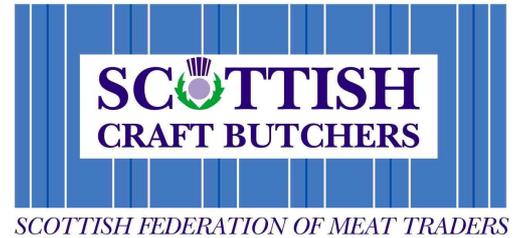


FEDERATION NEWS

The Newsletter for Scotland's Craft Butchers



FEBRUARY 2015

Top of the Chops for Perth Trade Fair

This year's Tri-Nations Butchery Display Competition takes place in Auckland, New Zealand, on 10th September 2015, with a study tour from 5th September.



**Choose
your weapon.**

**We're going into battle,
and we need the best.**

Crack teams from the UK, Australia and New Zealand will each tackle a side of beef and a whole lamb to showcase their butchery skills.

The final GB team selection will be held in Scotland at the Scottish Meat Trade Fair on Sunday 10th May.

This is a major honour for the SFMTA show that the best talent from throughout GB will come to Perth. There the entrants will be put to the test under the careful eye of the selectors and fellow butchers since hundreds are expected to watch the masters at work.

This skills event will run at the same time as the Meat Skills Scotland event so there will be lots to see! The very fact that the selection process is being held in Scotland indicates that Scottish butchers would be very welcome team members should they wish to enter.

Have you got what it takes to beat the Aussies and Kiwis in competition? Sponsorship has been secured for the team basics, but each member will be required to make a financial contribution towards their travel costs.

**If you would like to be considered
for the GB team please contact
SFMTA for an application form.**



Featured this month:-

A Smillie Face in Glasgow

**Feature on famous name
Argyll Game Business
Christmas Trade opinions**

**Meet the Assessors,
FSS Board Members &
QMS appointees**

**New Employer
Law Adviser**

**Salt of the earth in
Inverurie**

**World Scotch Pie Awards
The Results**

www.sfmta.co.uk

Tel: 01738 637472

Fax: 01738 441059

email: sfmta@sfmta.co.uk

**Scottish Meat Trade Fair
Sunday 10th May 2015**





Thinking about how to modernise your business in 2015?

The Butchers App can make the day to day running of your business easier to manage.

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Know who your customers are, where they are located and their contact information, so you can communicate directly with them when you haven't seen them for a while at the touch of a button.

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SMS & Email marketing

Reach out to all your customers with special offers or any news you want to share with them to entice them into your shop.

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Capture orders through the app, then generate an invoice quickly and easily at any time.

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Christmas, Retail and Trade Orders

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Scotland does it better

Geoff Ogle, Director of the Food Standards Agency in Scotland will become Chief Executive of Scotland's new food body, Food Standards Scotland on 1st April. He told the January seminar of the Scottish Association of Meat Wholesalers (SAMW) that the legislation was now in place. Ross Finnie has been appointed the Chairman and the board had been selected. He commented on various issues starting with the relationship that the new body will have with FSA:-

"Our approach needs to be what works best for the Scottish consumer. That will probably mean that in some instances we will work very closely with FSA and in some instances we will be working in quite a different way. The example I quote is campylobacter strategy, most of the chicken production in the UK is not in Scotland so in terms of managing some of those risks it is a south of the border issue.

"There are particular challenges with Ecoli in Scotland so in that area we will take a more dedicated approach. What is key to me and the senior team is that our focus is actually around Scottish consumers and doing what we think we need to do to support them.

"We are planning the areas around economic support, statisticians etc which we haven't got and we are talking to Scottish Government about how we get those. One of our objectives is likely to be, although ultimately it is FSS board decision, supporting compliant food and drink sector growth. Personally I do not think that there is incompatibility between our consumer protection / public health role and the supporting growth role. They can actually be mutually supportive."

Geoff Ogle went on to discuss the importance of effective partnership working:-

"The approach around partnership working, consultation, engagement is going to be very important for us. Important in terms of shaping and influencing get debates but also in terms of shaping and influencing decisions.

"I want an FSS board to make decisions that are shaped by all of the evidence and all of the influence not particular focussed areas. Some stakeholders will have more influence than others in particular areas and that seems perfectly reasonable to me as well."

Geoff has been with FSA since 2009 and from his experience he considers that Scotland is in a better position to work collaboratively:-

"I think that partnership working and the way in which we work with stakeholders north of the border is much better than it is south of the border. I have known Ian Anderson (SAMW Executive Manager) for quite a few years now and we have always had a constructive and effective relationship. At times there have been differences of opinion but it had never got in the way of an effective

relationship. I don't see that changing and that is one of the strengths of having FSS."

Being able to focus on what is best for Scotland and taking it forward in this way makes it easier for FSS. Ways of supporting complaint growth he claimed would provide great satisfaction all round.

"Rather than stand on a line says, this had not been done, that has not been done, you missed that. Some of the discussion that Ian and I have had is how can we change some of that role. How can we work with Food Business Operators to develop a common infrastructure but understanding that there will be some differences.

"Another in terms of strategy and reputation and something that was made clear to me during horse meat. Reputation arrives on the back of a snail and leaves on a back of a horse. When you look at horse meat and some of the financial impact that had on some of the ready to eat market, individual brands and supermarkets, it had a really big impact.

"I have learned that consumers in their own minds really do not differentiate that much between standards and safety. If they get that kind of information their associations with trust are very closely aligned. If I buy a lasagne that is full of horse meat and not beef, then I have big concerns about that product generally. It will influence my buying patterns."

The new food body will have new powers to strengthen authenticity and the Director said that strategy would be about efficient delivery, making sure that they are cost effective, adding value rather than just cost.

"On some ways that is not necessarily a new philosophy but it is probably articulated in a slightly different way. FSS cannot do things overtly around reputation and promotion, that is not our role or function that is QMS' role and function. But what we can do is have good relations with organisations like QMS so that we have common frameworks and understandings, and we work together in terms of identifying common interests. It is my experience generally you have more overlap than less and more commonality than not."

2015 Scotch Pie Awards

The 2015 World Scotch Pie Champion is Murrays Bakers in Perth.



Linda Hill of Murrays' scotch pie was selected by a panel of 50 experts, including Bay City Roller Les McKeown and then came through as winner after mystery shopping.

The day after her win was announced at the Westerwood Hotel, Cumbernauld Linda told the *Courier*: "It has been absolutely mental. The phone just hasn't stopped ringing since that call from Radio Two this morning.

"We've spent the day taking calls from people in London. They have all been asking if we can post some pies down to them. They'd all heard about it on the Chris Evans show. The shop has been busier than usual, we've had a lot of press and our Facebook has been going bananas."

Murrays Bakers has been keeping Perth stocked up with pies and other treats for more than a century. The scotch pie recipe, a closely guarded secret, was perfected by Linda's father Sandy Ross about 50 years ago and has been unchanged ever since.

The shop has been inundated with congratulatory messages from customers, Local MSP and Deputy First Minister John Swinney and MSP Murdo Fraser.

2015 Scotch Pie Awards

MacLean Cup winner for the best savoury product is Cowdenbeath butcher.

When attention switched to Perth's newly crowned World Scotch Pie Champion there was one local pie maker with reason for just as much notoriety. While others picked up one award and the occasional additional one, Tom Courts trod the path to the stage more than anyone else in the 250 strong audience. He picked up one major award, two category championships and no fewer than four more awards giving confirmation, if it was ever needed, that all the pastry output from his Cowdenbeath shop is worthy of recognition.



Tom Courts Quality Foods were selected as the makers of the best Sausage Roll and best Cold Savoury. Their Boxing Day Quiche was deemed worthy of the MacLean Cup which is awarded for the best overall Savoury in the evaluation and then bronze awards were picked up for Scotch Pies, Steak Pies, hot Savoury and even Apple Pies.

Tom attributes his success to hard work, in fact he had to be persuaded to attend the awards luncheon last week since he had hoped that day could be his first day off since before Christmas. Good quality ingredients, attention to detail and lots of effort is his more modest explanation but his days start in the middle of most people's sleep and the days are long all in the search for perfection.

Butchers did really well in their annual challenge with bakers. Double category winners were Tom Courts Quality Meats, Cowdenbeath for Sausage Rolls and Savouries to eat cold. Ann Davidson in Scone won the best hand held Steak Pie, AJ Learmonth in Jedburgh won the Savouries to eat hot, and Boghall Butchers won the Fish Pie category.



2015 Scotch Pie Awards

SFMTA members results are listed here.

