

FEDERATION NEWS

The Newsletter for Scotland's Craft Butchers



Trying to sustain the unsustainable

SFMTA President Ian Faulds entered his second term at the AGM held in Perth on 27th November. In his address he added his concerns to those of many others about the challenging task of sourcing good quality beef:-

"Scotch livestock is the biggest problem for our businesses. Getting quality Scotch stock and moving it on at margins that are acceptable is not easy. Did I read the other day that Scotch beef was the most expensive in the world?"

"I can remember when Scotch Beef was regarded as the best in the world. We can now, after 16 years, export beef to the US market, big deal! This opens the door to major beef producers i.e. the USA, Canada, Brazil and Australia flooding the market with their beef.

"I wonder if SFMTA and QMS are trying to sustain the unsustainable. In the Borders I saw quality Border beef being sold. At the Meatup Exhibition we saw quality meat from Wales, the West Country and Ireland shown by wholesalers desperate to get vans into Scotland.

"At last year's AGM National Farmers Union President Nigel Miller pointed out the differential of about 58p in the price of beef between Northern Ireland and Scotland. One year on I would suggest the difference was nearer 86p to a pound, much harder to justify.

"The Federation sends all good wishes to the new Beef Industry Group under the chairmanship of our friend Chairman Jim McLaren. Is it too much to hope there will be a place for a butcher on it?"

The Annual General meeting also received addresses from Billy Hamilton, Lead EHO for City of Glasgow and chair of the HSACCP Working group that will release ButchersSafe early in 2014, from Ian Anderson Executive Manager of the Scottish Association of Meat Wholesalers. Input was added by Uel Morton of QMS and Elspeth MacDonald of FSA in Scotland.

Reports were received by SFMTA Convenors but by far the most entertaining address was from Murdo Morrison of the Robert Burns World Federation on the subject of 2014 The Year of the Haggis.

DECEMBER 2013

Featured this month:-

Shetland butcher lifts top Training Award

Winners from Butchers Shop of the Year

Feature on Patricks of Camelon

Scotch Pie Club Judging

Kilmarnock top the league

Training Update

Boost for island abattoirs

Scottish winners at Smithfield Awards

Retail Meat Prices

Steak Mince average breaks £10 / kilo

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Give us your chicken!



The Federation has been dismayed by the claims that there is insufficient demand in Scotland to sustain the poultry processing plant at Letham in Angus. Since 2007 when the 2 Sisters Group took over Joseph Mitchell's business there, Scottish butchers have been denied access to a large proportion of the chicken grown in Scotland. The talk of reducing production and closing processing capability is viewed as a 'Beeching' like action.

It has taken a long time for Scottish butchers to find alternative sources of quality chicken and although most are happy with their current suppliers, the switch to Scottish produce would not be hard to make if the quality of bird and processing was good.

The need for butchers to source outside Scotland was a consequence of Birmingham based, 2 Sisters preference to supply major multiples and a lack of interest in servicing the independent market. 2 Sisters took over the former Grampian Country Foods poultry processing site at Coupar Angus from food manufacturer Vion in March. In mid November the 2 Sisters Food Group issued a statement on more than 200 job losses out of the 658 employed at Coupar Angus that said:

"We are setting out a rescue plan for Scotland that will help secure the viability of the poultry industry and give us a better opportunity for future growth and success. Taking no action would put the future of our industry in Scotland at serious risk. There is an oversupply of poultry in Scotland, which has historically been the least efficient manufacturing base. There is also evidence of a decline in the UK poultry market due to changes in consumer demand. This situation is unsustainable."

As well as reducing the workforce at Coupar Angus there will be changes to shift patterns and working hours for those remaining. The statement added:

"At Letham, we have worked hard to secure a future for the site, and we've found a buyer who will tap in to new niche market opportunities, where it will be much more competitive in the market place."

Finance Secretary John Swinney, who is the MSP for the area, said:

"This is a very serious blow to employment in Coupar Angus, with the prospect of job losses at the 2 Sisters plant and the workforce are very much in my thoughts at this difficult time. The fact that this comes so soon after the acquisition of the plant by 2 Sisters is a

real concern. I have discussed the situation already with the management of the company and they have explained that a decline in market conditions has resulted in there being too much capacity within chicken plants. Unfortunately, that has resulted in job losses at Coupar Angus."

NFU Scotland will meet with growers from Letham who will be affected by the restructuring of the two sisters business in Scotland and a planned change of focus and ownership at Letham.

The meeting, taking place on Monday 2 December, is open to growers who have been affected by the 2 Sisters Food Group announcement and the termination of supply contracts.

NFU Scotland's President Nigel Miller commented on the current situation with the 2 Sisters following continued discussions with retailers, growers and the 2 Sisters Food Group. He said:

"The Union has concerns that producers' groups are in a position of uncertainty, and it is a significant blow given the level of investment driven into these businesses in recent years and can only undermine the confidence in the sector. The termination of contracts and the reduced price per kg linked to any future supply can only erode both profitability and trust.

"There seems to be some disconnection between what retailers are saying and what the firm is saying. There is a clear commitment to Scottish product and a real expectation of growing demand."

"We will be continuing to seek retailer input as to how shelf space for Scottish chicken can increase. It appears that limitations on the provision of cut portions may be a weakness in the present Scottish offer."

In 2007 when 2 Sisters took over the Letham plant it was processing 250,000 chickens every week.



Skills Development Scotland 2013 Modern Apprentice of the Year

Jurgens flies the flag for food manufacturing as Scotland's Modern Apprentice superstar

A 27 year-old Shetland Islands food-manufacturing apprentice who introduced a cured meat delicacy from the most southern part of Africa to the most northern part of the UK has been named Scotland's Modern Apprentice of the Year.

Jurgens Joubert, who works with Shetland Islands butcher J and K Anderson, also won the Level 3 Modern Apprentice of the Year category at the national awards.

Skills Development Scotland organised Scotland's 2013 Modern Apprenticeship of the Year Award. The event held this year at Glasgow's Science Museum was a celebration of the fantastic achievements of apprentices and employers involved in Scotland's Modern Apprenticeship programme.

Jurgen has completed both Level 2 and Level 3 Modern Apprenticeships through Scottish Meat Training. Jurgen was nominated by his assessor, John Farquhar who was present to witness this very proud moment for Scotland's Food and Drink sector.

The 2013 competition brought together leading Modern Apprentices from every corner of Scottish industry and all sizes of business. Jurgens qualified after successfully completing the specialist meat and poultry skills pathway within the Modern Apprenticeship framework developed in conjunction with Scottish food manufacturers by Skills Council Improve

"We congratulate Jurgens on winning Scotland's Modern Apprentice of the Year which is a well deserved title," said Improve Chief Executive Justine Fosh. "His achievement underlines the fact that careers in food and drink manufacturing are alive with opportunity for young people and offer tremendous value to employers.

"Apprenticeships available in the sector cover a host of skills – from craft bakery and artisan food production to working in highly automated processing environments using state of the art robotics and computer technology."

Jurgens is one of over 900 food and drink employees to complete a Modern Apprenticeship in Scotland in the past 12 months. His apprenticeship, delivered by Scottish Meat Training, included everything from meat preparation to packaging, stock control to customer liaison.

Jurgens' line manager, Stuart Eunson, said he had applied his learning in an exceptional manner and was soon developing new products - including biltong, a taste from his South African homeland. He also brought his IT skills into play - developing a system that now takes minutes instead of hours to keep costings and pricings up to date.

"He is the best apprentice I have had," said Stuart. "He was quick to learn and got both the practical and theory sides of his Apprenticeship without any trouble. I would say to any companies considering taking on an Apprentice to go for it. The more apprentices there are, the better I think it would be. It was where I started in the business and it is a very good way to get into the industry and progress from there," explained Stuart.

Based in the tiny village of Whiteness, seven miles north of Lerwick, Jurgens spends his days preparing Anderson's ready-to-eat products and speciality items.

Speaking at the Awards ceremony Jurgens said: "I was amazed and delighted to receive both of the Awards. It was a real surprise and a bit of a shock but I am excited and elated."

Jurgens beat 10 other Modern Apprenticeship category winners ranging from technical and professional services apprentices to apprentices working in the Public Sector.

Commenting on the Awards, which this year attracted record entries, Scotland's Minister for Youth Employment Angela Constance said: "These awards rightly celebrate all that is great about Modern Apprentices in Scotland and underline the qualities that they bring to our workplaces.

