

FEDERATION NEWS

THE NEWSLETTER FOR SCOTLAND'S CRAFT BUTCHERS

*On behalf of the Scottish Federation of Meat Traders
President Jamie Chapman wishes you all
a Healthy, Happy and Successful New Year*



JANUARY 2007

Happy New Year

It always feels like everything has ground to a halt when the pace of the festive trade dies back. Hopefully everyone will have made good sales and satisfied a great many customers, old and new, over the month of December.

We all are bemused by where all the customers come from in the run up to Christmas. Yes, we forget that those monthly and fortnightly customers all join the weekly regulars and make Christmas and New Year weeks that bit more frantic.

Of course there is the challenge to retain those who acknowledge that if they want something special for their festive table they need to buy it at the butchers but fail to go to the bother for the rest of the year. Hopefully they enjoyed the meat and return a bit earlier in the New Year than December.

2006 was a year when it seemed customers began to listen to all the messages from foodies and celebrity chefs. They returned to specialist meat shops in recognition that meat purchased at the butchers is different from the packaged and bright red meat that they see on supermarket shelves.

In 2007 we must build on this to ensure that customers, who have increasingly high standards, receive the products, quality and service that exceed those expectations.

Remember to listen to your customers and make sure their demands are being met. To assist your customer service we have a number of training opportunities listed inside that might be of interest in the development of your staff. They are the faces of the business – make sure that both you and the customers are happy with them. They should be the valued assets to guarantee a Happy New Year!

This Month

A look at Christmas Trade in Forth Valley

Final plan for New Look Shop

Regional Meetings

Trip to Holland

Courses for Spring

New Certificates for Boners, Cutters and Sausage Makers

Ten Weeks in Denmark Offer

Scottish Market Prices



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YOUR FEDERATION IS THERE TO HELP YOU:

Telephone 01738 637472 fax 01738 441059 e mail: sfmta@sfmta.co.uk



It's that time of year again when we look forward to another progressive year for the independent sector and think about how we can encourage sales of Scotch Beef, Scotch Lamb and Specially Selected Pork.

QMS has prepared butchers for another busy festive season by producing and distributing to every shop in Scotland and Scotch Butchers Club members in England a series of mouth-watering posters and calendars featuring seasonal Scottish recipes for beef, lamb and pork.

Sales research* covering the four-week festive period for 2005/06 reveals consumers spent more than £2.8 million on beef alone in Scottish butchers. Lamb again showed strong growth, with sales up 52% on the year before.

People seem to be turning back to pork at Christmas as well, which saw sales growth of 71% on the previous year.

QMS Head of Marketing, Laurent Vernet, said: "We've put together an eye catching set of posters and calendars for Scottish butchers to help them sell even more beef, lamb and pork throughout the Christmas period.

"The posters of delicious roasts are designed to persuade customers to ignore the bland this Christmas in favour of serving up hearty meat dishes instead."

During 2005, every butcher in Scotland received promotional material at the BBQ season, and also to focus on British Sausage Week.

The news from the Scotch Butchers Club is their new website at <http://www.scotchbutchersclub.org> which enables consumers to find local members of the Scotch Butchers Club throughout Britain by entering the butcher shop name, or their town or postcode.

The Scotch Butchers Club is a group of top quality independent butchers that obtain Scotch Beef and Lamb from QMS assured sources and promote the quality and provenance of Scotch in their stores.

Hope you have a really busy Christmas, a good New Year, and that your customers who visited your shop in 2006 return in 2007!

June Lomax
Butcher Development Manager

Christmas Trading

Spotlight on Central Scotland on Saturday before Christmas



J Rae & Son. Polmont



Thomas Johnston, Falkirk



Spotlight on Central Scotland on Saturday before Christmas



A quick tour around members in Forth Valley revealed many happy and busy butchers. First port of call was the Shopping Centre at Polmont where James Rae trades next door to the Co-op supermarket.

Rae's like many this year had concentrated their turkey trade on crowns. It was only 9 o'clock but trade was good with hundreds of orders all ready for collection. James Rae was quietly confident that his customers would be totally satisfied and the queue was moving fast even though his staff were a little camera shy ☺

Along the road in Falkirk town centre customers snaked around the Johnston's shop in Cow Wynd. A team of assistants were rattling through the customers and though, at 9.45 in the morning, the queue was spilling on to the street customers did not seem at all put out with having to wait. Last minute shoppers suddenly burst out and in the space of half an hour the streets in Falkirk town became extremely busy.



A detour into the Howgate centre to see how Marks and Spencers were coping with their orders revealed a surprising quiet, or extremely efficient, order collection point.

Next stop was Patricks in Camelon and it wasn't hard to find this shop; the one with all the people outside. Anyone with knowledge of this shop will know that there's not much room inside so it was no surprise that there was an overspill stretching up the street.



Spotlight on Central Scotland on Saturday before Christmas



Inside the shop a team of assistants were pouring goods across the counter and the customers all seemed in great humour as they edged their way to collect their Christmas food. Stepping through the queue into the chemists next door there were no complaints from them, just slight disappointment that they could not match the popularity.



Promotions in 2007

SFMTA's stock of posters for Burns Night was such that we did not require to print new versions for 2007. We hope that you can make good use of the posters and leaflets that were sent out in the final post of 2006. More of the Haggis Leaflets including cooking instructions and the Address to the Haggis can be purchased from SFMTA - price £15 per 500 including P&P.