SCOTCH PIES

Gold Michael R More Quality Butcher
 Silver Hastie & Dyce
 Silver Murdoch Brothers, Butchers
 Bronze J B Houston Butchers
 Bronze Tom Courts Quality Foods Ltd

15 Main Street, Cambusbarron FK7 9NW
 Victorian Market, Inverness IV1 1PQ
 10-12 High Street, Forres IV36 1DB
 Greenbrae Loaning, Dumfries DG1 3DQ
 Raith Centre, Cowdenbeath KY4 8LW

BRIDIES

Gold Ann Davidson Butchers
 Gold Thomas Johnston
 Gold Hopetoun Farm Shop
 Silver D.G. Lindsay & Son
 Silver W F Stark
 Bronze Bert Fowlie
 Bronze Mogerleys

31 Perth Road, Scone PH2 6JJ
 6/8 Cow Wynd, Falkirk FK1 1PL
 Newton, Broxburn EH52 6QZ
 15 North Methven St, Perth PH1 5PN
 9 College Street, Buckhaven KY8 1JY
 26 High Street, Strichen AB43 6SR
 49 Friars Vennel, Dumfries DG1 2RQ

SAUSAGE ROLLS

Diamond Tom Courts Quality Foods Ltd
 Silver Thomas Johnston
 Bronze Bruce of the Broch
 Bronze Scott Brothers

Raith Centre, Cowdenbeath KY4 8LW
 6/8 Cow Wynd, Falkirk FK1 1PL
 22 Broad Street, Fraserburgh AB43 9AH
 206 Strathmartine Rd, Dundee DD3 8DE

STEAK PIES (hand held)

Diamond Ann Davidson Butchers
 Silver Fraser Brothers
 Bronze Boghall Butchers
 Bronze Charles MacLeod Ltd
 Bronze James Chapman (Butchers) Ltd
 Bronze MacDonald Bros Ltd
 Bronze R George Butchers
 Bronze HW Irvine
 Bronze Tom Courts Quality Foods Ltd

31 Perth Road, Scone PH2 6JJ
 High Street, Dingwall IV15 9HL
 65 Margaret Ave, Boghall EH48 1SN
 Matheson Road, Stornoway HS1 2LB
 35 Glasgow Road, Wishaw ML2 7PG
 6/8 Bonneathill Rd, Pitlochry PH16 5BS
 24 St Andrews Rd, Lhanbryde IV30 3NZ
 17-19 Perth St, Blairgowrie PH10 6DQ
 Raith Centre, Cowdenbeath KY4 8LW

FISH PIES

Diamond Cod & White Wine Pie
 Silver North Sea Fish Pie
 Bronze Seafood Pie with Smoked Cheese & Dill

Boghall Butchers, Boghall
 Bert Fowlie, Strichen
 MacDonald Bros Ltd, Pitlochry



2015 Scotch Pie Awards

SFMTA members results are listed here.



SAVOURY PIES (to eat hot)

Diamond	Jethart Pastie	A J Learmonth Quality Butchers, Jedburgh
Gold	Haggis & Potato Pie	Mogerleys, Dumfries
Gold	Chicken Balmoral Round	Boghall Butchers, Boghall
Gold	Creamy Chicken, Leek, Mushroom & Blue, Cheese Savoury	James Pirie & Son, Newtyle
Gold	Quiche	Ramsay of Carluke Ltd, Carluke
Gold	Sticky Pulled Pork Savoury	Skinner of Kippen,
Silver	Mince & Onion Pie	James Chapman (Butchers) Ltd, Wishaw
Silver	Chicken, Bacon & Haggis Pie	Ballards Butchers, Castle Douglas
Silver	Wild West Chicken Pie	Bert Fowlie, Strichen
Silver	Steak & Ale Pie	Ramsay of Carluke Ltd,
Silver	Italian Pie	Charles MacLeod Ltd. Stornoway
Bronze	Three Pudding Pie	MacDonald Bros Ltd, Pitlochry
Bronze	Chicken, Mushroom & Bacon Savoury	Tom Courts Quality Foods Ltd. Cowdenbeath
Bronze	Steak & Gravy with Haggis Savoury	James Pirie & Son, Newtyle
Bronze	Steak Mince Pie	David Stein Butchers, Bathgate
Bronze	Lasagne Pie	WTS Forsyth & Sons, Peebles
Bronze	Mince & Mealie Pie	Bruce of the Broch, Fraserburgh
Bronze	Chicken & Mealie Pie	Bruce of the Broch, Fraserburgh
Bronze	The Festive Pie	Hunters of Kinross
Bronze	Cottage Pie	Alan Elliot Butchers, Lanark

SAVOURY PIES (to eat cold)

Diamond	Boxing Day Quiche	Tom Courts Quality Foods Ltd. Cowdenbeath
Gold	Hand Raised Pork Pie	Donaldsons of Orkney,
Bronze	Pork Pie	Murdoch Brothers Butchers, Forres

APPLE PIES

Gold	Bramley Family Apple Pie	Boghall Butchers, Boghall
Gold	Apple Pie	Bert Fowlie, Strichen
Bronze	Family Apple Pie	RT Stuart, Methil
Bronze	Apple Pie	Tom Courts Quality Foods Ltd. Cowdenbeath

VEGETABLE PIES

Gold	Mediterranean Lasagne Pie	Bert Fowlie, Strichen
Silver	Macaroni Cheese Pie	Mogerleys, Dumfries

SFMTA CORPORATE MEMBERS –

Please support these businesses, they support the Federation.

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Employment Law Advisers



Appointment of Lindsays Solicitors to provide employment law advice and support

The Federation has moved on from Davidson Chalmers and decided to appoint Lindsays Solicitors as the providers of our employment law advice line starting on 1 February 2015. This was not because our existing provider was not good, just that their price had become uncompetitive.

Lindsays Employment Team consists of 5 people who are based in their Edinburgh, Glasgow and Dundee offices. Their team currently consists of one partner, one senior associate, two associates and one paralegal supported by a secretary. The team only specialise in employment law and provide a large number of small to medium sized employers with specialist employment law advice.

The enclosed sheet gives you details of the Lindsays team. Please note that Lindsays have agreed to provide a 24 hour day 7 day a week advice line and **the best way to ensure that your calls are answered is to call the prism advice line number which is 0131 656 5643**. That number is diverted to the team's mobile phones out of office hours. In the event that it is not answered please leave a voicemail and your call will be returned as soon as possible. We have agreed with Lindsays that all calls will be returned within 24 hours.

SFMTA have also taken out a legal expense insurance policy provided by Bruce Stevenson Limited and underwritten by AXA that will pay to defend the cost of any employment tribunal claims and any award of compensation made to a successful claimant. That insurance is contingent on the employer have spoken to Lindsays prior to taking any action in respect of an employee and having followed the advice provided. A copy of the insurance policy is available on our website at www.sfmta.co.uk

SFMTA believe that the appointment of Lindsays, coupled with the insurance, will enable you to take a more robust approach to your employment law issues and ensure that you continue to receive an excellent service from the Federation. Lindsays have been working with us already to amend and update our template contracts of employment and the employment law information on our website. Members can also gain access to an on-line library containing 180 standard documents and register to receive a fortnightly e-bulletin containing employment law and HR news.

LINDSAYS EMPLOYMENT TEAM SUPPORTING MEMBERS OF SFMTA

Ben Doherty	Partner
Julie Sabba	Associate
Fraser Auld	Solicitor
Kate Wyatt	Senior Associate
Christine Jamieson	Employment Law Paralegal
Elizabeth McLachlan	Secretary

Prism Helpline **0131 656 5643**
[Password remains unchanged]

Lindsays employment law team work between their main offices in Edinburgh, Glasgow and Dundee. In addition they are willing to travel throughout Scotland to meet with clients.

Rare Burger fashion increases risk

The sale and consumption of rare burgers is a trend that has been steadily increasing in the UK. A number of catering chains and outlets now offer this option to customers and the FSA is receiving a large volume of enquiries from Local Authorities for further guidance on the enforcement approach to businesses selling rare burgers. The term rare refers to burgers that would be considered to be deliberately less than “fully cooked” which includes cooking to preferences including rare and medium/rare.

Key microbiological hazards which can be associated with raw beef include *E. coli* O157 and other VTEC (Verotoxin producing *E. coli*) and *Salmonella*. *E. coli* O157 is of particular concern because although uncommon, it has a low infectious dose and can cause serious illness and lead to death in some cases.

SFMTA has over the last 20 years worked with FSA, EHOs and the industry to minimise the risk to food safety posed by *E. coli* O157. The serving of rare burgers increases the risk to consumers and who is to say that if they were to get a taste for rare burgers what would stop them trying to simulate that at home but by using mince that has not been prepared in the necessary way.



SFMTA is very concerned about the risk to butchers reputation if they are singled out as the supplier of the beef for a food business that might then sell rare burgers and subsequently has an *E. coli* O157 problem. If you are supplying an outlet that offers such a product you should make it very clear that there are dangers that accompany the serving of rare burgers. Some may decide they do not want to supply that outlet.

Certain businesses are looking for greater consistency of enforcement and clarification on safe systems for cooking rare burgers in the catering setting. Businesses serving rare burgers state that this is in response to consumer demand and reflects the position in other countries, including some other EU member states, where the sale of rare burgers is widespread.

FSA have a problem with this issue since clearly it is the consumers’ choice if they order rare burgers. Current FSA advice to both consumers and businesses, which takes account of previous advice from the Advisory Committee on the Microbiological Safety of Food continues to be that the potential risk associated with minced products such as burgers is such that they should be thoroughly cooked all the way through, which provides a 6-log₁₀ reduction in bacteria.

However, this degree of reduction in bacterial load is not a legal requirement. The law requires that any food business operator (FBO) wishing to serve rare burgers must have safe procedures in place, based on HACCP principles, which effectively control the risks. Thorough cooking is acknowledged as a means of effectively controlling risks posed by burgers and similar products, and in practice this provides a benchmark against which we might compare other approaches to controlling the risks associated with these products.

There appear to be two distinct types of business currently intentionally serving rare burgers:

- (i) FBOs with little understanding of the potential hazards, with no appropriate food safety management procedures.
- (ii) FBOs with a greater understanding of the potential hazards and who, with technical support, including challenge testing, consider that they have robust HACCP-based food safety controls in place and point to the absence of problems connected to their products. However, information from industry as part of FSA liaison on this issue shows that in the main, the controls in place to produce a rare burger do not achieve a 6-log₁₀ reduction in bacteria.