"I regularly visit employers of all sizes and am constantly impressed at how positively young people employed as Modern Apprentices are making their mark.



Butchers Shop of the Year 2013

Scottish Butchers are Cream of the Crop at Prestigious Awards



A trio of Scottish butchers showed they were a cut above the rest at the UK's premier butchery event in London.

Forbes Raeburn and Son, a family-run butcher's shop based in Huntly which prides itself on supplying the finest quality meat, scooped the Scottish Butcher's Shop of the Year 2013 award, sponsored by the Scotch Butchers Club run by Quality Meat Scotland.

Other finalists included Perth-based Simon Howie Butchers and last year's winner Stewart Collins & Son, Muirhead, Glasgow.



Jack Broussine, QMS Marketing Executive with Scottish Butcher's Shop of the Year 2013 award winners Gary Raeburn and Charles Raeburn plus Ellie Taylor pictured at the awards in London last month.

Andrew Peter from Davidsons Specialist Butchers in Inverurie took home the Young Butcher of the Year award and Wemyss Bay-based Mearns T. McCaskie won the Butcher's Plus award which recognises butchers who have diversified into other retail areas.



All the winners are members of the Scotch Butchers Club which has around 300 members who source their Scotch Beef, Scotch Lamb and Specially Selected Pork from approved suppliers.

Jack Broussine, Marketing Executive at Quality Meat Scotland, who presented the Scottish Butcher's Shop of the Year award, said: "Each of the winners are quality, independent butchers at the top of their trade and it's fantastic they have been recognised for their total dedication to their craft.

"They are all excellent ambassadors for our home-grown produce and their commitment to producing top quality products points to a bright future for the industry."

Charles Raeburn, whose Huntly business employs six staff and is well-known for its commitment to customer service and quality, said: "We are absolutely delighted to have won the Scottish Butcher's Shop of the Year 2013 award and I'd like to thank our staff for their hard work and, of course, our loyal customers."

The shop, which was opened in 1963 by the late Forbes Raeburn, is now run by his son, Charles, and grandson, Gary, who is a former UK Young Butcher of the Year and three times winner of the Scottish Young Butcher award. Gary, who is also a well-known livestock judge and cattle exhibitor, rears his own cattle and sells the beef in the recently refurbished shop.

The title for UK Butchers Shop of the Year went to K&G McAtamney in Ballymena, Northern Ireland.



Butchers Shop of the Year Awards 2013

Wemyss Bay butcher scoops UK title



Winners of the Butcher's Plus award, Mearns T. McCaskie, who are well-known as a quality butcher that supply the very best in Scotch Beef, Scotch Lamb and Specially Selected Pork, extended their shop to create the Seaview Café next door. Judges said they had turned the café, which has an outdoor decked eating area that overlooks the sea at Wemyss Bay, into a "thriving business".

Husband and wife team Nigel and Helen Ovens said they were delighted to win the award.

"We're just a small family business that aims to be the best," said Nigel. "We source all of our Scotch Beef and Scotch Lamb from Quanterness farm in Orkney owned by William Marcus and his father, Scott. This ensures we're selling the best quality meat to our customers."



"We've also invested heavily to turn our business into something special," added Nigel. "We have a great team of chefs and staff in the café that are working hard to put us on the map."

Butchers Shop of the Year Awards 2013

Aberdeenshire butcher is UK winner



Andrew Peter, who is no stranger to winning awards after earning the Scottish Young Butcher title at Meat Skills Scotland in May, claimed that he was "over the moon" to win the award for UK Young Butcher of the Year.



Andrew Peter from Davidsons Specialist Butchers in Inverurie said "I was up against some really strong competition, so to win this award is just fantastic".

Butchers Shop of the Year Awards 2013

Farm shop members make UK short list of three



Elaine and Derek from Hopetoun Farm Shop at Newton near Edinburgh were finalists in the Farm Shop of the Year category. This shop is a showpiece of local and Scottish produce. With an online presence the shop sources meat from the local estate, maintains high quality of product and service.



Glasgow Butcher Inspires Youngsters at Skills Scotland Event



Caption: Top Glasgow butcher Alex Christie (centre) pictured making Scotch Beef burger with Cumbernauld High School pupils Ross Henderson and Andrew Barr.

A Glasgow butcher joined Quality Meat Scotland (QMS) on 6 November 2013 to increase awareness among younger people of the wide range of career options available in the Scottish red meat industry.

QMS, along with four other organisations, is exhibiting at three Skills Scotland events in Aberdeen, Edinburgh and Glasgow - the biggest skills and careers events series for 14-19 year olds in Scotland.

At the Glasgow event, Broomhill butcher Alex Christie showcased the combination of traditional skills, innovation and enthusiasm of the modern-day quality butcher. Whilst enthusing the youngsters at the pack-out event with Scotch Beef burger-making demonstrations, Mr Christie outlined the many career options available throughout the red meat supply chain. SFMTA member Andrew Gordon fulfilled a similar role at the Aberdeen event.

Visitors to the Glasgow event at the SECC, also had the opportunity to pick up folders packed full of information about careers in the food industry including "Meaty Careers", a booklet produced by QMS which covers a range of career opportunities from farming and animal health to butchery and processing.

An interactive game aimed at increasing the understanding of the Scottish red meat industry, will also take centre stage at the events.

"With around 50,000 jobs in Scotland linked to the production of beef, lamb and pork, the Scottish red meat industry has a huge amount to offer the younger generation," said Jim McLaren, Chairman of QMS.

"These events offer a fantastic opportunity to educate youngsters about the quality and traceability which underpin the Scotch Beef, Scotch Lamb and Specially Selected Pork brands as well as inspiring them to think about a future career in the red meat industry."

The Impact of Divorce on the Family Business

Unfortunately one in two marriages fail. What are the consequences if an owner of a family business separates or divorces? Is there a way to protect the family business which has been in the family for a number of years? Family Business Solutions report:-

What is the law on divorce?

On separation/divorce, matrimonial property must be shared. Unless there is an agreement in place, or there are special circumstances the default position is that any matrimonial property is shared equally.

Matrimonial property is all property owned by a couple (individually or jointly) at the date they separate and which they have acquired during the marriage, **other** than property which has been gifted to them by a third party or inherited.

So property acquired before the marriage, or property gifted or inherited during the marriage, will not be matrimonial property.

The law encourages a clean break settlement and will take account of an individual's ability to pay. Some assets can be split, others can be sold with the proceeds being shared; but some assets can't be split or sold with the result that someone has to fund a large capital payout.

How can the family business be protected from divorce

In many cases shares in a family business will pass to the next generation by way of gift during the lifetime of the seniors, or the next generation will inherit the business on the death of the seniors. In these cases the family business will not be matrimonial property and will not therefore be included in the pot of assets to be shared on separation or divorce.

However, if the family business is gifted to the next generation it is vital that the gift is properly documented, otherwise there is a risk that the family business will be included as matrimonial property.

Even if the family business is not matrimonial property because it was acquired before the marriage, or was gifted/inherited during the marriage, it could become matrimonial property if the business is restructured or re-organised during the marriage. So there is a risk that a commercial decision will inadvertently put the family business at risk in the event of divorce.

If the family business is matrimonial property then "equal sharing" on divorce could result in a soon to be ex-spouse becoming a shareholder or partner in the business, or the business having to be sold, or a substantial capital sum having to be found from somewhere, often the business.

So how can you ensure that the family business is protected in the event of a separation or divorce in the family?

The best way to do this is to put in place either a Pre-Nuptial Agreement prior to marriage or, if circumstances change during the marriage, a Post-Nuptial Agreement after the marriage.

A Pre-Nuptial Agreement / Post-Nuptial Agreement will set out an agreement on financial provision. It can either be a ring-fencing agreement protecting pre marriage or post marriage assets or assets or it can be a more comprehensive agreement on financial provision where a wife or an intended spouse gives up a claim to financial provision in exchange for a specified entitlement on separation or divorce. It can deal with issues such as accommodation, income provision for the spouse and children and lump sums which could be based upon the length of the marriage.

Even if a Pre-Nuptial or Post-Nuptial Agreements is put in place some families will still be concerned about whether the agreement is watertight. If done properly, the courts are comfortable with couples reaching agreement on what will happen in the event of separation or divorce, and will enforce an agreement.

The agreement (if Pre-Nuptial) should be signed no later than a few weeks before the wedding. Both parties should receive independent advice. Full disclosure, whilst not essential, is helpful to identify what the couple are bringing into the marriage.