While we anticipate Quality Meat Scotland [QMS] issuing point of sale material that will promote Scotch Beef, Lamb and Pork if the Craft Butcher is to be promoted then that is up to us. After all we would complain bitterly if QMS spent funds telling customers to go to supermarkets.

Throughout the year ahead SFMTA plan to use Gerry Owen Design to produce ideas to promote Craft Butchers and we will be meeting Keurslager on 15th January to investigate how Scottish butchers can use some of their very good material.

The first posters to follow will be for Valentine's Day and we are open to suggestion should you feel there is something we are missing and should be promoting.

What the Dutch thought about us:-

Sorry we do not have a translation but it looks like Ruud Bakker and Robert Nagtegaal enjoyed being in Schotland.



You can be an Executive!

We are always on the look out for members who would like to influence the work of the Federation.

The Executive Committee meet in Perth, usually on the second Wednesday of the month.

If you'd like to come along and see how it works please contact Bruce or Douglas at SFMTA.

2007 Meeting Dates:-
Wed 10th January
Wed 14th February
Wed 14th March
Wed 11th April
Wed 13th May
Wed 10th June

Trip to Holland

At the request of members a Study Tour to Holland has been arranged for the Spring. Members are requested to indicate their interest **NOW** so that arrangements can be made.

The tour will be from Sunday 18th March to Wednesday 21st March.

Sunday 18th March Fly out from the airport of your choice and meet in our hotel in Amsterdam

Monday 19th March Morning Tour of Versteegen plant in Rotterdam

Afternoon Visit to butchers shops in Rotterdam

Tuesday 20th March Escorted visits to Keurslager Shops in Haarlem and Amsterdam

Wednesday 21st March Fly home on flight of your choice.

Interested? Telephone Bruce on 01738 637472

Regional Meetings

Dates for your new Diary.

Regional meetings will be held in January, February and March. These meetings will follow the successful formula from 2006 – round the table discussions on all industry matters – starting with a two course meal.

If you wish to attend one (or more!) of these you must phone us to reserve a space. Please reserve your place as soon as possible. Telephone Bruce: 01738 637472

Monday 29th January	Caledonian Hotel, Oban
Monday 5th February	Swallow Hotel, Bellahouston, Glasgow
Tuesday 6th February	Buccleuch Arms Hotel, St Boswells
Monday 26th February	Murrayfield Hotel, Edinburgh
Tuesday 27th February	Kilmarnock
Monday 12th March	Invercarse Hotel, Dundee
Monday 26th March	Glen Mhor Hotel, Inverness
Tuesday 27th March	Redgarth Hotel, Oldmeldrum

Scottish Meat Trade Fair 2007

Please make a note in your new diary

Sunday 13th May

Dewars Centre, Perth

Employment Law Seminars

Members will have the opportunity to attend briefing events to make them aware of Employment Law and Health and Safety legislation.

The evenings hosted by SFMTA will be introduced by a specialist presenter from MJL. MJL are now one of the UK's leading Health and Safety and Human Resources companies providing highly specialised support and advice to employers, regardless of size or industry sector. They have recently opened a new branch in Dundee.

Dates for your Diary (Invitations will be issued nearer the time).

Monday 16th April	Newton Hotel and Conference Centre, Nairn
Tuesday 17th April	Garfield House Hotel, Stepps, Glasgow
Wednesday 18th April	Marriot Hotel, Glasgow Road, Edinburgh

Butchers Safety Awareness Training Programme



Agenda

Course is presented by John Gunster, SFMTA Health and Safety Adviser

- 1030 Introduction
- 1035 Health and Safety at Work etc. Act
Sect. 2, 7 and 8
Civil and Criminal Law
- 1055 Health and Safety Policy
Discussion and understanding of typical Health and Safety Policy
- 1115 Risk Assessment
Background (Regulations etc.)
Definitions
Video
- 1200 Lunch Break
- 1245 Example Risk Assessment Form
Completion of example assessment
Syndicate work
Risk assessment summary
- 1330 Fire – New Regulations
Fire risk assessments
Fire Plan
- 1355 COSHH
 - Symbols
 - Asbestos
- 1415 Accident reporting and investigation
RIDDOR
- 1445 Summary and questions
- 1500 Multiple Choice test (optional) for for the BSC Awards Level 1 Certificate in Health and Safety at Work

Seminars will be held at venues most suitable to those wanting to attend. For example if all those wanting to attend are based in Ayrshire the day would be organised at Prestwick.

If you are interested please tell us now, telephone: Claire on 01738 637785

Note: All timings are approximate.

Cost of course £20 per person,
supported by the European Social Fund



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On the job Vocational Training from Scottish Meat Training



New For 2007

SMT have increased the qualifications on offer for 2007 to better suit employer's needs. Currently we deliver SVQs level 2 and 3 in Meat and Poultry Processing, SVQ level 2 in Food and Drink Manufacturing Operations, Modern Apprenticeship, SFMTA Customer Service Award, SFMTA Craftsman Certificate and Federation Diploma.

All qualifications are based around the Scottish Vocational Qualifications that most closely fit with the job the candidate does with the SFMTA awards covering off the craft elements to ensure that employers have a supply of well trained staff.

SVQs

SVQs are qualifications which prove that people can do their jobs to national standards. SVQs are specifically designed to suit trainees undertaking on-the-job training in their workplace.