The enforcement approach to FBOs with a poor understanding about the potential hazards or controls is relatively straightforward and LAs are able to take enforcement action where there are clear breaches in legislation such as the absence or poor implementation of HACCP-based controls. FBOs with validated HACCP based controls, developed with independent technical advice and challenge testing, are presenting more of a challenge for the FSA, for local authorities and for the courts in terms of proportionate and appropriate advice and enforcement, as highlighted in the court case referred to below.

Local Authorities report that the lack of clarity arising from reputable businesses offering the option of rare burgers is causing a general confusion about enforcement in any FBO producing rare burgers and therefore potentially increasing risk to consumers.

The FSA Board on Wednesday 28th January decided to:

- **Agree:** that the issue of burgers served rare in food service outlets is an early priority for application of the framework for our approach to “risky” foods that it agreed in November 2014;
- Hold an initial **discussion** of the proposed approach to burgers served rare in food service outlets;
- **Agree:** that, given that it has been challenged, further work is needed to re-examine the current FSA position on the acceptability of rare burgers, including:
 - further refinement of quantitative risk assessment modelling, to be completed in March 2015;
 - further engagement with enforcement and industry stakeholders on the combination of additional controls that would reduce the risk to consumers and maintain risk at an acceptable level;
 - further deliberative consumer research to provide consumer insights on consumers’ concerns, preferences and information needs such that we might discharge our statutory duty to ensure consumers are adequately informed on this issue;
- **Agree:** to receive a further paper once the above further work is completed, in order to determine a definitive FSA position on the acceptability of rare burgers.

Aberdeen butcher goes from beefy to beefcake

A Federation member in Aberdeen is setting an example for those aiming to lead a healthier lifestyle – by losing three stone.

Andrew Gordon, 43, butcher and owner of Andrew Gordon Butchery & Fine Foods, has become a lean machine after a year spent getting into shape.

He dropped 22% of his body weight, going from 14st 4lb (92kg) to 11st 3lb (72kg) in a year.

Andrew, who runs a shop on Chatten Place, dropped more than three stone with help from Scott Baptie, director of Food For Fitness, who provided a nutrition plan that featured some of Andrew’s own produce.



Andrew said: “I was at a big weight and I didn’t feel too good about myself, so it was time to make a change.

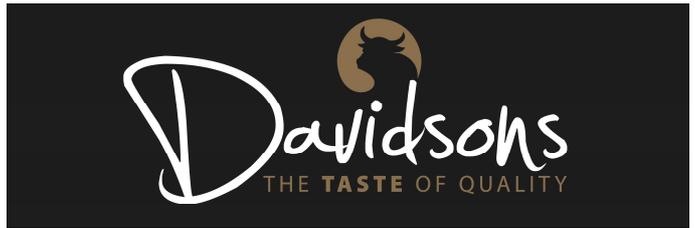
“Enough was enough – I got some expert advice and realised I had everything at my fingertips to progress and have a really good nutrition plan.”

Using Piedmontese beef, a red meat leaner than chicken, Andrew was able to make the most of the food he worked with to lead a healthier lifestyle.

The Aberdeen Christmas Classic

John Davidson's Blog 26th January 2015

Last week we had a small giveaway on our Facebook page and we were asked by many people for the story behind the animal that the delicious Ribeye Roasts on the bone came from. So here it is...



Every year at the beginning of December, The Aberdeen Christmas Classic Sale is held at Thainstone Mart, here in Inverurie. This is THE show & sale of Prime Cattle and Sheep and the turnout and quality of livestock is always outstanding.

Each year, John (of the John Davidsons fame) is invited along as a judge in one category or another, and 2014 was no exception as he judged the Haltered Beef Cattle Classes alongside James Allan (of Malcolm Allan fame!). One of the winners this year was a Limousin Cross Heifer (Bervie's Bonnie Babe) which was bred by J Pirie of Chapel Park, Kingussie and shown/sold by D Morrison of Cairn Nulla, Burnside, Kinlochbervie.



Bervie's Bonnie Babe (the one on the left, above!) then went on to win the Overall Champion and was bought by John (as he often does!) for the princely sum of £5,800 which makes this one of the most expensive beasts in the country!

Many people never get the chance to taste some beautifully matured beef, let alone one that has been matured for almost 2 months! And not just your standard maturing either...! In the middle of 2014, our maturing chill here in Inverurie was upgraded with a new wall – built of Himalayan Rock Salt.

Gourmet salt company, Salt House, has provided us with around 200 blocks of pure, dusky pink Himalayan Salt from Pakistan, measuring 12 x 4 x 4 inches each, to create the wall. Standing seven feet tall, the salt wall is situated in the chill room of our Inverurie outlet, where meat is cured for around 40 – 60 days.

Pure Himalayan rock salt, which is rich in mineral salt, purifies the air in the room, creating the optimum environment to help bring out the flavour of the meat. Through this process of dry-ageing, moisture evaporates from the meat, helping to concentrate its flavour.

In a recent press release for Salt House, John said "We're delighted to be the first butcher in Scotland to install a salt wall and it's proved to be so successful, we have plans to build another one with Salt House early in 2015.

"We typically cure the meat for between 40 and 60 days – sometimes longer – and the result is succulent, tender, full flavoured meat due to the impact on the environment of the Himalayan salt. It's been a great venture for us and the result is just fantastic."



ScotHot 2015

ScotHot will return to SECC Glasgow, **4th - 5th March 2015**, for Scotland's biggest and brightest celebration of Scottish hospitality, tourism and food & drink. Launched in 1973, ScotHot is Scotland's largest hospitality, tourism and catering show.



A new route to market

Butchers urged to support livestock marts

Lawrie & Symington Limited have teamed up with NFU Scotland and the Scottish Federation of Meat Traders Association to set up a means of getting more cattle to Forfar Mart for butchers to purchase quality prime cattle on a weekly basis. From the start of March, they will have two local haulage companies collecting the stock from farmers in the surrounding areas. Lawrie & Symington recognise that, due to work commitments, farmers can't always attend the market but with their experience they hope to solve that problem.

For farmers it is all too easy to get into a routine of putting stock on a lorry and sending them off to one of the larger processors, after meeting with NFU Scotland representatives and speaking to local butchers yesterday, it appears that sometimes the vendor isn't getting the right price, grades and deals, with more deductions getting taken off them than is necessary. Given the current world climate, every little helps.

What Lawrie & Symington is proposing is very simple. For the first two months (trial period) there will be no haulage deductions. After two months the rate will be competitive and the haulage charge will be deducted from the farmer's cheque from the market, cutting down the amount of paperwork involved. Lorries leave Forfar Mart every Wednesday taking prime cattle to all the main abattoirs – Dunblane, Shotts, Paisley and Wishaw – so the butchers will have no concerns about getting their cattle being killed. Butchers are looking for the top quality prime cattle and Lawrie & Symington would like to be able to offer them this regularly on a Wednesday at Forfar Market. Cattle which doesn't reach their requirements can still be sold by them but to other outlets.

Willie Paterson, Manager/ Auctioneer for Lawrie & Symington said "We all need the livestock markets here, still operating, to make sure trade is still there and the best prices are achieved. Here at Forfar we are still the cheapest set commission fee in Scotland and we also give the cheque out on the day of the sale."

National Butchers Week 2015 23rd to 29th March

National Butchers' Week will be urging consumers to turn to the experts for their meat with the message that "Butchers are better".

Independent retailers throughout the UK will be taking part in the week, which runs from 23-29 March, in which shoppers will be reminded that butchers remain the number one choice for range, service and convenience when it comes to purchasing meat.



Ed Bedington, editor of Meat Trades Journal, which organises and promotes the week, said: "The focus on independent retail and particularly butchers continues to grow as consumers look for increasing assurance and the personal touch of dealing with shorter supply chains.

"National Butchers' Week, which is going into its eighth year, aims to support and strengthen that view and give butchers an opportunity to set out their stall for consumers, who traditionally may have avoided the high street when it comes to buying their meat."

With that added focus on the high street, the 2015 campaign will build on the work of previous years, which saw MTJ launch the very successful 'Idiot's Guide to the Butcher', and the longer-running campaign of 'Ask the Expert'. The week will see a focus on the benefits of shopping at the butcher and will be supported by a range of PR tactics, and a social media campaign using the hashtag **#butcherisbetter**.

"We'll be encouraging both the trade and consumers to tweet about the great experience that can be found using the butcher's shop, and spread the word that the #butcherisbetter," Bedington said.

The week will also look at the evolution of the high street butcher and how, while the technology and trends have evolved over time, the butcher is still performing the same function of providing high-quality meat to consumers.

Enter the world of sausages

Whats on?

- Latest innovations in the sausage market
- Discover why the consumer loves eating sausages
- Manufacturing techniques to improve eating quality of sausages
- Experience the variety of flavours
- Latest legislation advice
- Learn why additives are used in sausages
- Latest technology using casings
- ...and much much more!

FREE Sausage & Mash meal on the evening!

Don't miss it!

ROADSHOW DATES 2015

Tue 10 February	Carfraemill Hotel, Scottish Borders
Wed 11 February	Thistle Inverness, Millburn Road, Inverness, IV2 3TR
Thur 12 February	Thistle Hotel, Aberdeen Airport
Mon 16 February	Garfield House Hotel, Stepps
Tue 17 February	Western House Hotel, Ayr
Wed 18 February	Lovat Hotel, Glasgow Road, Perth

CALL 01738 637 472 NOW TO REGISTER

Attending the Scottish Federation of Meat Traders regional meetings

Lucas LUGAROLLER Butchers Classic

The Class of 2015 - Regional Meetings February 2015

The main content of this winter SFMTA Regional Meetings will be a Sausage manufacture. Building on the success of the Champion of Champion Allan Bennett's masterclasses in 2014 this will involve a practical demonstration by Dalziel Ltd. including latest innovations in the sausage market. Discover why consumers love eating sausages, manufacturing techniques to improve eating quality, experience the variety of flavours, learn why additives are used in sausages and ideas for extension. Shelf life and market trends will be discussed along with filling into natural and collagen casings.