These are important points – if the agreement is not fair and reasonable, or it appears that one party has been pressurised or forced into signing the agreement, the court will not enforce the agreement and the objective of protecting the business will not have been achieved.

A Pre-Nuptial or Post-Nuptial Agreement provides certainty. Many business families now have a policy that requires their children to have Pre-Nuptial Agreements or Post-Nuptial Agreements as part of the family's wider succession and financial planning.

The following case study illustrates the risks of not thinking ahead.

The Jones family – mum, dad and two sons – were partners in a farming partnership which owned two farms. Mum and dad decided to retire and pass the farming business on to their two sons. Unfortunately the two sons didn't get on that well and rather than stay in business together the decision was taken to wind up the partnership and transfer one farm to each son so that they could carry on the business independently of each other.

One of the sons subsequently married. Not long after the marriage he sold the original farm and bought another one. Eighteen months, he and his wife separated.

There was no pre or post nuptial agreement in place, and as a result the farm was treated as matrimonial property as it was acquired between the date of marriage and the date of separation.

A pre or post nuptial agreement would have avoided the costly legal proceedings that followed the separation – with the wife arguing she was entitled to half the farm, and the son left to argue that he should receive more than 50% of the farm because the original farm was gifted to him before the marriage. A costly and emotional exercise that could have been avoided with some fore-thought and planning.

For families who have the discussion about whether spouses should be able to own shares or an interest in the family business as part of a wider discussion about the governance of the business, it prompts "what if" questions such as:

What sort of financial provision should be made for my spouse and children on my death if they can't own shares or an interest in the business?

What happens on divorce?

the answers to which are often enshrined in a policy or family constitution that the family must follow. So there may be a requirement for family members to put insurance in place to provide financial security for a spouse and children independently of the business; or there may be a requirement that family members sign a pre-nuptial agreement which sets out the financial provision to be made for a spouse on divorce. These "rules" give clarity and transparency and help set expectations at an early stage, hopefully making it easier to have the discussion with a spouse who is joining the business family.

For practical and preventative employment and HR advice, call the team on **0131 625 9191** or email **SFMTA@davidsonchalmers.com**



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of the
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Free advisory service to members started 1st September 2013
Password is the same as for Members Only website



**To: All Employers
December Update on Training**

Last month we circulated a letter to all employers regarding training and told you that we would keep you informed of how a cancelled visit or a visit that cannot be carried out properly impacts on our resources. We need you to understand that there is a cost implication which has a direct impact on the future of Scottish Meat Training (SMT).

In the month of November 17 trainees who were scheduled to be visited cancelled - with a lost predicted income of £5,806. This figure does not include any travel costs incurred or the time lost by the assessors. Scottish Meat Training cannot continue to operate with the continuation of cancellations and lost revenue and we need employers' cooperation to ensure that we continue to offer apprenticeships in Scotland.

Modern Apprenticeship training for the food industry is currently funded by Skills Development Scotland. It is a luxury that we do not wish you to lose but in order to carry on we need to work more sustainably.

We need employers and trainees to assist us to carry out this service to you. This means:

- **Trainee has to be on your premises on day of visit.**
- **Trainee has to have their work portfolio with them on day of visit.**
- **Trainee has undertaken tasks requested by assessor or can undertake tasks on day of visit.**
- **Employer allows us access on allocated visit date.**
- **If there is a need to cancel please contact ASAP so that the assessor does not make a wasted journey.**
- **Our assessors' diaries are booked 12 weeks in advance and if you cancel, or are not ready, you may have to wait until after that 12 weeks for another date.**
- **Late cancellations mean that our assessor cannot book another appointment.**
- **If we turn up and cannot carry out the visit we then have the travel costs and our assessor time wasted.**

If you have any ideas on how to make our service to you better – please contact us. We will be delighted to hear from you.

Claire Simpson
Administrator
Scottish Meat Training
claire@meattraining.net



Scottish Meat Training presently work with a total of 255 trainees in just under 200 workplaces. In the last twelve months SMT have certificated a total of 108 Modern Apprenticeships.

Our contract for the year to 31 March 2014 awarded us 149 people to register onto Modern Apprenticeship programmes. The allocation of places includes all age groups. So far we are ahead on the previous year having started 82. It is very important that we fill as many of these places as possible this year in order that we can continue to ensure that Skills Development Scotland will support the training of all ages in our industry. If you have any new starts please let us know.

Patricks: Where everybody knows your name



Robert and Jim Patrick make an impressive business out of this shop in Main Street, Camelon and while many things may strike you when you visit Patricks of Camelon but two are impossible to forget - size and screens!

The retail area of Patricks shop may be small but it's packed with punch. The front shop staff have an air of confident calmness but behind this tranquil compact appearance is a veritable tardis packed full of production capability whose wheels are well oiled and well deployed.

Crammed full of product, the back wall cabinet and the refrigerated counter are very smartly presented. Lots of innovation and mixed amongst strong selling traditional lines. Colour and uniformity give customers' eyes a feast and temptation to treat is irresistible.



CCTV allows an eye to be kept on ensuring customers' needs being fully met. They have a wide screen showing cookery tips to entertain them why being served but there is also a screen showing Sky News.

The customers however are not the only ones kept up to date with the outside world. The screens that raise eyebrows most though, are those in the production area showing Sky Sports News.

More pictures at <https://picasaweb.google.com/SFMTA3/PATRICKS071113#>



There are no armchairs here though and no likelihood of couch potatoes either. Patricks' staff can work away while being told what's happening on the football field and pick up sporting gems with occasional glances at rotating news strips. "We spend a large part of our life at work and none of us want to feel that we are missing out" said Robert Patrick.

This is no ordinary butchers shop, this is Patricks of Camelon. James Patrick founded the business in June 1961 when he purchased an existing butchers across the road from the current shop. James Patrick Senior had for many years worked in various meat businesses in Lanarkshire, but when the chance of his own shop came up he took it with both hands. When 334 Main Street became available Patricks moved over the road and since then the business has modernised and expanded as much as it possibly can given the restraints imposed by its site.

The new shop allowed bakery goods to be produced a properly kitted our bakery above the shop but the big break came in 1987 when as first time entrants Patricks lifted the Scottish Beef Sausage Championship. Like many winning such a title business flourished with 30% being added to sales. Patricks added the Scottish Pork Sausage title in 1989 and then won the UK Champion of Champions final the next. The heightened profile and recognition for the quality of their products propelled the Patricks business to a new level.

As well as Jim senior, Robert and Jim who had joined straight from school and Derek Monteith in the bakery, two new members of staff were taken on.

Joe Miller and Willie Fisher joined and some twenty years later are still key employees in a staff of 18, 10 of which are full time.



Winning the Scottish Haggis Championship in 2003 and numerous other awards including the Best Scottish Beef product at the 2012 Smithfield Awards for their Barbecued Short Ribs has continued to promote excellence in their products.

This endorsement has been proudly shared by Patricks' many customers. They give their feedback on the products and enjoy being part of the subsequent success.

Getting basic meat products right creates new and repeat business. Other products sell on the back of this and that is all backed up by discerning sourcing. Beef comes from farmer Jim Brown at Gandykehead in North Lanarkshire and is supplemented by wholesale purchases from John Scott Meats, PRDuff and Michael Malone. Scotch Lamb too comes from these suppliers and Specially Selected Scottish Pork from Robertsons of Ardrrossan.

Free Range Poultry is supplied by Gartmorn in Clackmannan, Turkeys from specialist suppliers Copas and chicken fillets from Dalziel. Serving ready to eat products is addressed by pre packing all these in a separate dedicated production area and some of this is even wholesale since Patrick are approved premises with the UKFA 009 stamp on its labels.

The cooked meat is not all that is labelled. All kitchen ready products are overwrapped for the customer to take home and cooking instructions are applied to the packs.

There is a full range of steak pies and small pastry goods including their latest gold award winner - the Barbecued Pulled Pork and Black Pudding Pie. Balmoral balls and Boudon Noir balls - haggis and black pudding truffles - are just a couple of the tempting products that Patricks produce.





Just as product is important, so too is the people and place. All Patricks staff have either completed or are working towards a Modern Apprenticeship. Jim and Robert see a benefit from having professional staff recognised at for a national qualification. They can see the confidence that brings and the efficiency both to the business and the customer.