Craftsman Certificate

The Craftsman Certificate is an elite award recognised as formal and comprehensive evidence of quality training and achievement in the Scottish Retail Meat Industry. Candidates complete a SVQ in Meat and Poultry Processing at Level 2 and then complete units that verify competence as a butcher boning and cutting beef, lamb, pork and poultry and manufacturing sausages and puddings.

Federation Diploma

The Federation Diploma is a prestigious award, internationally recognised as formal evidence of quality training and comprehensive achievement in the Scottish Retail Meat Industry. Candidates complete SVQs at level 2 and 3 in Meat and Poultry Processing and units confirming advanced craft skills.

To this we have added NEW certification for a more narrow job specification.

Slaughtering Butcher	for those working in an abattoir
Processing Butcher	for those breaking down and boning primals
Cutting Butcher	for those trimming and plating
Manufacturing Butcher	for those involved in sausage, burger and pudding manufacture
Butcher's Baker	for those who make pies, bridies, steak pies in a butcher's shop.

Staff may already have a high level of skills, but no formal qualifications. SMT training certificates offer all employed in the meat industry the opportunity to gain acknowledgement for their skills while learning new techniques and understanding legislation changes.

[there is no age limit]

You may have recently taken on a young person, new into our industry, with everything still to learn. Our range of qualifications will allow you to develop this person to their full potential.

By investing in training you will have a more able, more confident and loyal workforce.

We would be delighted to discuss your individual business needs and the qualifications to suit your workforce and your business.

Give us a ring – what do you have to lose? Telephone Sandra Lennox on 01738 637785

HACCP TRAINING PROGRAMME



With the replacement of Butchers Licensing with new EU regulations in January 2006 it is now more relevant to have supervisory staff trained to Intermediate level in HACCP rather than Intermediate Hygiene. We are now offering the Intermediate HACCP course certificated through the Royal Institute of Public Health (RIPH). Bookings are being taken now for three courses at three different venues.

Course Objectives:

- To provide an understanding of the "principles underpinning the system of HACCP" and how these principles can be used by a food business to control potential food hazards.
- To provide an understanding of how HACCP can be implemented and maintained.
- To be interesting and informative.
- To be enjoyable.

AFTER COMPLETING THE COURSE CANDIDATES WILL:

- Have a greater understanding of the principles of Hazard Analysis and the benefits of HACCP
- Be able to assist much more effectively in implementing HACCP or a Hazard Analysis.
- Have a greater understanding of how to produce safe food.

THE PROGRAMME:

This is a **two** day programme, culminating in a two hour written examination.

Course Content:

Understanding Food Safety,
Need for HACCP,
Legal Obligations,
Principles of HACCP,
How the System Works,
Flow diagram,
Food room layout,
Identify Hazards,

Identify Controls,
Determine Critical Control Points,
Determine Critical Limits,
Target levels and tolerances,
Determine Corrective Action,
Establish Documentation,
Verification of HACCP,
Revision and Exam technique, Examination.

Certificated HACCP Courses Venues and Dates

These courses will be delivered on Scottish Meat Training's behalf by Verner Wheelock Associates. The cost is supported by European Funding and means it is offered at **£180 per person inc certification**

Wick	12 th and 13 th February
Perth	5 th and 6 th March
Glasgow	26 th and 27 th March



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Eòrpa agus Alba
ag obair còmhla

TO BOOK CALL CLAIRE or BRUCE on 01738 637785

Supervisory Skills

Tailored made Course for those in positions of responsibility.
Suitable for owners, shop managers, supervisors



This course will be held the Falkirk Stadium on 27th & 28th February.

One of the hardest moves to accomplish is the transition from being a team member to being a team leader. Individuals in a supervisory role are no longer on equal terms with their peers and have to earn their respect, show authority and lead them, often having to make unpopular decisions. This programme is designed not only to show the newly appointed supervisor the problems and complexities of the supervisor's role, but also the possibilities and potential, enabling them to lead by example and so gain the trust and respect of their team.

Course Overview

Many people find themselves in positions of responsibility or in supervisory roles almost without realising it or indeed without having had any formal training.

This two day Basic Supervisory Skills training course not only provides an understanding of the techniques required for effective supervision but has been designed to give delegates the confidence to use those techniques.

The Basic Supervisory skills training course is suitable for any person who has responsibility for managing a number of people at a functional level within an organisation.

What you will learn

At the conclusion of this course delegates will be able to:

- Define their roles and responsibilities as a first line manager
- Evaluate their own preferred leadership style and learn how to modify it across a range of everyday work situations
- Identify with the knowledge, skills and appropriate leadership behaviours required for effective supervision
- Understand what causes motivation and how to develop it within a team
- Determine how and when to delegate
- Understand and practice effective communication at team and individual level

Course Content

The basic supervisory skills training course covers the following topics:-

- Supervisory roles & responsibilities
- Basic employment law update
- Leadership styles and their impact
- Practical exercise – developing your coaching style
- How to be in charge
- How to improve performance – team & individual
- Setting objectives exercise
- How to communicate & motivate
- The motivators exercise
- Management vs leadership
- How to deal with difficult staff - discipline & control case studies
- Milestones & evaluation

Courses are limited to a maximum of twelve delegates. Course costs cover the training workshop, a set of comprehensive course notes, lunch, refreshments and an attendance certificate.