Free Sausage and mash served on the night. Members and their staff are invited to attend at any of the venues or dates that suit them best. If you are intending to attend, please book your free places by telephoning SFMTA on 01738 637472. **The Class of 2015: 7.00pm for 7.30pm**

Date	Venue
Tuesday 10 th February	Carfraemill Hotel, Carfraemill, Scottish Borders
Wednesday 11 th February	Thistle Hotel, Inverness
Thursday 12 th February	Thistle Hotel, Aberdeen Airport
Monday 16 th February	Garfield House Hotel, Stepps
Tuesday 17 th February	Western House Hotel, Ayr
Wednesday 18 th February	Lovat Hotel Perth

Round table discussion nights as held in previous years will only be held in Highlands and Islands area.

Date	Venue
Monday 9 th March	Mackays Hotel, Wick
Monday 16 th March	Orkney Hotel, Kirkwall

Meat Skills Scotland

When the Scottish Meat Trade Fair is held in the Dewars Centre, Perth every second year the greatest amount of interest is always in the Meat Skills Competition. Entries are now being invited for the 2015 contest that is organised by Scottish Meat Training with the valuable support of the sponsors mentioned below.

There are two categories split by age – under 22 and over 22 at the date of the Trade Fair – 10th May 2015 being the cut off. Other than that the only condition is that entrants must be either in training with Scottish Meat Training or be employees in a business that is a member of the Scottish Federation of Meat Traders.

Once all entries have been received entrants will be contacted to be advised when the judges will call and see them in their own workplace to work on a shoulder of pork. The top four in each category are then invited to compete at the Meat Skills Scotland final to be held at the Trade Fair where they will work on beef, lamb and pork.

The Meat Skills Scotland Competition is an expensive event to run and Scottish Meat Training is indebted to the sponsors who have stepped in to make what has become the centrepiece of our Scottish Meat Trade Fair.

Costs of sending the judges to see each entrant in their own workplace and of staging the final in Perth on Sunday 10th May are not small. We are most appreciative of the major sponsorship received from Scotch Butchers Club for prizes, Dalziel Ltd. who have sponsored all the cabinets in the Over 22 category, McAusland Crawford, Scobie & Junor, Capital Cooling and Lucas for Under 22 finals sponsorship and McDonnells for sponsoring a boning knife to be presented to every entrant.

The event is all part of the many activities that make the Trade Fair a not to be missed event. The Scottish Haggis Championship and the Scottish Pork Sausage Championship are judged on the day, there will be a demonstration of new products as well as 40 trade stands to visit.

Entries close: Wednesday 18th February 2015

New Members

Welcome to new members:-

Dennis Paterson, Dennis Paterson Butchers, 5 Lintmill Terrace, Aberdeen, AB16 7SR

Tel: 01224 683649

Gordon Richards, Richards Family Butchers Ltd, 21 Charlotte Dundas Court, Grangemouth
FK3 9EA Tel: 01324 489215

Gary Walker, Gary Walker Butcher, 207 Saracen Street, Glasgow, G22 5JN

Tel: 0141 336 8343

Guthrie Batchelor, Fleming Butchers, 27 West Port, Arbroath, DD11 1RF

Guthrie Batchelor, Fleming Butchers, 10 Ponderlaw Street, Arbroath, DD11 1ES

Tel: 01241 873252

Be Allergen Aware with Lucas



As legislation changes it's becoming more and more important for retail butchers to understand what allergens might be contained in the products they make and sell. To help with this, Lucas has added a new section to its website product listings, which shows any allergens that are present in a particular product. Says Steve Derrick, Sales Development Manager of Lucas Ingredients

"We're keen to help our customers keep up with current legislation and wherever possible, to stay ahead of current requirements. The new Product Listings on our website will enable customers to quickly check if there are any allergens in their chosen Lucas products that they need to be aware of."

The Lucas website is packed with recipes, product information and ideas for butchers: To view the Product Lists visit www.lucas-ingredients.co.uk and follow the link, or call the free Lucas Customer Helpline on 0800 138 5837 to find out more.

COLIN HEWITSON
WEIGHING & FOOD PROCESSING EXPERTISE



XT420

13.3"

The new Avery Berkel XT420 is an innovative point of sale solution that combines weighing, trading, printing and payment, all in one system.

Ideal for retailers who not only wish to run their own software, but who want the flexibility to turn the scale into an FPoS device, with a large operator touch screen making product selection quicker and more accurate.

Designed to improve the efficiency of the check-out operation of your store, Avery Berkel's XT420 system can be operated with third party software on Microsoft flagship embedded platform POSReady 7, or alternatively you can use Avery Berkel's own system-scale software running on our Linux operating system.

The greatest advantage XT420 has over any EPoS



**ONLY
£27 PER
WEEK**

system is that you will no longer need five separate hardware units cluttering your counter with interconnected cabling. In fact the XT420 even has a second printer making it possible to print loyalty vouchers, recipes or other 'in-store' promotions, at the touch of a button. The XT 420 also has a large 13.3" (338mm) operator colour touch screen display as standard, to optimise the viewing size of the third party applications. The large 10.2" (226mm) customer display has a reduced footprint, and is ideal for counters where space is limited.

The XT420 has all the benefits you have come to expect and trust from the XT range, with a powerful core processor at the heart of the scales system.

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KA8 9FB

COLIN HEWITSON
WEIGHING & FOOD PROCESSING EXPERTISE





No barrier to roaring success

For several generations the Churchills had been gamekeepers in the South of England but in 1983 young Winston decided that he had plucked enough pheasants and headed to Argyll to get more involved with deer. He joined a forestry company that was expanding on the wave of tax reliefs before an opportunity cropped up in October 1988, to establish Winston Churchill Stalking.

Located in a forest on the south western edge of the Loch Lomond National Park and very near to Dunoon, Winston's base has breath taking views into Glen Kin and Kilmun hills across the Holy Loch. Twenty six years on the stalking business has evolved into Winston Churchill Venison, a small, family run business that takes great pride in all that they do.

To begin with the focus was on providing a deer stalking service for sportsmen. All the deer carcasses generated from this activity were sold on to a dealer, who would collect the carcasses, take them to a central plant, where they were processed and the vast majority of the venison was exported. The value of the carcasses fluctuated violently due to global events such as, changes in exchange rates, BSE, reunification of Germany and many others, all of which were beyond their influence.

When the iron curtain came down the value of red deer dropped from 80p per pound to 35p per pound and to take control of his own destiny was Winston's solution:-

The composite image consists of three main elements:

- Portrait:** A photograph of Winston Churchill, an older man wearing a brown hat and a green jacket, standing in a forest. The photo is framed with a yellow border.
- Venison:** A photograph of a large pile of fresh, red venison steaks on a wooden surface. The photo is framed with a cyan border.
- Sign:** A blue sign for "Winston Churchill Venison". The sign features the following text and graphics:
 - Top section: "Winston Churchill Venison" in white on a green background, followed by "HEALTHY - ORGANIC - LOCAL" in white on a green background.
 - Middle section: The "Product of Scotland" logo (a stag head in a circle) with the text "Delicious Wild Venison Products from Scotland's South West Highlands" to its right. Below this is a large green arrow pointing to the right.
 - Bottom section: "VENISON SALES" in large blue letters, followed by "Tel: 01369 705 319" and "www.winstonchurchillvenison.com" in white on a green background.



"We very quickly realised that the only way to put stability into our business was to take the marketing of our venison into our own hands. We had great confidence in our own product as it was well tested and tried by ourselves and wanted to sell our venison as local as possible but certainly within the UK."

Winston Churchill Venison was established, in a very small building, in early 1990. Winston taught himself butchery in order to sell to friends and family and slowly the business grew. Initially he sold his surplus carcasses to the dealers, but now they use all their own and buy in from neighbouring stalkers when the need arises. All of their venison is harvested from the wild.

"We have learned that we have enough local customers to consume all we shoot. For many years we were lured into farmers markets across the Central belt but realised that there was not a need to travel so far. A regular advert in the local paper and a blackboard at the end of the road is sufficient to generate steady larder sales. We sell online, to local restaurants and local hotels, and to a few businesses like House of Bruar, Teviot Smokery and Loch Fyne Oysters."

As the business grew it quickly outgrew its small premises. The larder - purpose built during the year 2000 - was designed with the help of the local Environmental Health Department to cover all food safety aspects. The result was a very up to date, and user friendly, butchery. Once commissioned the sales from the new larder grew even faster which dictated that they needed to expand their team and seek butchery training.



During 2003 Alastair Mackay with very little butchery experience, joined from a fish farming background. He very quickly gained butchery skills, came through a Level 2 in Meat and Poultry Processing with Scottish Meat Training and he now runs the larder. Alastair has two assistants, Preston Shuttleworth (19) and Danii Swan (20) both of whom are on the same training course that he undertook.