Optimum site is always a tricky thing to identify and in most cases it occurs through chance. Patricks are fortunate that 30 minutes of free parking is available at their door. The road is one of the busiest in Central Scotland and the parking provision allows local shops to benefit from this. Consequently customers travel to shop there from Cumbernauld, the Hillfoots and the likes of Linlithgow. At Patricks it's like the tagline of the American Sitcom *Cheers*, attracting custom with good service and the popularity of the products – it is a place where everybody knows your name.

**Sometimes you want to go,
Where everybody knows your name
And they're always glad you came;
From the theme song from *Cheers*.**

Space is a challenge but one that has been addressed and conquered. The working practices are smart and investment has gone into labour saving devices like a mechanical Lorne Sausage press. The business is confident about its future and that has attracted Jim's two sons James and Jon and Robert's son Scott to follow in their fathers' footsteps.

Most of the business is over the counter trade where freshly baked rolls also make a sizeable contribution to sales. No hotels or restaurants are serviced but there is a good wholesale trade of sausages and pies to 25 to 30 neighbourhood retail outlets.

For almost as long as he can remember Robert has been a strong supporter of the Guild of Q Butchers. The quality assured group that recognises the best of Britain's butchers. Although Robert conceded that Q Guild possibly means more to him than to his customers, the business feels that it benefits from membership through the continuous contact and interaction with like-minded progressive businesses:-

"Through the Guild I meet the top people in the butchery business. Sandy Crombie, John Davidson and Andrew Ramsay are very good friends and you find that everyone has the same problems. We enter the Smithfield Awards and visit other butchers. It allows me to identify good ideas and keeps me ahead of the game."

Whether it's through Q Guild or Sky television Patricks of Camelon are always going to be well informed and if there are repeats of that 1980's American sitcom maybe it could have a screen of its own.

Butchers Throw Weight Behind “Scotch” label

Membership of the Scotch Butchers Club has increased in 2013, Quality Meat Scotland has revealed.



The 10% increase in membership of the club run by QMS takes the tally of butchers around the country who are committed to selling Scotch Beef and Scotch Lamb to over 300.

The members are all quality independent butchers - mostly from Scotland but also elsewhere in the UK - who source their Scotch Beef, Scotch Lamb and Specially Selected Pork from approved suppliers.

According to Jim McLaren, QMS Chairman, the wave of support is clear acknowledgement by butchers of the importance of the traceability and integrity underpinning the “Scotch” label.

“The horsemeat scandal earlier this year prompted an increase in footfall to butchers’ shops around the country as consumers took a welcome increased interest in the provenance of the beef, lamb and pork they were buying.

“This also gave our butchers a valuable opportunity to showcase to new customers the impressive combination of traditional skills and innovation that the modern butcher’s business represents.

Mr McLaren said the strong support for the Scotch Butchers Club could also be indicative of increasing recognition by butchers of the value of impactful marketing to their businesses.

Members receive promotional material from QMS and among the recent campaigns which have been very well received by butchers were marketing materials to encourage customers to make the most of mince and to cook quick and easy Scotch Lamb recipes.

The most recent campaign – “Make the Most of Your Whole Roast” – was launched by a trio of Scotch Butcher Club members and Scottish TV personality Carol Smillie in October at the QMS stand at the BBC Good Food Show in Glasgow.

However, Mr McLaren also recognised the huge challenge the prevailing high prices of cattle is placing on others operating in the red meat chain, including butchers and processors whose margins are under huge pressure.

“The long-term viability of our world-renowned industry depends on everyone operating in our industry doing so efficiently and profitably and, accordingly, high livestock prices are proving a real double-edged sword.

“Our research shows that Scottish consumers are increasingly looking to make purchases based on local production which offers a great opportunity to butchers who support the “Scotch” brand.”

Mr McLaren said QMS would continue to work hard on behalf of the industry to drive profitability and efficiency.

“We continue to look at new ways of protecting the integrity of the ‘Scotch’ label and the fact more and more butchers are recognizing what it stands for in terms of quality assurance, animal welfare and traceability is very welcome,” added Mr McLaren.

“A key aspect of this work is ensuring we continue to take every opportunity open to us at home and overseas, to communicate the quality and integrity of our Scotch brands to ensure the “Scotch” label retains the global reputation which the industry has worked hard to build.

“The importance we place on this is underlined by the fact QMS is currently recruiting a Brands Integrity Manager whose focus will be managing our six assurance schemes and developing our recently established brands licensing scheme.”

SFMTA Convenor calls for re-definition of Scotch

SFMTA Livestock Convenor Alan Kennedy told the AGM in Perth on 27 November that the past few weeks had at last seen a small drop in the price of live beef. "Over the past year we have experienced price rises such as we have never experienced before, and many butchers are selling up or, worse, closing their businesses because of squeezed margins on top of other rising costs.

"As an industry, we are faced with a whole new ball game, as lack of supply will ensure that stock prices remain at very high levels. It is indicative of the times that many butchers are now steering away from the "Scotch" label, as there isn't enough to go around, and more wholesalers are offering English or Irish beef to compensate.

"Given that supplies will remain tight for the foreseeable future, is there an argument for some relaxation of the definition of "Scotch", perhaps returning to the days when prime cattle that were finished and slaughtered in Scotland fell under the "Scotch" label. The "Scotch" label would still carry a premium reputation, and more cattle would probably pass through Scottish abattoirs to attract the premium that the label carries. In my opinion, this would only work if restricted to prime cattle, as any drop in quality would soon damage the label.

"With the above in mind, I would also question the purpose of QMS using diminishing levy funding to attend vastly expensive trade fairs, such as Anuga, or going on trade trips to exotic destinations such as Hong Kong. There can be little prospect of meaningful sales to the Far East, so would the funds not be better spent on supporting the home retail trade with more promotional material and attendance at more events within Scotland and the UK? After all, the levies come from Scottish businesses, and they should be the ones to benefit.

"Moving to pork, prices have also moved ahead in the past year, but by less in comparison to beef. Despite the price difference between beef and pork, we have noticed little difference in the volume of pork sales.

"Lamb sits at a comparable price to last year, and despite our best efforts as an industry, the Scottish public are still reluctant to buy lamb in bigger quantities. As beef prices have risen, the public seems to have bypassed the relatively good value of lamb and pork, and sales of (admittedly cheaper) chicken continues to rise. Again, perhaps a re-think of promotional funding may help address this.

"The past year has seen the closure of another local abattoir (St Andrews), thus further restricting choice and competition within the trade. As I have warned in the past, unless farmers support local auction marts and the marts become far more pro-active in generating sales, then the wholesale trade will lie under the control of a very few large processors, and our unique selling point as independent butchers will vanish. Auction marts must realise that they will have to work to generate throughput, as they cannot hope to attract buyers unless there is an attractive choice of stock."

Regional Meetings

The usual format will be followed for Winter SFMTA Regional Meetings, round the dinner table discussions. Invitations will follow but please note these begin in January as follows:-

Monday 13 th January	Kelso	Tuesday 14 th January	Ayr
Monday 20 th January	Stepps	Tuesday 21 st January	Inchtire
Monday 27 th January	New Pitsligo	Tuesday 28 th January	Queensferry

For Sale

KT 42 mixer mincer, good working order, 3 phase supply required, stainless steel worm and a selection of mincer plates. £1500.00 ono.

Trief Dicer , 2 sets of dicing blades (25 mm and 16mm), machine in good working condition, £1000 ono. Contact: George Jarron, Scott Brothers 01382 819417

Retail Prices for w/e 23/11/13

	SFMTA AVERAGE NOVEMBER	SFMTA AVERAGE OCTOBER	QMS AVERAGE NOVEMBER	QMS AVERAGE OCTOBER
SCOTCH BEEF				
Fillet Steak	3845	3811	3752	3721
Sirloin Steak	2772	2751	2654	2713
Rolled Rib Roast	2129	2115		
Popeseye Steak	1735	1721	1640	1640
Topside	1437	1426	1184	1239
Round / Rump Steak	1412	1402		
Shoulder Steak	1144	1144	1106	1091
Rolled Brisket	1088	1079		
Steak Mince	1001	997	804	846
Boiling Beef Bone In	714	714		
DOMESTIC LAMB				
Whole Leg of Lamb	1336	1327	1213	1213
Centre Cut Leg Bone In	1550	1543		
Gigot Lamb Chops	1704	1684		
Lamb Leg Steaks	1849	1842	1817	1875
Chump Lamb Chops	1708	1701		
Double Loin Lamb Chops	1763	1763	1615	1615
Single Loin Lamb Chops	1592	1592	1489	1476
Rolled Shoulder Lamb	1389	1396		
Lamb Shanks	927	927		
Diced Lamb	1456	1456	1349	1344
Minced Lamb	1258	1258	1277	1272
PORK				
Pork Tenderloin (Fillet)	1257	1257	1164	1135
Pork Leg Steaks	1004	1004		
Double Loin Pork Chops	926	926	681	708
Single Loin Pork Chops	895	895		
Rolled Shoulder of Pork	743	743	743	757
Belly Pork	718	718		
Pork Loin Steaks	1078	1078	1064	1000
Diced Pork	833	833	778	778
PRODUCTS				
Beef Link Sausages	802	802		
Pork Link Sausages	815	815	777	777
Speciality Pork Sausages	845	845		
Sliced Beef Sausage	725	725		
Sliced Black Pudding	679	675		
Ball Haggis	778	778		
Scotch Pie	99	99		