Those interested should contact Claire by telephoning: **01738 637785**

Supermarket budget foods 'too unhealthy'

Major British supermarkets have been criticised for failing to make their economy range foods as healthy as their standard lines.

Consumers 'short changed'

A report by the government-funded National Consumer Council says that the country's eight biggest supermarket chains are all failing low-income customers.

The consumer watchdog claims that the average budget food range product will have "significantly" higher amounts of salt compared to regular products, with slightly more fat and sugar as well.

The report says that a breakfast of toast with spread, two sausages, baked beans and tomato ketchup bought from an economy food line will typically contain two-thirds of an adult's recommended daily salt in take.

Lord Larry Whitty, chair of the NCC, has called on leading supermarkets to behave more responsibly towards a potentially vulnerable group of consumers.

"Consumers who rely heavily on economy ranges are clearly being short-changed on health," he said.

National Consumer Council 's top-rated supermarkets for healthy economy food.

- 1 Sainsbury's
- 2 Tesco
- 2 Waitrose
- 4 Marks and Spencer
- 5 Asda
- 5 Co-op
- 7 Somerfield
- 8 Morrisons

"Supermarkets' poor performance on economy lines is a backward step since last year. At least 26 million of us are eating too much salt, most of it hidden in the food we buy, and supermarkets should play a bigger part in tackling the problem," Lord Whitty added.

But in response to the NCC's claims, the British Retail Consortium has accused the report itself of being "out of date".

The trade association's director general Kevin Hawkins said: "It is based on store visits six months ago. Retailers will be disappointed it fails to give credit for a string of significant moves already made and more on the way.

"Retailers are constantly introducing practical measures to encourage better diets. They are reducing fat, salt and sugar content. From websites and leaflets to pack-front labelling and school visits stores are doing more than ever to provide food information."

The Food and Drink Federation insisted that retailers and manufacturers had both made "enormous cuts" in food's salt content.

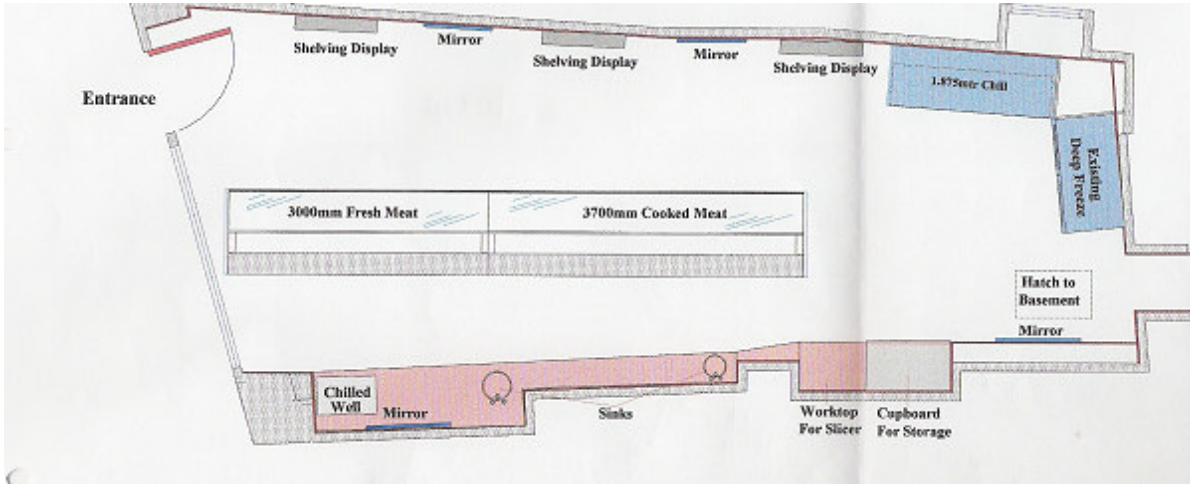
The Food Standards Agency Scotland have invited SFMTA to a one day workshop to discuss the Agency's developing saturated fat and energy strategy and to listen to Industry's experiences surrounding product reformulation. The event will take place on Tuesday 23rd January 2007 at McDiarmid Park, Perth. FSAS and Scottish manufacturer, Macphies of Glenberrie will make presentations to help inform the development of strategy.

The delegates will then divide into breakout sessions where they can discuss their experiences of product reformulation with the Agency and each other and provide comments which will be fed into the developing the strategy.

Shop Lay out

As part of a discussion at the around the table Regional Meetings held last March there was a challenge to design a new shop. This was really to instigate discussion about what members felt would make a good shop layout and lead into examining the benefits to be gained from other activities and space devoted to non meat products.

Given the shape and dimensions members were asked to put forward their ideas. Over the four meetings more than 50 people expressed their thoughts and those were passed on to the owners of the shop that was to be developed. For the interest of those who helped we can now reveal what actually did happen when the shop, in Kinross, was actually refurbished in the autumn.



Before





Winter Fair 2006



Beef Ribs judge, Hugh Black selected the top prize at the Winter Fair at Ingliston on 22nd November. Also pictured is Phil Henshaw (Shrewsbury) of the Royal Smithfield Club.



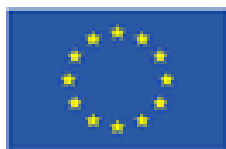


At the recent Winter Fair a lamb cutting demonstration was given by Beaton Lindsay of DG Lindsay & Son, Perth and Frank Yorke of Yorke's of Dundee. They worked with chefs to provide the cuts that were then cooked up for tasting. The exercise created a vast amount of interest and the second of the two demos was packed out.