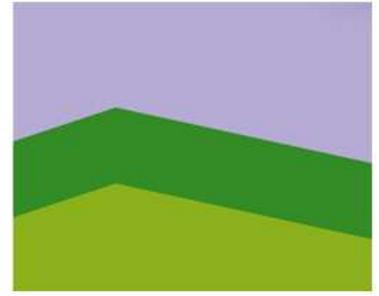
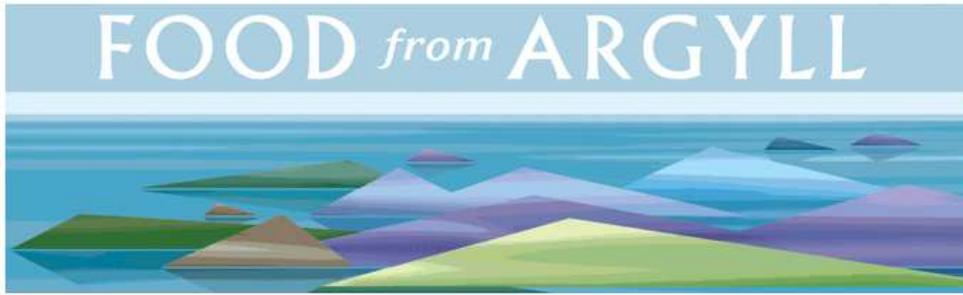
Although red deer stags come into season on 1st July, their antlers are not fully developed and velvet cleaned until around mid August / early September. By then they have also built up enough fat from summer feeding to see them through the rut which takes place from middle/late September until middle/late October. As a result they do not start trophy stag stalking until early September and carry through to the end of the season on 20th October.



"Most of our regular guests prefer to stalk with us during the rut. It is a very exciting time with a lot of red deer activity - to hear the stags roaring in the forests and on the hills is a very special experience.

"Once the rut is over, we divert our stalking attention to the hinds. The stags at this time take a well earned break and feed heavily to build themselves up for the coming winter. Following the winter and during March/April, they shed their antlers and the cycle starts all over again!!"





Stalking can cost a shooter £250 per day with an additional charge of £250 for each stag shot. Winston who has been an SFMTA member for many years, continued:-

"We have always run it where the meat side is a support to the shooting side, we don't go out shooting deer to supply the larder. The larder deals with the results of the shooting, there are probably about 1000 deer go through our larder every year."

Through Food From Argyll Winston Churchill venison burgers headline at various unexpected places during the year. The festival season got underway with Fyne Fest at Fyne Ales brewery during early June. This set the scene for the remaining festivals and T in the Park went better than we could have hoped!!

During July, they had a twelve day stint at Glasgow Green during the Commonwealth Games. Apart from the business benefits, it was fantastic, a once in a lifetime, experience.



Surprise “Smillie” Pie Delivery for Glasgow Postie

A long-serving Glasgow postman had his morning brightened up with a surprise delivery from TV presenter Carol Smillie on Monday 19th January as part of a “Warm and Tasty” campaign to celebrate the humble pie.



After all his hard work in difficult weather conditions delivering Christmas cards and presents throughout the festive period, George Haddow’s day was brightened when he was presented with the warm and tasty beef pie as a little thank you. George is a well-deserved recipient of the smiley treat as he has undertaken an incredible 29 years’ loyal service with The Royal Mail.

The “warm and Tasty” pie campaign - a collaboration between industry bodies Quality Meat Scotland, Scottish Bakers and the Scottish Federation of Meat Traders Association - returns this year after its success in 2014. Butchers and bakers up and down the country will be encouraging consumers to beat the chill and the January blues with a piping hot pie.

Pie fans across Scotland are being encouraged to follow Carol’s lead and treat deserving friends, family or colleagues who work outdoors at this chilly time of year. Butchers and bakers across Scotland will also be rewarding unsung heroes in their local communities around the time of January 26th

which is known as “Blue Monday” the most depressing day of the year.

As the smiling face of the campaign, Carol said: “This is a brilliant, fun initiative from QMS and our Scottish butchers and bakers. What could be better at this time of year than giving a tasty, hot pie to brighten up the day of someone who has been working hard in the cold weather and making an important contribution to our local communities.”

Alan Clarke, Chief Executive of Scottish Bakers said: “I want to encourage customers to buy a pie from their local baker or butcher and taste the quality of their products for themselves.”

Douglas Scott, Chief Executive of the SFMTA said: “Pies and pastry goods are becoming an increasingly important part of a butchers business and are proving extremely popular with consumers. The benefit in using craft butchers and craft bakers is that they source the finest quality meats, making their products with the same meat that you can buy minced, sliced or in roasts.”

Meet the Assessors

In 2014 Scottish Meat Training welcomed two new assessors, Gordon Wallace and Stewart McClymont. Here they let you know a little more about them.



Gordon Wallace

Whilst the 50th anniversary of when Gordon linked his first sausage looms on the horizon, he is quick to point out that he was “exceptionally young at the time(!)” having been press-ganged during school holidays into the family sausage-making business in Glasgow. Despite the business closing its doors in 1970, Gordon had made up his mind that a career in the meat trade was for him.

Following two years full-time study for the Institute of Meat’s meat technology examinations at Blackpool’s College of Food Technology and gaining his meat inspector’s “ticket”, Gordon couldn’t wait to get back over the border where he has worked ever since progressing his career in a number of well-known retail, manufacturing and food service businesses and latterly as partner responsible for the production and technical functions.

Gordon’s move into education came much later in life and stemmed from delivering the occasional butchery practical demonstrations to students at one of his key customers, the former Glasgow College of Food Technology. This grew to the point where Gordon received a ‘phone call enquiring whether he would be interested in teaching apprentice butchery students for one of the major multiples which he was delighted to accept.

Graduating from Stirling University with a BA in Tertiary Education in 2013, Gordon now shares his time between teaching at college and assessing for Scottish Meat Training. As Gordon says, “Few things are more satisfying than watching former apprentices taking on key roles and help grow the same businesses that had the foresight to invest in their futures”.

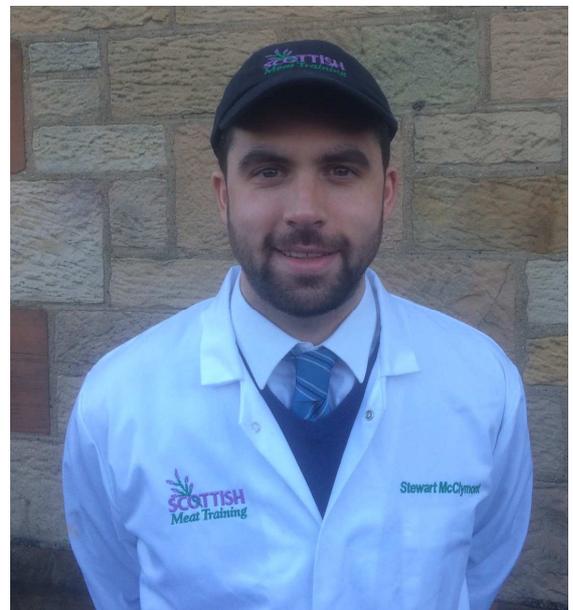
Stewart McClymont

I’ve always enjoyed being part of the trade straight from when I started as a Saturday boy aged 14. Back then I had no idea how vast and interesting it was and how many opportunities could and would come my way just by being part of it.

I left school a bit sharpish and immediately began working towards an SVQ Modern Apprenticeship. After completing the level 2, I worked towards achieving my level 3 and attained my Craftman’s Certificate and Federation Diploma along the way.

I was encouraged to enter competitions for SFMTA product evaluations as well as personal ones such as the MTJ Young Butcher of the Year which I won in 2009.

One of the things I enjoyed best about working in the shop was that I was learning new things every day: you never “know it all”. I also enjoyed passing on the things I’d learned to other apprentices and helping them to achieve their goals so it seemed a natural progression for me to eventually move on and work with Scottish Meat Training.



I’ve been assessing since May 2014 and have greatly enjoyed meeting new people and seeing how they do things but the best part of the job so far is seeing the high standard of talent we have in the industry in Scotland and handing over the MA certificate to reward the hard work put in by the candidate and employer.

From farm to butcher

By Pat Whelan in his book, *An Irish Butcher*

Let there be absolutely no doubt whatsoever that keeping animals in a stress-free environment contributes significantly to the quality of the meat they produce. The most stressful experience the animal will ever face is the manner in which it is slaughtered. It has always been my mission that the welfare of the animal and the integrity of the whole process of meat production adhere to best practice at all times.

Yes, the welfare of the animals is important to me because I have respect for them, but the bottom line is that their care ultimately impacts the quality of meat that I sell and my reputation is determined by that standard of excellence. By sticking to a very strict code of best practice I know that I can provide the best-quality meat that is possible to offer. There is a tremendous peace of mind when you know that you can stand over every cut.

When cattle arrive at an abattoir, every effort should be made to be as humane as possible. An "open barn" pre-slaughter policy, where the animals are left to fast for twenty four hours, always achieves the best results. The cattle have the freedom to walk around on a dry straw bed with access to copious amounts of water. They can eat as much straw as they like, since the fasting period is not about starvation but rather elimination in order to minimise any contamination from faeces in the slaughtering room.

The animals are brought to be slaughtered in a singular fashion that is a feature of an artisan approach. At all times the animal's welfare is the most important consideration. The area should be calm and the process should be relatively quiet, with no shouting or yelling. In industrial-scale abattoirs are lined up and processed in a production line. It is a noisy, clamorous atmosphere and there is no doubt that the cattle are spooked by what is happening around them. This stress will translate immediately into a tense animal, with locked muscles and consequently tougher meat.