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

Scotch Pie Club Awards



- * **A record 543 products entered**
- * **By 99 of the nation's best pie makers (including 51 SFMTA butchers)**
- * **Judged by 50 experts, and Les McKeown**
- * **Ten category winners selected**
- * **But only ONE World Champion Scotch Pie**

Scotland's top crust butchers and bakers are on tenter-hooks today as their best products were delivered into the hands of the judges of the 15th World Scotch Pie Championships.

Judging took place at Carnegie Conference Centre, Dunfermline on Wednesday 13th November 2013 and the winners - which will remain a closely guarded secret until 15th January - have been chosen.

This year's competition has seen more than 99 butchers and bakers from all over Scotland deliver 543 of the best their pies, savouries and bridies to the Carnegie Conference Centre where they have battled it out for pie supremacy.

In addition to Scotch pies, contestants entered their best sausage rolls, speciality savouries, Scottish football pie and savouries. And for the first time in the history of the competition the judges have been able to indulge their sweeter nature with the addition of a new category - the best **apple pie**.



Scotch Pie Club Awards

In recognition of his passion for a Scotch pie, a special guest judge joined head judge, Robert Ross, and his team.

Bay City Roller front man, Les McKeown, took up the difficult task as guest pie tester. Les said: "I was honoured to be asked to join the panel of judges for this iconic competition. The contest is a hard-fought one and in each category we are looking for something really special that stands out from the crowd."

The World Scotch Pie Championships has run for 15 years and aims to highlight bakers and butchers that create top quality artisan pastry products. The competition is designed to both reward excellence and challenge the industry to raise the bar. The winner of the Scotch Pie category will be declared as the **WORLD CHAMPION** in January 2014.



Scotch Pie Club Awards – Second Stage Judging



For the 2014 Scotch Pie Club Awards a second category was added for second stage judging. On Thursday 21st November mystery shoppers covered the length and breadth of Scotland in purchasing products identified as contenders for the top prize.

Unknown to the baker and butcher finalists their products received further scrutiny at the headquarters of the Scottish Federation of Meat Traders in Perth on Friday 22nd November. This year Bridies were mystery shopped as well as Scotch Pies. Results will be announced at the Presentation Lunch to be held at Carnegie Conference Centre on Wednesday 15th January 2014.

Killie Back on top of Pie League

The organisers of the 2014 Scotch Pie Club Awards have announced the winners of the best Football Pie in Scotland as Kilmarnock FC's Killie Pie, baked by Brownings, has taken the top slot.

The category for the best pie available for supporters to buy at a Scottish football match was introduced last year in recognition of the huge importance these hearty snacks play in the fans enjoyment of the beautiful game. The Forres Mechanics' Steak Pie took top slot for Murdoch Brothers Butchers last season but this time Brownings the Bakers have come out top of the 42 entries.

Best pie outside the Premiership went to Ayr United for their Steak and Ale Pie also made by Brownings.

The best pie in Junior football also went to Ayrshire with Beith Juniors winning that accolade for the Chicken & Haggis Pie supplied by local baker, Maurice Irvine.

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



Court seizes meat plant boss cash

Assets belonging to the businessman behind a multi-million pound backstreet meat cutting plant have been seized following an investigation into his financial affairs.

Bristol Crown Court last month seized assets worth £51,000 from Kamran Ajaib, including the equity on his house. Mr Ajaib was also sentenced to one year's imprisonment suspended for two years and 200 hours community service.

Mr Ajaib had admitted that his firm, Hamza Poultry Ltd, which was based in a warehouse on Fishponds Trading Estate, Bristol, supplied illegally processed chicken to restaurants, takeaways and supermarkets as far as field as Swindon, Cardiff and Swansea.

Bristol EHOs, who raided the plant after a woman found wire in her chicken kebab, discovered pairs of white cotton underpants used as cloths, toilets in the same room where equipment was washed and no hot water in the only washbasin.

The bandsaw in the plant had heavy residues of chicken flesh in the interior parts and car tyres were stored in the cutting rooms.

The council calculated the plant was processing at least twenty tonnes of chicken and beef every week and financial records revealed the firm had an annual gross turnover of some £4m.

Mr Ajaib pleaded guilty to eight charges under food hygiene legislation included failure to

register a business, operating a meat cutting plant without approval, serious hygiene failures in the equipping and running of the business, and fraudulent use of health marks.

John Barrow, Bristol principal environmental officer, said the company was putting the public at risk.

'This was an extraordinary case: the company was selling sub-standard food over a huge area to restaurants, takeaways and supermarkets that were unknowingly serving it to the public. They were running a multi-million pound illegal operation that put the public and local businesses at risk. Conditions of the premises were frankly unbelievable,' he said.

The investigation into the plant involved the Food Standards Agency, police and councils in Wales, the West and the Republic of Ireland.

Gus Hoyt, Bristol's assistant mayor, said it was a very serious case, which endangered the health of many.

'It is good to see that the court took it equally seriously by awarding a custody sentence. This only highlights how important it is for food vendors to know and understand the food chain. Buying local from people you know is the best way to avoid such risks,' he said

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 - Butchers shop for sale on Isle of Bute

Opportunity to buy a long established family butchers - RH McIntyre, Gallowgate, Rothesay. 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 £160,000.

Contact: Fiona Cameron, Bute Property. Tel: 01700 503168, email: fiona@buteproperty.co.uk

For Sale - Butchers shop for sale on Speyside

Unique opportunity to acquire a well run butchers, which has been under the same ownership since 1948. The vendor purchased the business from his late father in 1996 and has chosen to place the business on the market, due to his wish to retire. Turnover in excess of £210,000. Freehold to include 3 bed cottage £320,000.

Contact: Bruce & Co. Tel: 0844 7011 811 email: info@bruceandco.co.uk

Shop For Lease

A shop in Glasgow area is available to lease.

For further details contact SFMTA. Tel: 01738 637472

Welcome to New SFMTA Member

Fiona Pollock, Ardross Farm Shop, Ardross, Elie, Fife KY9 1EU. Tel: 01333 331400

Beefing Up Production

Industry group to explore growth opportunities for Scotland's beef industry.

A new beef industry group is being set up to look at the options for increasing sustainable long term growth in Scotch Beef production. Rural Affairs Secretary Richard Lochhead announced the creation of the group when speaking at the annual AgriScot conference at Ingliston in November.

The group will be headed up Quality Meat Scotland (QMS) Chairman Jim McLaren and will look at bolstering beef production. Mr Lochhead said:-

"Scotch Beef is a premium product that is globally renowned for its quality and provenance. It has never been in greater demand and with new markets opening up around the world, there is a tremendous opportunity for even more growth and success.

"To fully capitalise on these new streams, it is vital that we look to produce more top class Scotch Beef to export to the world. We already know it is an iconic Scottish product but we need to expand the brand.

"To do this, we need to take an in-depth look at the issues surrounding livestock production and help our producers and processors recognise and seize the opportunities that are now open to them.

"However, there is a limit to what the Scottish Government alone can achieve in addressing the challenges facing the sector – there is also a role for industry and retailers. That is why I have asked QMS Chairman Jim McLaren to set up a short life industry group to look at options for bolstering beef production and come up with conclusions in time for next year's Royal Highland Show." Jim McLaren said:

"This beef industry group will bring together representatives of our industry's key stakeholders and customers, as well Scottish Government officials and specialists, to address the biggest challenges faced by the beef production chain in Scotland.