Frank Yorke (left) and Beaton Lindsay

Major survey of the beef sector in the UK, Ireland and Poland



Key factors influencing economic relationships and communication in European food chains

The Scottish Agricultural College, in conjunction with partner institutions in Finland, Germany, Ireland, Poland and Spain, is undertaking a major survey of selected European food chains. One of these is the beef chain, which is being studied in the UK, Ireland and Poland. The survey will examine the key factors that influence commercial relationships in the supply chain, from farmer to retailer.

An opportunity to benchmark your business

An important part of the research is the development of a benchmark, which will be available to those who complete the online questionnaire (at http://www.foodcomm-eu.net/survey_uk.html).

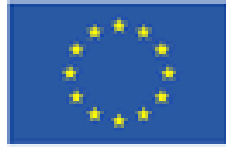
The benchmark enables survey participants to compare results for their business – with regard to the type, intensity and quality of their commercial relationships and communications – with the average, and with the top and bottom ten of other respondents in the beef sector, either in the UK or across the three countries.

As Philip Leat, who is leading the research in the UK, said: “producers, processors and retailers of beef can all benefit by participating in the FOODCOMM survey. It presents an important opportunity to benchmark their commercial relationships.

“However, we are also acutely aware that such information is highly sensitive. Therefore, you can fill in the questionnaire anonymously, and all data from individual respondents will be treated in strictest confidence. Only aggregated data will be made public. Completing the online questionnaire will take about 20 minutes.”

The FOODCOMM project: examining the links in the beef chain

The key objectives of the FOODCOMM survey are: to discover what those who produce, process and sell beef think about their commercial relationships; and to assess what room there is for improvement in the way in which buyers and suppliers communicate with one another. The aim is to suggest ways of improving communication in order to drive up quality and drive down transaction costs in the supply chain. As Philip Leat put it, “FOODCOMM will examine the links between participants in the beef chain and will, where appropriate, suggest ways of strengthening them”.



The context and purpose of the FOODCOMM project

The FOODCOMM project is a response to major changes in European food markets. New developments, including reduced market support for agricultural and food products, globalisation, new consumer trends, and stricter environmental and food safety regulations, present challenges and opportunities for all food businesses, from farmers to retailers. Measures to counter rising instabilities in European food sectors, and to promote sustainable development of competitive food chains, may include the improvement of co-ordination among farmers, processors and retailers by strengthening economic relationships and by intensifying communication.

Relationships between food chain businesses are likely to become increasingly important in adapting successfully to these developments. Therefore, the purpose of the FOODCOMM project is to:

- find out which types of business-to-business relationship and communication are dominant in selected food chains of six EU countries (UK, Finland, Germany, Ireland, Poland and Spain);
- identify the key factors that influence communication and economic relationships between food businesses.

We are therefore asking producers processors and retailers of beef to complete our online questionnaire, at http://www.foodcomm-eu.net/survey_uk.html.

FOODCOMM needs your help!

We will use the results of the six-country FOODCOMM survey, which is being supported by the European Commission, to provide evidence-based policy recommendations and to inform debate over further reform to the Common Agricultural Policy. However, we can do this only if enough producers, processors and retailers complete the questionnaire. For this we need your help. We need as many chain participants as possible to fill in the questionnaire in order to provide a robust evidence base for our recommendations. We can't promise that the European Commission will act on our recommendations but, the bigger the response to the survey, the more weight its findings will have.

More information about FOODCOMM can be found on the project website (<http://www.foodcomm-eu.net>) or by contacting Philip Leat (philip.lead@sac.ac.uk), Cesar Revoredo (cesar.revoredo@sac.ac.uk) or David Watts (david.watts@sac.ac.uk) at the Scottish Agricultural College.

Thank you for taking the time to read this and, in advance, for completing the survey.

*Philip Leat, Cesar Revoredo and David Watts
Food Marketing Team, Scottish Agricultural College.*

Danish Meat Trade College opens its doors to UK butchers



Danish Meat Trade College
Uddannelsescentret i Roskilde

Trainee British butchers are being offered the opportunity to learn the craft of pork butchery at the respected Danish Meat Trade College (DMTC), based at Roskilde in Denmark. They are being invited to apply for places on two residential 10-week Basic Educational Programmes, starting on 8 January and 12 February 2007 respectively.

The courses are designed to give an essential grounding in the preparation of pork and are aimed at anyone looking to develop a career in the meat industry. They would be particularly valuable to trainees working in meat departments in pork cutting and de-boning plants. The courses offer a mixture of practical training and theory and aim to give participants not only technical skills, but a wider commercial knowledge.

The practical side of the programme includes areas such as cutting and de-boning. The theory includes pig anatomy, welfare (including transportation and treatment) and slaughtering. Efficient production methods and regulation on areas such as hygiene, safety and the environment are also covered.

The course offers excellent value for money for any prospective participant or employer. The course fees are fully subsidised by the Danish Government as part of an EU initiative. This means that the only costs are travel to Denmark, pocket money and €100 a week for full board and lodging.

Participants are required to take an examination at the end of the course, which will entitle them to a certificate supervised by the Danish Ministry of Education.



This qualification can be added to a EUROPASS, which is a record of time spent training in EU countries and is part of the Leonardo da Vinci European Community vocational training programme.