The cattle we slaughter are kept hundreds of yards from the slaughter pen and are taken down individually. If for any reason an animal is nervous, we won't go through with it. The animal is removed from the process and returned to the shed until it is at ease. This is what you call a win-win; the animal is stress-free and it produces better meat as a result.

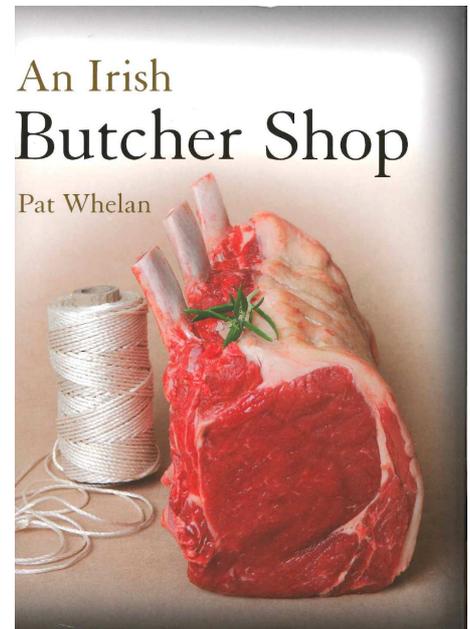
Today people talk about food miles, meaning the distance travelled by food products from production to point of sale. I am thrilled to say that in my business we can measure our process in food metres – our abattoir is on site. The animals are not herded into a truck and driven miles for slaughtering, as is standard practice in industrial in industrial-scale production.

Thankfully I am not the only butcher in the world who is taking such care. There are plenty of us around, but you have to seek us out. Consumers should never be afraid to ask butchers about their meat supply and the way the animals are reared and slaughtered.

Scottish Craft Butcher Awards 2015

The next product evaluation for the 2015 Scottish Craft Butcher awards will be for Beefburgers, sponsored by Lucas Ingredients, and Individual Savoury Products, sponsored by Dalesman Group. Entry forms are attached please enter by 28th March.

Beefburgers were last evaluated two years ago but why you may ask is there a Savoury Products evaluation so soon after the Scotch Pie Club awards. Simple, firstly this is for butchers only and secondly because we will not limit the number of awards. There will be a Diamond for the best overall but if all the other products are good then they will all get golds! Read the entry form and enter your products. All these awards will be presented at the Scottish Meat Trade Fair on 10th May.



Food Standards Scotland Board appointed

The Scottish Minister for Public Health announced on 20 January 2015 the appointment of seven board members for Food Standards Scotland, the new food body which takes over the functions of the Food Standards Agency in Scotland from 1 April 2015. These appointments follow the appointment in November last year of Ross Finnie as Chair of the body.

The Board members are Mr George Brechin, Ms Marieke Dwarshuis, Mrs Heather Kelman, Dr Carrie Ruxton, Dr Susan Walker, Dr Anne Maree Wallace, and Ms Louise Welsh. The Board will be working on a 'shadow' basis in the run-up to vesting day, and full details of their appointments can be viewed via the 'External sites' link on this page.



Geoff Ogle, Director Scotland, said: 'The board appointments will bring a wide range of expertise and backgrounds that demonstrate a commitment to protecting consumers and improving the health of the Scottish public, and will put Food Standards Scotland in a strong position as it establishes itself as a trusted authority that continues to provide independent, evidence based advice to consumers and Ministers in Scotland.'

From 1 April 2015. Food Standards Scotland will provide Scotland with regulation and independent advice on food safety and standards, food information and nutrition. The Food (Scotland) Bill to set up a stand-alone food safety, standards and nutrition body in Scotland passed into law when it received Royal Assent on 13 January 2015. This step creates the Food (Scotland) Act 2015 and paves the way for Food Standards Scotland as a legal entity.

Board member biographies

Mr George Brechin

A graduate of the University of Glasgow, George Brechin joined the Department of Health in London, then in 1988 returned to Scotland to the NHS in Lothian. He retired in 2012 after 10 years as Chief Executive of NHS Fife. He is currently interim Chief Executive of the State Hospitals Board, a post he will leave in March.

He brings to the new body his experience of the NHS, of joint working with local authorities and of community and public health issues. He has significant knowledge of Scottish public sector governance, having during his career led the creation of three new NHS bodies. His role as non-executive Board member of the Health and Safety Executive gives him experience of the working of a well-established regulator.

Ms Marieke Dwarshuis

Marieke's career in Scotland spans over 20 years in the public and voluntary sector in a wide range of roles including Director of Consumer Focus Scotland and positions in the Scottish Government, Office of the Scottish Charity Regulator, Shelter Scotland and Citizens Advice Scotland. She brings expertise in corporate governance, regulation and in the management of organisational change, and has experience of representing the consumer interest in a range of fields.

Ms Dwarshuis is currently a member of the board of Scottish Fire and Rescue Service, she chairs the Scottish Tribunals and Administrative Justice Advisory Committee and is Vice Chair of Hillcrest Housing Association Ltd.

Dr Carrie Ruxton

Dr Carrie Ruxton is a freelance registered dietician with more than 20 years' experience. She has worked with a diverse range of food companies to provide advice on communications and product development, as well as with NHS boards on their obesity strategies. She currently serves as a member of the Scottish Food Advisory Committee. Several of her public sector projects have involved stakeholder engagement and Dr Ruxton hopes to bring this experience plus communication skills to the Board.

Mrs Heather Kelman

Recently retired, Heather Kelman has a long standing interest in food and the role it plays in health and wellbeing, and comes to Food Standards Scotland following a 33 year career in the NHS, where she worked initially as a dietician before moving into strategic planning and general management. Her formal qualifications include a BSc in Nutrition and Dietetics and an MBA, both of which she believes will help in her new role.

Heather has previously served as a Director on the Board of Trustees of Voluntary Service Aberdeen (now VSA) and was an inaugural Director of Transition Extreme, where she gained experience in the development of a new organisation. She has also been a member of national task forces and working groups, most recently as co-Chair of the National Health and Wellbeing Outcomes Group.

Dr Susan Walker

Over the last 17 years Sue has had a number of non-executive roles in the water, environment and rural sectors in Scotland including as a founder member of the Cairngorms National Park Authority. She acted on behalf of consumers as a member of Waterwatch Scotland. She is currently Deputy Chair of Scottish Natural Heritage, a member of the Local Government Boundary Commission for Scotland and is a member of the Customer Forum which negotiates with Scottish Water on behalf of customers regarding future spending plans and charges.

Sue lives on Deeside in Aberdeenshire and is a keen skier and hill walker. Sue has skills and knowledge of governance, strategy and communications including stakeholder engagement, and also has strengths in environmental science.

Dr Anne Maree Wallace

Anne Maree Wallace worked for 35 years as a doctor in the field of Public Health Medicine. She has extensive experience of working with NHS professionals as well as many other partners such as the local authorities, Scottish Government and the third sector. She held a number of posts, including Consultant in Public Health Medicine in NHS Lothian, Acting Director of Healthcare Planning, Director of Training for Public Health in Scotland, Clinical Lead for the Scottish Public Health Network, and latterly, Director of Public Health for NHS Forth Valley.

She presently has her own business working as a coach and mentor with individuals and teams. She is also a non-executive director for NHS Health Scotland.

Dr Wallace brings both a longstanding interest and expertise in the field of public health, health inequalities and nutrition, and also a number of years' experience as a non-executive director.

Ms Louise Welsh

Louise Welsh has worked at a high level in the food industry for over fifteen years, including five years in senior management at Morrisons, one of the UK's big four supermarkets.

She has an in depth knowledge of all stages of the food chain: from the farm, through to processing and all the way to the end consumer. Prior to moving in to the food sector Louise was a journalist and worked for BBC Scotland. She is a skilled communicator and negotiator.

Louise was the first woman to be appointed board member of Quality Meat Scotland, the red meat industry body.

All members will be appointed on an interim basis to the shadow board from 6 January 2015 to the day before Food Standards Scotland becomes a legal entity. The substantive appointments of Heather Kelman, Carrie Ruxton, Susan Walker and Louise Welsh will run for four years from the day that Food Standards Scotland becomes a legal entity; and the substantive appointments of George Brechin, Marieke Dwarshuis and Anne Maree Wallace will run for two years from that day.

Each member appointment is part-time and attracts a remuneration of £207 for a time commitment of up to 4 days per month.

Carrier Bags Charge and Butchers Shops

SFMTA has had discussions with Zero Waste Scotland and Food Standards Agency Scotland. We would hope to have some very positive news for members and Corporate members at the Regional meetings, via email during February and in the March Federation News.



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Pork



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Chair & Member reappointed to Quality Meat Scotland

On 26 January, The Cabinet Secretary for Rural Affairs, Food and the Environment announced the reappointment, from 1 April 2015 of Jim McLaren as Chair and John Scott as a Member of the Board of Quality Meat Scotland (QMS).

Chair

Jim McLaren is a mixed arable and beef farmer, with a herd of pedigree Simmental cattle.

His arable unit, growing winter wheat, spring barley and land let out for potatoes, extends to 1000 acres over four units in Perthshire. The land tenure comprises a mix of a full tenancy, a limited partnership, a short Limited Duration tenancy (SLDT) and owner-occupied land.

Jim is currently the chairman of Quality Meat Scotland a Director of the NFU Mutual and a founder Director of Angus Cereals which is a farmer-owned grain and storage facility built in 2011 at Montrose Harbour. Jim was President of NFU Scotland from 2007 to 2011.