"The group will collectively consider the factors which are holding back the growth of the Scottish beef industry and the raft of opportunities which exist to drive the industry forward. The aim will be to produce a number of recommendations which, when driven forward, could make a substantial contribution to ensuring our industry is well-placed to meet the growing global demand and opportunities for Scotch Beef with its much sought after PGI status and world-leading quality assurance."

Brands Integrity Manager, Quality Meat Scotland

Edinburgh-based role in agri-food industry



Following a review and re-structure of its industry development function, Quality Meat Scotland is recruiting a talented and committed individual to fulfil a new role to manage and develop the important processes involved in protecting the integrity of the Scotch Beef, Scotch Lamb and Specially Selected Pork brands.

QMS are looking for an experienced professional to manage and operate their six assurance schemes as well as developing their recently-established brands licensing scheme. This is a hands-on role and its importance to the organisation and the industry is reflected by the fact this is a senior management role which reports directly to the Chief Executive.

Cranstons brand new Food Hall at Orton Grange opens its doors to the public

Show casing Cumbrian produce at its best.



Master Butchers and Cumbrian Food champions Cranstons opened their new Food Hall at Orton Grange on Tuesday 19th November expanding Cranstons retail estate to 6 shops and creating over 15 new jobs.

The Food Hall which is situated on the busy A595 4 miles West of Carlisle offers North Cumbrian shoppers the same award winning combination of quality fresh meat and local produce that Cranstons flagship Cumbrian Food Hall in Penrith offers - show casing Cranstons own produce alongside food and drink from over 30 Cumbrian producers.

Mr Vikkis, Claires handmade, Brysons Bakery, Taste of Eden Ice Cream, Saunders Chocolates and Appleby Creamery are just a handful of the local brands which will be on sale.

The new food hall is open daily trading from 8:30am-6:30pm Monday to Saturday and 11am-5pm on Sundays.





In true Cranstons' tradition guest of honour Harry Tiffin cut a ribbon of sausages to officially open the Food Hall to the public. Cranstons farm suppliers, local suppliers, dignitaries and journalists watched on. Nonagenarian Harry was asked to officially open the Food Hall marking the latest step in the farms diversification from traditional dairy farm to retail and leisure complex as he worked as tractorman on the farm from 1957 to his retirement.

Over two thousand curious shoppers passed through the Food Hall on the first day, enjoying a whole host of 'foodie delights' in keeping with Cranstons reputation for championing quality local produce.



This included a welcome drink and a slice of Cranstons giant opening day cake made by Bryson's of Keswick. Cumbrian Chef John Crouch was on site cooking up simple Christmas Canapé ideas and handing out tasters and recipe leaflets.

Cranstons' new Food Hall will compliment the existing Café & Gift Shop at Orton Grange which were developed by brother and sister Richard Martin and Claire Scott back in 2004 and subsequently extended in 2006. Along with the new food hall and existing gift shop and café the farm also boasts a hairdressers, beauty salon and private hire swimming pool. Philip Cranston said:-

"We are really thrilled to be opening a second Food Hall here at Orton Grange. Our existing Food Hall in Penrith has shown that there is still a massive public appetite for local food when it is delivered in an affordable and convenient format. We hope that the Orton Grange Food Hall, just off the busy A595 commuter road, with ample free parking and a café on site will become a real destination for locals and visitors alike."

Martin Hunter (Orchard House Farm, Newbiggin) added "my family have supplied Cranstons with pork since 1976 when my father Bill started working with Jimmy Cranston. I now work with Roger Cranston supplying 50 pigs a week.

"This relationship has allowed us to develop our business with quality in mind over the long-term, in the knowledge that we have willing buyers who appreciate our production standards and our commitment to producing excellent, truly flavoursome pork."



The extension to the existing Orton Grange farm shop has been part-funded by the Rural Development Programme for England (RDPE) Solway, Border & Eden LEADER Programme for which Defra is the Managing Authority, part-funded by the European Agricultural Fund for Rural Development: Europe investing in rural areas.





Christmas isn't just your most **profitable** time of the year; it's also your **busiest, most stressful** time.

Sure, you've managed to beat the mountain of paperwork. You've mastered the dark art of turkey allocation. Despite the challenges you face every year you manage to deliver that special Christmas meal to your customers without them ever knowing how stressful it was for you. But there is one little problem:

It takes too much time "time you don't have"
Introducing

THE BUTCHERS APP

It is the fast, easy way to take control of your orders, your savings club and your digital marketing.

Not just at Christmas but throughout the year.

- Add a customer, take their order and print a receipt - all in under a minute.
- Assemble orders easily, whether you make them up on the day or the night before.
- View detailed reports, allowing you to track stock on a daily basis.
- Manage your savings club, all within the app, so you don't have to write it down on paper.
- Send your customers Email and SMS messages with special offers and discounts.

To arrange your free, no obligation demonstration, call

0141 255 0002

www.butchersapp.co.uk

SBC helps sustain Island Abattoirs in Scotland

A project inspired by HRH The Prince of Wales will see six of Scotland's island abattoirs benefit from a new attempt to improve their economic viability and business resilience. Funding and support from The Prince's Countryside Fund and the Scottish Government for the Sustaining Island Abattoirs in Scotland project will help to secure the future of facilities in Shetland, Orkney, Islay, Mull, Lewis, and North Uist.

Small abattoir facilities are important parts of often fragile rural communities. They enable local agriculture businesses to capture local economic benefits and help sustain the outstanding island environment, as well as providing local food provenance for the tourism industry. However, increasing costs and regulation have threatened the existence of abattoirs in areas which are often economically vulnerable.

HRH The Prince Charles, Duke of Rothesay, as he is titled in Scotland, has long been convinced of the importance of retaining island facilities and, as a result of support from his Countryside Fund, a three year project has started and is being delivered in partnership with each abattoir by the Scottish Agricultural Organisational Society [SAOS] and Scottish Business in the Community [SBC].

The main focus to begin with will be on securing business support to develop more sustainable businesses models. David Stewart is the new Business Support Manager for the project and with support from the Advisory Board will bring in expertise to help each facility. The project is addressing some of the major issues facing the abattoirs by providing:

- Funds for improvements
- Specialist business mentoring support
- Development of the market opportunities
- Support for staff training and apprenticeships
- Marketing initiatives to drive sustainable throughput

Along with the benefits to abattoirs, an estimated 20% of all the farm businesses, 2,162 holdings on the islands, will benefit directly from this project – 15 young people will be offered improved skills and job opportunities. Environmental impacts and animal welfare will also see improvements.

His Royal Highness said:

"I have always passionately believed in the importance of sustaining our rural communities and these facilities are vital for the local agricultural businesses and economy. It allows farmers and crofters to add value to their produce, tourism providers to promote local provenance and local people to have local food. It is my strong belief that with the generous assistance of the Scottish Government, these businesses can not only have a sustainable future, but can at last help capture the increased consumer demand for traceable, authentic and quality UK meat. I am delighted that two of my charities, The Countryside Fund and Scottish Business in the Community have been able to support this project and I look forward to seeing a real, lasting difference."

SAOS is Scotland's expert on farmer co-ops and food industry collaboration, providing a range of specialist information, development and consultancy services.

Scottish Business in the Community, one of Prince Charles, Duke of Rothesay's Charities, are Scotland's lead business organisation in responsible and sustainable business.

Scottish Government, through their devolved rural and environmental powers, support rural and farming communities.

The Prince's Countryside Fund provides grants to support the people who care for our countryside.

For further information on the Sustaining Island Abattoirs project please contact Jane Wood, Chief Executive, Scottish Business in the Community on 0131 451 1103 or 07720 699 644

New office pilgrimage for FSA in Scotland

The Food Standards Agency in Scotland has announced with Scottish Government its intention to move offices next year. The FSA in Scotland has been located at St Magnus House in the centre of Aberdeen City since it was established in April 2000, with its current lease due to expire in 2015.



By the end of 2014 it expects to be located in the top two floors of a new building located nearby. Pilgrim House, set in the North Dee Business Quarter, offers new accommodation in the city centre retaining accessibility to public transport. Developed by Miller Cromdale, a joint venture between Miller Developments and Aberdeen-based developer Cromdale Ltd, work is due to start on site at Pilgrim House in January 2014 with completion anticipated by September 2014.

The FSA move to Pilgrim House coincides with the Parliamentary stages in the establishing of its successor body: Food Standards Scotland (FSS). In September, the Scottish Government announced its 2013/14 Programme for Government. That included a food standards Bill to establish FSS as the independent body overseeing food safety, food standards, nutrition, food labelling, and meat inspection in Scotland. Subject to Parliament's approval, the new body will take over these functions presently delivered in Scotland by the FSA.