The DMTC is probably the only vocational meat industry training college that has EU-approved, full-scale facilities for slaughtering and deboning, killing approximately 1,220 pigs and a number of cattle each week for training purposes. The college educates approximately 9000 students every year for the food industry in general. Teaching takes place in the college's EU approved butchery department, and trainees can interact with customers through its own retail premises.



"Denmark is a world-leader in terms of pork production and its co-operative industry structure means that it is constantly innovating and striving for higher standards. This means that our students benefit from fantastic training facilities, combined with practical techniques and industry knowledge," says Anders Bowall-Jensen, International Consultant for the DMTC.

All courses are conducted in English and there are 20 places available on each. Prospective participants **must be over 18**. To apply, they should fill out the application form on the DMTC's web-site on: www.srts.dk , or email Karen Wahlgreen, International Project Manager, at kaw@srts.dk

Danish Meat Trade College

Founded in 1964 by the Danish meat industry, the Danish Meat Trade College has over 40 years' experience in training in slaughtering and processing of meat. The College currently has over 280 staff and a turnover of some €28 million. The college offers training courses to thousands of students every year, including apprentices in Continuing Vocational Training, specialist workers and technicians from Denmark and all over the world. The college also offers a consultancy service, offering advice to processing plants and slaughterhouses on best practice and increasing efficiency and yield.

Leonardo Da Vinci programme

Leonardo da Vinci is a European Community programme giving EU-citizens access to education in other EU-countries on same terms as the local ones.
For more information, visit www.leonardo.org.uk

Famous restaurant fined for false organic claim

One of London's most fashionable restaurants, used by film stars and members of the Royal family, has become the first in the country to be fined for falsely claiming that meat used in a number of its dishes was organically farmed.

Julie's Restaurant and Bar was fined £7,500 after its managing director, Johnny Ekperigin, admitted three offences under the Food Safety Act 1990.

The restaurant, in Holland Park, west London, quickly became an institution – initially with the Sloane Ranger and "Hooray Henry" crowds and latterly with a more bohemian film set – since opening in 1969. It was named after the 1960s interior designer, Julie Hodgess.

Prince Charles, nowadays a vigorous champion of organic food, is believed to have been a regular diner when he was a bachelor and Captain Mark Phillips held his stag night at Julie's, which boasts a warren of private dining rooms.

Now, according to the restaurant's website, patrons include Gwyneth Paltrow, Colin Firth, Helena Bonham Carter, Kate Moss and Naomi Campbell.

West London magistrates court was told that Julie's claimed three of the dishes on its menu – marinated roast chicken, sausages

and spice-crusted rack of lamb – used organic produce. But environmental health officers on a routine visit seized delivery records and discovered that none mentioned that the meat came from organic sources.

Environmental health officers from Kensington and Chelsea council estimated that Julie's saved £4,184 by buying chicken that had not been produced organically.

Mr Ekperigin, who was also ordered to pay £4,297 costs, was warned that he faced a prison sentence if he was brought before court again on similar charges.

But he denied that he had used non-organic meat in an attempt to save money. He told the court: "It was purely a mistake and I had taken my eye off the ball."

The Soil Association, one of the approved bodies for certifying organic produce, said it thought the prosecution was the first of its kind. Steve Belton, its inspectorate director, said he believed that there was "a growing problem" of restaurants taking advantage of the public's interest in organic food and he called on local authorities to carry out more inspections.

Eating Organic

Organic food is the result of organic farming. The basic rule of this kind of farming is to not use chemicals or synthetic products. This type of farming respects natural biological cycles, takes account of ecological expertise and uses rational land management to obtain good quality produce.

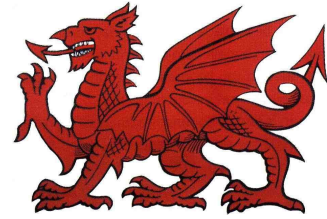
Its primary aim is to produce healthy and balanced foodstuffs that safeguard the health of humans, animals and the environment. Any producers wishing to label their produce "organic" must adhere to a number of commitments, whose basic principles are as follows:

- Market garden produce:** the farmer must not use GMOs, and must opt for natural pesticides and organic fertilizers. The use of synthetic herbicides and pesticides and chemical fertilizers is strictly forbidden.

- Animal produce:** the farmer must not use plants or animal meals that contain GMOs. The animals must be fed on fresh grass during the summer months, and hay and organic cereals during the winter. Antibiotics may only be administered in very small quantities. Fish must be either wild or organically farmed.

Authorities breathe fire over Dragon Sausages

Maybe those Nessie Burgers and Haggis Wings are believable? A food company has been warned it could face legal action over the name of its Welsh Dragon Sausages. Trading standards said Black Mountains Smokery in Powys must also include the type of meat used in the sausages - pork - to meet labelling regulations.



The boss of the firm in Crickhowell said pork was listed on the label and called it "bureaucracy gone mad".

Jon Carthew said: "I don't think any of our customers actually believe that we use dragon meat in our sausages. We use the word because the dragon is synonymous with Wales and I think everyone who buys from us knows that."

More than 200,000 of the sausages made from pork, leek and hot chilli are sent to UK restaurants and shops each year. They are supplied by local butcher Cashell and Son, who have also received the trading standards' warning letter.

But officials said they would not want vegetarians to buy the product by mistake thinking they were meat free.