Member

John Scott farms the family farm in Eater Ross and Sutherland. His enterprises include 4000 breeding ewes, 180 breeding cows and an arable enterprise producing malting barley. Renewable energy is also a feature of the farm which has two small turbines and a biomass boiler to heat houses and grain drier.

John is a Nuffield Scholar, a previous winner of the Murray Trust Farmer Award and is the 2014 Farmers Weekly Sheep Farmer of the Year. John thrives in a team atmosphere and coaches rugby at his local club, Ross-Sutherland RFC, where he has also held the role of Captain and President.



He is a former member of the NFU Scotland livestock committee, former Chairman of Beltex Scotland, former Chairman of the Hill of Fearn Parent Council and Moredum Regional Advisor.

John brings an excellent knowledge and understanding of grassroots beef and sheep farming, and the wider Scottish agricultural industry. He is passionate about what he does and has a clear vision for the future of his business and wider industry

The appointments will be for four years and will run from 1 April 2015 to 31 March 2019. The reappointments are part-time and attract a remuneration for the Chair of £336.63 per day for a time commitment of 124 days per year. The member's appointment attracts £160.49 per day for a time commitment of 10 to 15 days per year.

Jim McLaren and John Scott do not hold any other Public Appointments. This reappointment is regulated by the Commissioner for Ethical Standards in Public Life in Scotland. All appointments are made on merit and political activity plays no part in the selection process. However, in accordance with the original Nolan recommendations, there is a requirement for appointees' political activity within the last five years (if there is any to be declared) to be made public. Jim McLaren and John Scott have had no political activity in the last five years.

Haggis Competition Winners

While the big one, the Scottish Haggis Championships will not be held until Sunday 10th May at the Scottish Meat Trade Fair in Perth, we are aware of members success in locally organised events. Congratulations to JC Douglas, St Boswells who won an event in the Borders and Mark Grant in Taynuilt who won an Argyll event recently. Hopefully this boosted trade for you both.

GB Prices Highest in Europe: Impact on Irish beef

The EU cattle price league table provides a useful summary of developments in farmgate prices across key EU markets. EU countries are ranked in terms of their R3 heifer price which provides a good indicator of the trade across the EU.

EU Deadweight Cattle Prices - Heifers R3 Equivalent (€ Cents)					
Position last Mth	Position this Mth	Country	Price last Mth (w/e 14.12.14)	Price this Mth (w/e 11.01.15)	Change on Mth (cents)
1	1	Great Britain	456.9	472.0	+15.1
2	2	Northern Ireland	441.1	463.0	+22.0
3	3	Italy	412.7	430.8	+18.1
6	4	France	400.0	403.0	+3.0
8	5	Ireland	389.9	399.8	+9.9
7	6	Luxembourg	398.0	397.7	-0.3
5	7	Spain	400.2	393.8	-6.4
4	8	Sweden	401.9	370.5	-31.4
9	9	Germany	369.7	365.5	-4.3
10	10	Austria	357.7	357.3	-0.4
11	11	Denmark	337.4	352.8	+15.4
12	12	Slovenia	336.6	344.5	+7.9
13	13	Belgium	327.5	328.5	+1.0
14	14	Poland	300.9	299.9	-1.0
15	15	Lithuania	256.6	264.7	+8.0
16	16	Czech Republic	249.3	256.6	+7.3
		EU Average	392.1	394.8	+2.7
		Euro (€1=)	79.0	78.2	-0.8

Official prices reported to the EC Dressing Specification

GB has retained top spot in the EU league table of R3 heifer prices with an equivalent price of 472.0c/kg. This is an increase in the R3 heifer price in GB of 15.1c/kg from the week ending 14/12/2014. A combination of tighter cattle supplies, firm consumer demand for beef and changes to the euro sterling exchange rate will all have had a role to play in this increase in euro terms. However while the increase in the R3 heifer price in GB was notable the strongest increase in R3 heifer was in NI where the price increased by the equivalent of 22c/kg to 463.0c/kg in the week ending 11/01/2015. This represents a 5% increase in the R3 heifer price over the four week period.

In Republic of Ireland (ROI) the R3 heifer price in the week ending 11/01/2015 was 399.8c/kg, up 9.9c/kg from the week ending 14/12/2014 when the R3 heifer price was 389.9c/kg. This 2.5% increase in the ROI R3 heifer price put it 5c/kg above the EU average in the week ending 11/01/2015. The increase in the R3 heifer price in ROI over the four week period moved it up from eighth position in the league table to fifth position. In the week ending 11/01/2015 the average R3 heifer price in the EU was 394.8c/kg, up 2.7c/kg from 392.1c/kg in the week ending 14/12/2014.

The value of euro against sterling was down slightly over the same period to €1 = 78.20p in the week ending 11/01/2015. With the value of the euro against sterling continuing to come under pressure in recent weeks GB and NI origin beef has become comparatively more expensive than beef from other eurozone countries.

This makes UK beef less competitive on markets beyond GB but with some major retailers in the UK willing to accept Irish origin beef as an alternative it may also have some implications on markets within the UK.

Global Beef Market Remains Robust



The number of cattle slaughtered in Scotland and GB during late 2014 was well ahead of 2013 levels despite British Cattle Movement Service calving data suggesting that numbers should have been tightening.

The reason for this improvement in supply, according to Stuart Ashworth, Head of Economics Services with Quality Meat Scotland (QMS), is that cattle finished more quickly than last year - particularly as autumn progressed into winter - and as a result cattle came onto the market earlier.

"The latest information shows that the average age of UK prime cattle at slaughter during December was eight days younger than the previous year and that cattle had been slaughtered at a younger age throughout the final quarter of 2014," said Mr Ashworth.



Meanwhile, average carcase weights continue to be higher than last year, with finishing cattle growing well over the past quarter, pushing up the quantity of beef on the market.

"Although price-reporting abattoirs are continuing to show higher weekly kills than 12 months earlier, the number of prime cattle reaching Scottish and English auctions during January has fallen below last year's levels.

"Meanwhile producer prices continue to edge higher which, given the greater tonnage of beef being produced, promises some underlying strength in the market - although Scottish producer prices remain almost 5% lower than 12 months ago," he said.

It is not just Scottish and UK prices that are edging upwards. The announcement of the opening of trade between Ireland and the United States appears to have had a positive impact on Irish prices despite Irish slaughter numbers still running ahead of year-earlier levels.

Irish prices are now running almost 2% higher than 12 months ago. According to Bord Bia this improved supply situation will not be a long term feature in 2015 as they anticipate a 100,000 reduction in the Irish kill in 2015. If carcase weights remain unchanged this would reduce Irish beef production in 2015 by around 5-6%. Elsewhere in Europe prices in general edged up over the past couple of weeks but remain about 1% lower than last year.

The biggest upward movement in prices over the past year has, however, occurred in the United States, observed Mr Ashworth.

"Their well-publicised decline in cattle herd saw their cattle numbers at the end of 2014 at an estimated 88m head compared with 95m head a decade ago. US love of beef has seen their producer price increase almost 30% in the past year to stand at historic high levels that have even exceeded Scottish producer prices in recent weeks. Needless to say this is stimulating thoughts of herd rebuilding, although poor grass conditions remain a constraint which is likely to leave the US short of beef for another 12 months," observed Mr Ashworth.

"In Brazil, cattle prices climbed 25% last year which is leading to an increase in retentions for breeding. This is expected to constrain beef production in Brazil in 2015. In Australia prime cattle prices have surged in early January as improved grass growth conditions have reduced the number of prime cattle reaching the market as some herd rebuilding has started," he said.

"Nevertheless, for most of the second half of 2014 Australian slaughter numbers were higher than year-earlier levels but this did not affect local prices which were typically 10% higher than a year earlier.

"The global beef market remains robust."

Firm start for sheep market in 2015

Hogg prices have started the New Year more strongly than is typical for the start of January, according to Stuart Ashworth, Head of Economics Services with Quality Meat Scotland (QMS).

"Typically the first few weeks of the year is a period when the market rebalances itself after the turmoil of the festive period," observed Mr Ashworth.

"Consumers become more frugal with their regular food budget as they adjust to the eating and spending excesses of the holiday period. It is not uncommon to see cattle and hogg prices drift lower through January as the market adjusts."

This year, however, hogg prices have been edging higher at auction markets and comparing favourably with prices 12 months ago. What is equally pleasing for producers, he said, is that this price increase has occurred despite a higher volume of prime lambs and hogs reaching the market than last year.



Stuart Ashworth

From June to November UK prime lamb slaughterings have accounted for some 350,000 head, five percent more than in 2013, and auction throughputs during December continued to run ahead of last year for GB as a whole but were similar in Scotland.

"An equally striking feature of the current sheepmeat market is the particularly firm price of cull ewes. The strength in the cull trade is a reflection of the reduced numbers of cull animals reaching abattoirs," observed Mr Ashworth.

Over the period from June to the end of November cull ewe slaughterings across the UK have been some 13% lower than last year. The volume of ewes passing through auction markets during December continued to be lower than last year so, by historic standards, cull sheep are in tight supply. This, said Mr Ashworth, may also have helped demand for heavy lambs/hogs which have been selling well.

"There is, then, some underlying strength in the UK sheepmeat market. A contributory element here may well be that although the UK may be well supplied in sheepmeat this is not the case on a wider European stage," added Mr Ashworth.

"With the exception of Italy and Romania, all the major sheepmeat producing countries of Europe, and most of the small producers as well, have seen stock numbers slide. Ireland, for example, has seen lamb slaughtering in the final quarter of 2014 run around 7% lower than 2013."