The Minister for Public Health said: "The creation of Food Standards Scotland will seek to improve public health and food safety in Scotland, will be more responsive to Scottish needs and through effective regulation support growth and confidence in Scottish food industry. Retaining an Aberdeen location will allow us to keep and build on the expertise of the current FSA staff. The FSA office move well in advance of the new body being established is helpful in that there will be adequate time for staff and stakeholders to prepare for the transition to the new Food Standards Scotland in the following year.'

Charles Milne, Director of the FSA in Scotland, said: "We have worked with the Scottish Government's Property Advice Division during the process of sourcing our new office space and Pilgrim House was identified as an ideal match for FSA's needs. We look forward to working in the new office."

The new lease will be in the name of Scottish Ministers and will be for a period of 15 years.

For Sale

CJ Purvis, Main Street, Chirnside, Scottish Borders TD11 3UE
Opportunity to buy an established butchers business, owner wants to retire
Price includes 3 bedroom house, with conservatory and double garage.
Contact 01890 818235 for further details.

Butchers business for sale, lease or rent in North East Scotland.

New on market in September 2013: Established over thirty years and producing steady returns and good percentage profit. Balance sheet available to genuinely interested parties. Shop has been maintained to a high standard, most fixtures and fittings are in excellent condition. Machinery all under three years old, refrigeration maintained under contract. 80% retail 20% wholesale with shipping supplies. Nursing home, hotels.
Good opportunity. For more information contact John directly on 07773344539.

For Sale

Long established butchers business for sale in **Paisley**, includes fully front shop, back shop and walk in freezer. Good retail sales with extensive catering contracts and some wholesale trade. Turnover in excess of £800,000pa. Offers in the region of £225,000.
Tel: Gordon or Graham on 0141 889 2606

“Green shoots” of potential increase in cattle numbers

Scotland’s sharpest cattle farmers appear to have weathered the storm well last year with some improved performances, according to the results of the annual enterprise costings report by Quality Meat Scotland (QMS).

Launching the 2013 edition of the Cattle and Sheep Enterprise Profitability in Scotland report, Stuart Ashworth, QMS Head of Economics Services, said that, for both sheep and cattle farmers, the outlook for the coming year was looking encouraging. There are, he said, some “green shoots” of an arrest in the decline of cattle numbers with indications that more female cattle are now being retained on farms.

Mr Ashworth said there had been signs of ewe numbers starting to increase before the bad weather, and associated problems including fluke, hit confidence last season. He said it would take the industry time to recover again from this check but a good open winter in the coming months could help the process significantly.

This year’s survey results, he warned, continue to show significant variation in levels of financial and technical performance within the industry.

“Across some of the cattle enterprise types those in the top third reported higher margins in 2012 than those in the top third in 2011 even although the average margin fell in all cases,” said Mr Ashworth.

Mr Ashworth pointed out this had been achieved despite the fact that the period the report covers - the 2012 calf and lamb crop year - was a time of very challenging weather conditions. These exceptional conditions challenged farmers’ resilience in numerous ways - from higher feed and veterinary costs to changed sale profiles resulting in the sale of lighter animals.

“In common with previous years there are a number of recurring themes that characterise top performance. Top producers show a high level of physical, or technical, performance, strong control over costs and they maximise returns from the market place,” said Mr Ashworth.

Looking at suckler herds, those in the top third of gross margin per animal achieved higher output through higher calf rearing percentages and typically selling heavier calves resulting in higher yield per cow in the herd. They also typically received 4-9 p/kg liveweight (lwt) more for the calves they sold. They also had lower herd maintenance costs.

“Suckler herds in the top third of financial performance were also characterised by strong control of variable costs. In all cases those in the top third had lower total variable costs than the average while achieving higher output. Fixed costs were also firmly controlled - in all cases top third producers had lower fixed costs per kg of output even if, on occasion, fixed cost per cow was higher than the average,” said Mr Ashworth.

The LFA hill suckler herds surveyed had an average gross margin of £233 per cow. The top third averaged £425 per cow gross margin, an improvement of £192 per cow. The top third achieved a positive net margin of £27 per cow against the average of (-)£135. Of the fifteen producers surveyed six achieved a positive net margin, an improvement on last year but still emphasising the challenges of farming in an extensive way on severely disadvantaged land.

Non-LFA suckler herds reported an average gross margin of £242 per cow while those in the top-third achieved a gross margin of £403. A significant contributor to this improvement was the 14% greater sale weight per cow. Although the top third did manage variable costs to a level 20% below the average they did carry higher fixed costs which reduced their advantage at net margin level.

Note: This report summarises the results of a survey of Scottish beef and sheep enterprise profitability during the 2012 calf and lamb crop year. The survey was commissioned by Quality Meat Scotland and carried out by SAC Consulting. The figures do not include decoupled payments.

Scotch Beef back on the US menu

Seal of approval given to Scottish products.



Scotch Beef will soon be available to consumers in the United States of America for the first time in nearly 20 years. It follows a decision from the United States Department of Agriculture (USDA) to re-open its market to EU beef and other bovine products following a ban put in place in the 1990s.



Rural Affairs Secretary Richard Lochhead said: "This is a massive breakthrough and one we keenly welcome – the Scottish Government has been pushing hard for this for a number of years. Scotch Beef is among the best in the world and its provenance is unrivalled, ensuring the highest standards and quality.

"I'm delighted that these long standing trade barriers have been lifted. Scotch Beef has been off the menu in the USA for far too long and the re-opening of an extremely lucrative market is a tremendous opportunity to expand our beef exports and one which I am keen for the industry to grasp.

"We look forward to the USA agreeing to the resumption of imports of other iconic Scottish products such as Scotch Lamb and haggis, and this deal on beef may well be an important step forward to achieving that.

"Of course, there are still a few technical details of this beef agreement to be ironed out – such as health certificates – so it will be next year at the earliest before any export activity starts. So it is vitally important to Scotland's hard pressed red meat industry that the UK Government and Owen Paterson start to put the necessary staff and procedures in place now to avoid any unnecessary delay."

Anne MacColl, Chief Executive of Scottish Development International, said: "Scottish Beef was among the first European red meat products to be awarded the coveted Protected Geographical Indication (PGI) status over 25 years ago and is recognised as being world class.

"The US continues to be the largest single export market for Scottish goods and services and food and drink exports to the US increased by 30 per cent in 2012 to just under £1bn. The opportunity for Scotland's beef industry is therefore significant and we will continue to work with Scottish producers to support their growth into new markets and capitalise on global opportunities."

Jim McLaren, chairman of Quality Meat Scotland said: "The re-opening of this valuable market sends a further clear message to the Scotch Beef industry of the growing global opportunities that exist for our high quality products.

"This is a welcome further boost to confidence and underlines the strong and positive growth in demand which we have seen over recent months and years for beef of high quality and provenance.

"The greatest threat facing the sector remains the availability of stock to take full advantage of these opportunities, and I would reiterate my encouragement to Scotland's livestock farmers to increase production in an effort to meet the demand."

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Wanted: Large gas or electric boiler - Tel Alan 07801793102

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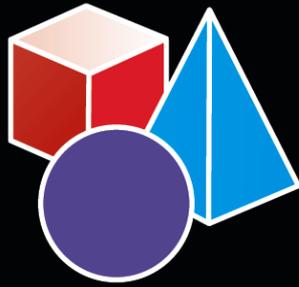


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Scottish butchers excel in 2013 Smithfield Awards

Scottish butchers have bagged three top-ranking diamond awards, plus a gold awards bonanza in the 2013 Smithfield Awards, an annual national product evaluation showcase contested by Q Guild butchers nationwide. Celebrity chef Jean-Christophe Novelli presented the awards at Butchers Hall in Smithfield, London on Wednesday 20th November.



John Lawson Butchers in Uphall, West Lothian, had the distinction of winning not one, but two diamond awards for the best products in the burger and hot pie categories of the entire event.

The East Main Street shop's Highland Blue Steak Burger and Steak and Wild Mushroom Pie both struck diamond, with the former also chosen by the judges as the best Scottish beef product overall. This was kindly sponsored by QMS.

The third diamond award for the best Q Guild product in the UK fell to Fergusons of Airdrie, with its Beef Chipolata.