Consumer watchdogs took action after being tipped off that the sausages were in breach of the 1996 Food Labelling Act.

The warning letter from Powys council's trading standards department, who analysed the sausages, read: "The public analyst has stated that the name Welsh Dragon Sausage is not sufficiently precise to inform a purchaser of the true nature of the food. It is recommended that you include the type of meat e.g.: pork/beef in the name of the food."

The ingredients - including pork - are listed on the Welsh Dragon Sausages' label but both the supplier and Black Mountains Smokery were informed it was an offence and they were breaking the law over the misleading name.

Mr Carthew, 45, who heads the family business, was told that no further action was being taken, but trading standards would keep a check on his products by taking samples in future.



He said: "Have they nothing better to do? It states quite clearly on the label that pork is among the ingredients but they want pork to feature in the actual name of the product. It's ridiculous but we are having to comply by tacking the word 'pork' on the end just to satisfy them."

A spokesman for Powys Council said: "The product Welsh Dragon Sausage was not sufficiently precise to inform a purchaser of the true nature of the food.

"I don't think anyone would imagine that dragon meat was being used but we would not want vegetarians to buy the sausages believing they were meat free. We have recommended to the establishments that they include the type of meat in the name of the food."

Livestock Prices

Data collection co-ordinated by MLC Economic Services
on behalf of QMS, price updates available at
www.qmscotland.co.uk



BEEF PRICES	W/E 16/12/06	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	220.0 p/kg	219.7 p/kg	205.4 p/kg
Heifers dwt	223.2 p/kg	224.1 p/kg	206.7 p/kg
Young Bulls dwt	200.8 p/kg	201.3 p/kg	184.0 p/kg

Numbers

Steers	4291	3122	4336
Heifers	3025	2422	3633
Young Bulls	431	494	788

BEEF PRICES	W/E 14/12/06	Previous week	Previous year
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Scottish Auctions			
Steers lwt	125.10 p/kg	135.13 p/kg	115.77 p/kg
Heifers lwt	129.43 p/kg	135.59 p/kg	117.44 p/kg
Young bulls lwt	95.20 p/kg	111.16 p/kg	98.42 p/kg

Numbers

Steers	531	611	496
Heifers	657	648	853
Young bulls	347	34	73

Deadweight cattle week ending 16th December 2006

	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	223.8	225.6	224.1	229.6	231.2	231.6	214.2	215.1
R	221.5	222.7	223.7	223.8	224.6	226.1	209.8	208.2
O+	216.2	219.8	217.9	214.7	218.5	216.4	202.7	204.4
-O	199.7	201.6	193.0	185.7	184.4	185.2	191.0	190.8

For Sale

**Butchers Shop, Good Location, Excellent Turnover –
Tel 08700112210**

SHEEP PRICES	W/E 14/12/06	Previous week	Previous year
Scottish Auctions			
New Season SQQ lwt	100.88 p/kg	104.98 p/kg	106.83 p/kg
Ewes lwt	£24.48/head	£26.45/head	£21.62/head
Sheep numbers			
Scottish Auctions			
New Season SQQ	19347	13842	25061
Ewes	4163	3281	4005

SHEEP PRICES	W/E 16/12/06	Previous week	Previous year
GB Abattoirs			
New season SQQ dwt	227.5 p/kg	229.6 p/kg	238.3 p/kg

Deadweight sheep week ending 16 th December p/kg				
		2	3L	3H
	U	238.0	239.2	229.0
	R	233.0	232.4	227.0
	O	223.5	221.6	216.9

PIG PRICES	W/E 16/12/06	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	107.86 p/kg	107.68 p/kg	102.10 p/kg

GB deadweight pigs week ending 16 th December – p/kg					
	Method 1 and 2	Change		Method 1 and 2	Change
	p/kg dwt			p/kg dwt	
Up to 59.9 kg	102.71	+0.75	80.0 – 89.9 kg	107.73	+0.11
60.0 – 69.9 kg	108.14	-0.09	90 kg and over	99.05	+0.10
70.0 – 79.9 kg	108.61	+0.12			

For Sale

White Ford Transit 3500 L.W.B. refrigerated van. 3 years old, regularly serviced and in good condition.

White Ford Transit 1 tonne S.W.B. refrigerated van (choice). Almost 2 years old, regularly serviced and in good condition.

Both vehicles are fully insulated and come completely fibreglass lined.

Reasonably priced. Contact:- 01555 840064 (daytime) 07849 365028 (evening)

Scottish Retail Prices

Week ended	4 December		11 December		18 December		25 December	
BEEF	Range	Average	Range	Average	Range	Average	Range	Average
	p per kg		p per kg		p per kg		p per kg	
Topside	472-1098	833	472-1098	832	472-1098	833	319-1098	800
Sirloin Steak	1145-2500	1672	1145-2500	1671	1145-2500	1671	1145-2500	1682
Rump Steak	675-1524	1114	675-1524	1124	675-1524	1124	675-1524	1129
Fillet Steak	1750-3217	2409	1750-3217	2409	1750-3217	2409	1750-3217	2420
Diced Stew Stk	429-850	680	429-850	680	429-850	680	429-850	680
Braising Steak	369-926	717	369-926	717	369-926	717	369-926	717
Premium mince	219-765	557	219-765	557	219-765	560	219-798	564
Standard mince	186-496	347	186-496	347	185-496	347	185-496	347