During November, French lamb slaughterings fell below year earlier levels having run slightly higher earlier in the year. Nevertheless, lamb consumption in France is still under pressure and UK exporters are struggling to maintain export volumes but they are holding onto volume better than Irish and New Zealand suppliers.

French statistics show that during October, GB deliveries of sheepmeat were up a fraction while New Zealand supplied 3% less and Ireland 8% less.

Typically, exports of sheepmeat as a proportion of production, are at their highest in the first quarter of the year and often reach their high point for the year in March.

"Over the past three years sheepmeat exports during the first quarter of the year have averaged 35% of production, while they often exceeded 40% of production in March," stated Mr Ashworth.

"Consequently the sheep sector will be paying great attention to the political turmoil in Greece and the reaction of the European Central Bank to this and also the wider challenges of the Eurozone economy and its impact on exchange rates.

"These actions may have a greater impact on producer prices than the supply and demand balance of sheepmeat on the wider European market in the short term."

Retail Prices for w/e 24/01/15

AVERAGE PRICES	SFMTA JANUARY	SFMTA NOVEMBER	QMS JANUARY	QMS NOVEMBER
SCOTCH BEEF				
Fillet Steak	3964	3964	4003	3933
Sirloin Steak	2784	2798	2544	2544
Rolled Rib Roast	2152	2152		
Popeseye Steak	1763	1770	1753	1748
Topside	1421	1421	1271	1239
Round / Rump Steak	1385	1385		
Shoulder Steak	1158	1149	1156	1147
Rolled Brisket	1103	1103		
Steak Mince	1019	1022	905	905
Boiling Beef Bone In	705	705		
DOMESTIC LAMB				
Whole Leg of Lamb	1359	1359	1203	1211
Centre Cut Leg Bone In	1566	1566		
Gigot Lamb Chops	1727	1727		
Lamb Leg Steaks	1782	1782	1831	1826
Chump Lamb Chops	1700	1700		
Double Loin Lamb Chops	1733	1733	1691	1691
Single Loin Lamb Chops	1616	1616	1586	1580
Rolled Shoulder Lamb	1242	1242		
Lamb Shanks	765	765		
Diced Lamb	1464	1476	1404	1403
Minced Lamb	1284	1284	1263	1263
PORK				
Pork Tenderloin (Fillet)	1228	1228	1020	1000
Pork Leg Steaks	971	971		
Double Loin Pork Chops	926	929	832	832
Single Loin Pork Chops	905	905		
Rolled Shoulder of Pork	739	739	707	703
Belly Pork	719	719		
Pork Loin Steaks	1076	1083	1107	1107
Diced Pork	832	832	744	744
PRODUCTS				
Beef Link Sausages	803	803		
Pork Link Sausages	819	819	683	683
Speciality Pork Sausages	872	872		
Sliced Beef Sausage	730	730		
Sliced Black Pudding	680	680		
Ball Haggis	769	765		
Scotch Pie	100	100		

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

30th JUNE & 1st JULY

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30th JUNE & 1st JULY

meatup

THE MEETING PLACE FOR THE UK MEAT INDUSTRY

Young guns can help solve skills shortage

Writing in *Meat Management Magazine* recently NACB chairman Peter Allen said: "The skills shortage for the sector is surely one future concern. Perhaps with the Government confirming Butchery as one of the pioneering trailblazers for apprenticeships, it recognises this too. We do not want to be an industry in crisis."

That sentiment is echoed by many and a number of trade associations, including the National Federation of Meat & Food Traders and the National Association of Catering Butchers, are taking action to raise the profile of our skilled, talented and essential industry.

How? Well, for starters they are using the meat industry's national show, Meatup on 30th June and 1st July to stage The Premier Young Butcher Competition, organised by the NFMFT and a catering butchers young butcher competition together with a Chef's Butchery Contest testing individuals' knife skills.

Meatup organiser, Emma Cash said: "This is a great opportunity to showcase talent and invite colleagues, suppliers and students to see just what the meat industry has to offer. It's competitions like these we have planned for Meatup that can create energy, impact and success for visitors to take away with them.

"We would be delighted to see retailers from Scotland at the event. As a two day show there will be plenty to see and do and we are confident visitors will leave with new ideas and solutions to help their businesses."

In addition to promoting young butchers' skills Meatup will also play host to the National Meat Products Competition 2015. "We are expecting a large number of entries." said Jayne Cottrell of the Federation. "The competition has really taken off since it began and a national stage like Meatup at Stoneleigh enhances its status and profile. The scene is set for a great event."

MEATUP takes place on 30th June/1st July 2015 at the National Agricultural Exhibition Centre, Stoneleigh Park, Warwickshire.

More information can be found at www.meatup.co.uk or email info@meatup.co.uk.



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 17/01/15	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	376.7 p/kg	374.4 p/kg	396.5 p/kg
Heifers dwt	376.9 p/kg	376.1 p/kg	393.8 p/kg
Young Bulls dwt	344.5 p/kg	342.8 p/kg	362.1 p/kg
Numbers			
Steers	3629	3656	3760
Heifers	3225	3107	2979
Young Bulls	395	388	365

BEEF PRICES	W/E 14/01/15	Previous week	Previous year
Scottish Auctions			
Steers lwt	197.25 p/kg	211.33 p/kg	215.50 p/kg
Heifers lwt	210.31 p/kg	204.98 p/kg	215.79 p/kg
Young bulls lwt	164.87 p/kg	179.66 p/kg	163.82 p/kg
Numbers			
Steers	183	106	156
Heifers	220	206	345
Young bulls	28	6	51

Deadweight cattle week ending 17th January 2015								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	382.7	382.1	381.0	384.3	385.6	382.0	374.7	379.0
R	377.4	378.6	378.6	375.6	377.2	377.0	364.7	372.8
O+	369.2	369.8	369.0	367.4	371.2	366.7	343.6	350.1
-O	356.5	351.4	356.7	349.0	337.5	330.8	319.7	308.5

FOR SALE:- Italian marble on stand, Vector 612 Food Slicer, Mettler Toledo UC3 touch screen retail weighing scale. Two x 2 metres refrigerated display cases with storage underneath, Berkel automatic slicer, Mainca bacon slicer, Electronic scales and other butchers shop equipment. Contact John Mackay on 01360 621 992 or Mobile 07854683101

FOR SALE: – 4ft Multideck with 4 shelves and base. 5yrs old recently serviced, runs perfect very clean and tidy, offers please. Contact Andrew Kirk Tel: 01592 891364

FOR SALE: 3 Upright freezers- H 2.1m, W 1.4m and D 0.85m in good condition. £500 each ono
1 Glass top Chest Freezer - H 0.85m, W 2.1m and D 0.8m also in good condition. £100 ono
1 Small Chest Freezer - H 0.9m, W 1.1m and D 0.75m also in good condition. £50 ono
All were bought 4 years ago from new and only been used within the shop and can be seen at any time. Contact: Graham Collie on 01467642207.

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 Tel: 01764 684332 or 07971 277272

SHEEP PRICES	W/E 14/01/15	Previous week	Previous year
Scottish Auctions			
Old Season SQQ lwt	190.55 p/kg	188.44 p/kg	179.00 p/kg
Ewes lwt	£79.47 /hd	£82.41 /hd	£47.92 /hd
Sheep numbers			
Scottish Auctions			
Old Season SQQ	13441	8840	14774
Ewes	4831	2256	7237

SHEEP PRICES	W/E 17/01/15	Previous week	Previous year
GB Abattoirs			
Old season SQQ dwt	423.6 p/kg	419.4 p/kg	394.7 p/kg
Deadweight sheep week ending 17th January 2015 p/kg			
	U	438.1	438.4
	R	429.1	428.9
	O	411.3	410.5

PIG PRICES	W/E 17/01/15	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	140.82 p/kg	141.70 p/kg	n/a

GB deadweight pigs ending 17th January 2015 - p/kg					
	Method 1 and 2	Change		Method 1 and 2	Change
	p/kg dwt			p/kg dwt	
Up to 59.9 kg	125.87	+1.01	80.0 – 89.9 kg	141.90	0.94
60.0 – 69.9 kg	140.57	-0.54	90 kg and over	137.56	-1.21
70-0 – 79.9 kg	141.53	-0.83			

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

Businesses For Sale

FOR SALE – Butchers in Stirling. Well fitted unit on main shopping street. Rented premises, offers in region of £80,000. Tel: 01786 459144

FOR SALE: Long established butchers business for sale in Paisley. Fully fitted front shop with walk in chill included. Back shop for 5 people and usual machinery. Also a separate large chill (18 sides) and walk in freezer. Good retail sales with an extensive wholesale and catering trade. This business can be increased but time to retire – offers at a good price. Tel: Gordon 07868373051 or Graham on 0141 889 2606

FOR SALE Dalbeattie Fine Foods for Sale or Lease

Freehold butchers shop with 3 bedroom flat. Front shop fully refurbished within last 3 years, plus excellent new and updated machinery. Retail, wholesale and online sales, with strong growth potential. Multiple award winning product recipes included in sale. Opportunity arising due to change in personal circumstances of current owner. For more information contact Alan Elliot on 01556 610349.

SHOP FOR LEASE: A shop in Glasgow area is available to lease. Turnover £276K per annum current rent is £18k per annum however this will be negotiable. Please contact Campbell Galbraith Tel: 0141 638 1053

FOR SALE - Contents of butchers shop: counters, three Avery scales, Hobart tenderiser, safe, tables etc. etc. Owner has retired. Contact Alan Bauld - Tel: 01383 510653 or 511917

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