John Lawson Butchers really pushed out the boat with a total of 18 product entries. As well as their diamond award-winning burger and pie, six further submissions struck gold. There were three in the hot pies category – Scotch Pie, Smoked Fish Pie and Steak & Gravy Pie, two for speciality products using Highland Blue Cheese – Steak Sausage and Steak Chipolata – along with a kitchen-ready Macaroni.

John Lawson Butchers & Delicatessen was founded in 1979 by John and Linda Lawson, who have now been joined by their three sons John, Stuart and Graham. The family runs three shops, the Uphall flagship – also home to 'The Steak Express' hot food take-away – along with established shops in Winchburgh and Broxburn.

The younger John Lawson said: "We're overwhelmed. We weren't expecting to get as much as this, but we're really pleased our efforts paid off. To get an award like this and to have it presented by such a prestigious chef is brilliant."

Like other Q Guild butchers across the nation, one of Lawson's core principles is sourcing top-notch local produce, with all beef and lamb farmed locally by John's brother Russell Lawson at Midseat Farm, Bathgate.

The diamond-winning Beef Chipolata from Fergusons of Airdrie is a hand-crafted traditional Scottish beef product made to the Buchanan Street shop's own special recipe and highly popular among customers.

As well as its category-topping diamond award, Fergusons, run for the past seven years by Graeme Johnston, also reeled in two gold awards for its Beef Links and Steak Lorne Sausages. The shop is a multiple regional, national and international awards winner and the reigning Scottish Beef Burger champion. Graeme Johnston said:-

"We put these successes down to the quality of our products, the quality of our recipes and the quality of our staff, who have a real passion for everything they do. This is reflected by the many awards we continue to achieve."

Graeme's brother Richard runs a second Q Guild shop, Thomas Johnston Quality Butchers in Cow Wynd, Falkirk, which also landed a Smithfield gold awards hat-trick with its Square Sliced Beef Sausage, Steak Pie and Steak & Gravy Pie.



Other Scottish butchers were honoured with gold awards.

Davidsons Specialist Butchers, from Inverurie in Aberdeenshire, put 12 products up for the awards and came away with a sparkling seven golds for its Fat Pig Sausages, Crazy Crackling Pork Roast, Smoked Streaky Bacon, Guanciaie Bacon, Steak & Gravy Hot Pie, a kitchen-ready product called The Fowl Pigs and The Chipolata Royal.

Established in 2004, Davidsons is a multi award-winning family-run butcher run by John Davidson, with outlets in Burn Lane, Inverurie, Dobbies Garden World, Lang Stracht, Aberdeen, its first concession outlet opened in 2010 and at McCombie Close in Aberdeen city centre.

The flagship Inverurie outlet was chosen as Best Butchers Shop in the UK in 2011/12 and is also a two times Scottish Butchers Shop of the Year title winner.



From 11 product entries, Crombies of Edinburgh, rattled up six gold award wins for its Cock-A-Leekie Sausage, Pork, Honey & Mustard Sausage, Traditional Cooked Gammon, Steak Pie, kitchen-ready Chicken Roast Royale and Chipolata Sausage.

The award-winning Broughton Street shop, established in 1955 and now run by Sandy Crombie and his son Jonathan, specialises in sausages and has a standalone business, 'The Real Sausage Company,' dedicated entirely to sausage production and today with a stable of more than 40 different varieties.

Patricks of Camelon picked up a five-strong gold awards windfall – two for its kitchen ready products, Minty Meatballs and Boudin Noir Meatballs, two more for its beef and pork chipolatas, a fifth for Pork & Black Pudding Pie.

Located on Main Street, Camelon, Patricks, has netted multiple local, regional, national and international award wins over the years, including becoming Scottish Haggis Champions and last year being awarded 'Best Product in the UK made with Scotch Beef.'



Another gold awards five-timer fell to Duncan Fraser & Son Butchers, from Inverness, with its Pork Sausage, Beef Burger, Maple Cured Ayrshire Bacon, Oak Smoked Streaky Bacon and Pork Chipolata Sausage.

The Queensgate shop, run by Duncan Fraser, founded by his grandfather of the same name in 1911, is no stranger to success in the meat trades awards arena, having won several Scottish titles with its products and many past Smithfield Awards successes, including the best unsmoked gammon joint in the UK in 2011.



The 2012 Scottish Butcher's Shop of the Year, S Collins & Son Butchers, in Lindsaybeg Road, Muirhead, run by Stewart Collins, picked up a brace of golds – in the sausage class for its Low Fat Links, plus its Ultimate Burger.

Some 360-plus individual products from Q Guild butchers nationwide were submitted for this year's Smithfield Awards and judging took place at the City of Glasgow College over two days in October.

More pictures at <https://picasaweb.google.com/QGUILDBUTCHERS/2013SMITHFIELDAWARDS#>

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 23/11/13	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	417.9 p/kg	414.7 p/kg	366.3 p/kg
Heifers dwt	412.9 p/kg	410.9 p/kg	363.6 p/kg
Young Bulls dwt	379.6 p/kg	380.1 p/kg	341.9 p/kg

Numbers			
Steers	3285	3212	3665
Heifers	2718	3009	2802
Young Bulls	502	540	458

BEEF PRICES	W/E 20/11/13	Previous week	Previous year
Scottish Auctions			
Steers lwt	226.32 p/kg	233.11 p/kg	205.74 p/kg
Heifers lwt	227.29 p/kg	227.82 p/kg	208.12 p/kg
Young bulls lwt	190.51 p/kg	182.32 p/kg	158.05 p/kg

Numbers			
Steers	192	136	195
Heifers	275	218	244
Young bulls	31	42	38

Deadweight cattle week ending 23rd November 2013								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	427.2	424.8	424.5	422.9	425.3	424.9	411.7	415.1
R	420.5	420.3	421.2	415.6	417.7	415.8	398.0	400.1
O+	407.2	413.6	408.3	396.7	405.1	398.9	384.1	392.8
-O	385.6	386.7	384.3	348.2	351.5	320.8	360.7	n/a

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

SFMTA Offices will be closed as follows:

Wednesday 25th December

Thursday 26th December

Wednesday 1st January

Thursday 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**

SHEEP PRICES	W/E 20/11/13	Previous week	Previous year
Scottish Auctions			
New Season Lamb SQQ lwt	174.57 p/kg	174.45 p/kg	152.15 p/kg
Ewes lwt	£44.28 /hd	£45.87 /hd	£42.26 /hd
Sheep numbers			
Scottish Auctions			
New Season Lamb SQQ	16398	14662	13042
Ewes	6724	7196	4927

SHEEP PRICES	W/E 23/11/13	Previous week	Previous year	
GB Abattoirs				
New Season SQQ dwt	399.1 p/kg	399.2 p/kg	350.8 p/kg	
Deadweight sheep week ending 23rd November 2013 p/kg				
	U	415.1	412.7	398.1
	R	403.6	402.0	391.7
	O	383.2	385.4	382.8

PIG PRICES	W/E 23/11/13	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	171.35 p/kg	171.35 p/kg	160.42 p/kg

GB deadweight pigs ending 23rd November 2013 - p/kg					
	Method 1 and 2 p/kg dwt	Change		Method 1 and 2 p/kg dwt	Change
Up to 59.9 kg	159.86	-3.63	80.0 – 89.9 kg	171.38	-0.11
60.0 – 69.9 kg	173.76	-0.58	90 kg and over	163.84	+1.42
70.0 – 79.9 kg	173.09	-0.27			

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

For Sale

Mantle Tray Wrapper: Hot Wire as new
 Avery Berkel Till/Scale CE11 - 2 years old refurb by KRH(cost £1,000)
 Avery Berkel GEC 1770 Digital Scale - working order but quite old.
 ALX -Combination Table Sealing Press-as new (on lease settlement figure £1650.00)-Model M-fix
 285/250 3 different sizes of trays available we still have some of the trays and film available.
 Kate MacLean, kate34a@hotmail.com.

For Sale

Mainca Sausage Filler EC12: £1450 ono Vector 612 Food Slicer: £700 ono
 Mettler Toledo UC3 touch screen retail weighing scale £1500 ono, & other butchery equipment.
 Contact: John Mackay on 0785 468 3101

For Sale – **4ft Multideck** with 4 shelves and base. 5yrs old recently serviced, runs perfect very clean and tidy cost £1900, offers please. Contact Andrew on 01592 891364

For Sale – : Polyclip auto clipper suitable for puddings and all portion products. Can be seen running. Used daily. Excellent condition. £10,000 plus VAT. Simon Howie, Perth 01764 684332 or 07971 277272

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