Week ended	4 December		11 December		18 December		25 December	
LAMB	Range	Average	Range	Average	Range	Average	Range	Average
	p per kg		p per kg		p per kg		p per kg	
Domestic								
Whole leg	595-999	751	595-999	752	595-999	752	501-999	741
Fillet end leg	568-1328	1053	598-1328	1054	668-1328	1030	668-1328	982
Shoulder (bone-in)	240-799	580	240-799	579	298-799	593	298-799	593
Shoulder (boneless)	498-992	764	498-992	764	498-992	764	590-992	771
Lamb Steaks	920-1503	1288	920-1503	1288	920-1503	1288	920-1503	1288
Loin Chops	810-1499	1147	810-1499	1147	810-1499	1147	810-1499	1120
Cutlet Chops	704-1399	1090	704-1399	1090	704-1399	1090	704-1399	1077
Diced Lamb	584-1199	799	584-1199	799	584-1199	798	584-1199	798
Minced Lamb	392-992	796	392-992	796	392-992	796	392-992	796

Week ended	4 December		11 December		18 December		25 December	
PORK	Range	Average	Range	Average	Range	Average	Range	Average
	p per kg		p per kg		p per kg		p per kg	
Leg (Boneless)	373-799	558	332-799	554	348-799	555	332-799	553
Fillet end leg	402-799	567	402-799	563	402-799	540	402-799	540
Shoulder (Boneless)	287-720	489	237-720	490	237-720	490	287-720	492
Fillet of Pork	598-1098	846	599-1098	848	599-1098	848	599-1098	848
Loin Steaks	525-1012	741	525-1012	741	525-1012	741	525-1012	741
Loin Chops	450-1098	740	450-849	640	450-849	640	450-849	645
Diced Pork	400-799	575	400-799	572	400-799	572	400-799	572
Minced Pork	236-799	495	236-799	495	236-799	495	236-677	459
Sausages	199-598	446	199-598	446	199-598	446	199-598	446

For Sale

Chicken Rotisserie, good working order £150

Contact Richard Johnston, Thomas Johnston Quality Butchers, Falkirk Tel: 01324 623456

Sheerline Sausage Filler, All Stainless Steel 40 litres - £2,000

Contact Richard Johnston, Thomas Johnston Quality Butchers, Falkirk Tel: 01324 623456

Oscar Tielle Dairy Cabinet 4 Deck/ 4 Shelves Dairy Cabinet, Good Working Order

Contact Richard Johnston, Thomas Johnston Quality Butchers, Falkirk Tel: 01324 623456

** Scottish Craft Butcher Carriers NOW available from
Park Packaging – see insert with this Newsletter **

Corporate Members

Corporate membership is by invitation and the following companies have supported the Federation by accepting our offer. Members should be aware that the following are supporting them: -

AES, Crossbush, Riccarton, Kilmarnock KA1 5LN	Tel 01563 551122, 07788 926925
Avery Weigh Tronix Ltd, Foundry Lane, Smethwick, West Midlands B66 2LP	Contact: Gerry Doran Tel: 0774 077 2154
Bells Bakers Hawthorn Bakery, Shotts, Lanarkshire ML7 5BD	Tel: 01501 820222
Bizerba (UK) Ltd, Eastman Way, Hemel Hempstead, HP2 7DU	Tel: 01442 240751
Chester of St Andrews Chesters Farm, St Andrews Fife KY16 8ZZ	Contact: Craig Hanson Mob: 0787 551 4334 Tel: 01334 476121
Dalziel Ltd, 8 Belgowan Street, Bellshill North Industrial Estate, Lanarkshire ML4 3NS	Tel: 01698 749595
East of Scotland Contracts, Ferryhills Road, Inverkeithing, Fife KY11 1HD	Tel 01383 418610
William Forrest & Son (Paisley) Ltd, Omoa Works, Motherwell ML1 5LY	Tel 01698 860149
KRH Ltd, 1 Macgowan House, Nobel Business Park, Stevenson, Ayrshire KA20 3LJ	Tel 01294 472755
Lucas Ingredients Portbury Way, Bristol BS20 7XN	Tel 0800 138 5837
Macnaughton & Watson, 423 Gallowgate, Glasgow, G40 2DY	Tel 0141 554 2757
McAusland Crawford, 79-81 Abercorn Street, Paisley PA3 4AS	Tel 0141 849 7033
Park Packaging 2 Ashley Drive, Bothwell, Glasgow G71 8BS	Contact: John McSporrان Tel 0845 2700800
Paragon Products, Newhailes Ind Estate, Newhailes Road, Musselburgh	Tel: 0131 653 2222
Scotweigh, Unit 2, Granary Square, Bankside, Falkirk, FK2 7XJ	Tel 01324 611311
Stockline Plastics, Grovepark Mills, Hopehill Road, Glasgow, G20 7NF	Tel 0800 262015
Styropack, Craigshaw Road, West Tullos Industrial Estate, Aberdeen	Tel 01224 873166
Turner Vehicle Bodies, Carseview Rd, Suttieside Industrial Estate Forfar, DD8 3BT	Tel: 01307 462142
William Sword Ltd., Blairlinn Ind Est, Cumbernauld, G62 2TX	Tel: 01236 725094
James Whannel (Wholesale) Ltd. c/o Wishaw Abattoir, Caledonian Road, Wishaw ML2 0HU	Contact: Robert Kirkhope Tel: 01698 355022

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