



CHRISTMAS ORDER BOXES



SMALL PACKS (50S)

1.5lb Pie Box : 265mm x 190mm x 75mm
Just 44p each - Packed in 50's

3lb Pie Box : 350mm x 250mm x 100mm
Only 54p each - Packed in 50's

10 PACK BULK RATE (500S)

1.5lb Pie Box : 265mm x 190mm x 75mm
Just 39p each - Packed in 50's

3lb Pie Box : 350mm x 250mm x 100mm
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(10 packs can be mixed sizes for bulk price)



Tel. 01383 418610

Fax. 01383 417244

Web : www.eosc.co.uk

Email : sales@eosc.co.uk

