

FEDERATION News

THE NEWSLETTER FOR SCOTLAND'S CRAFT BUTCHERS



Happy New Year

President Stuart Christie sends the Federation's best wishes for 2009 and hopes that you had a very successful trading period through December.

It is of course with some trepidation that we look forward to 2009. All the financial turmoil of last year, that oh so quickly followed reports of record retail sales just 12 months ago, has done little to build confidence for the near future.

Without being hysterical or a doom and gloom-monger it is likely that times will be harder. Interest rates have come down, costs have come down but is there much incentive to spend? Credit Cards are being cut up and balances driven down as the population return to the thrifty constitution that the financial institutions appear to have forgotten.

During the last recession in the 90s butchers fared reasonably well and hopefully can do so again. People need to eat and it is the industry's challenge to make sure that butchers secure the sales.

Just as Marks and Spencers have changed with their "Dine In For £10" promotion, members will need to be equally reactive. If special offers are good enough for M&S, members not using this might need to, if nothing else but to maintain an image of good value. Ideas need to be developed, possibly listening to all your workforce and your customers.

Team work is going to be important as we all need to get the best out of the resources at our disposal. Alex Ferguson would claim that goes from his kit man right up to Rooney and Ronaldo. No matter if you are a husband and wife team or a large concern, success will be built on playing to your strengths. Identify your unique attributes and set your stall out accordingly.

When times get tough our industry looks around to see what can be cut back. The attraction of reducing your overheads by paying off trainees and reducing your training should be resisted at all costs. Is it likely that Joe Kinnear at Newcastle or Harry Redknapp at Spurs reduced the training sessions when they were languishing in the bottom three? No, a better equipped team gets better results and indeed, there's a good case for stepping up the coaching.

JANUARY 2009

This Month

Christmas trade in Renfrewshire

Irish Pork scare

Feature on Mey Select Butcher

Celebrating Training Successes

Inspection Charge Proposals

Nutritional labelling when eating out

Corks Pop in the Scottish Borders

Scottish Market Prices

Island Girls Sell in the City

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The QMS R&D Conference

How science can improve YOUR profitability

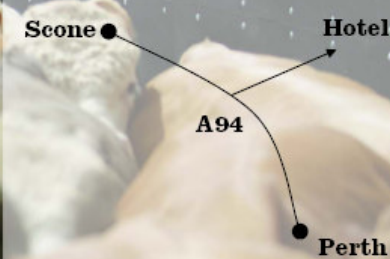
The 2009 QMS R&D Conference is being held at Murrayshall House Hotel on Wednesday 21st January.

The conference will focus on the topic of how science can improve the profitability of farm and processing businesses, and presentations will cover a range of production and processing topics from expert guest speakers from the UK and New Zealand.

The conference is open to all and is free of charge including parking and lunch. However, places are limited so if you are interested in attending please contact QMS as soon as possible to ensure you get a place.

For more information about the event, visit www.qmscotland.co.uk

Wednesday 21 January 2009
Murrayshall House Hotel, Scone, PH2 7PH



Places are limited, to ensure a space, RSVP to info@qmscotland.co.uk or call 0131 472 4040.



Investing in quality is not always seen as the most direct route to profitability, but a world-leading animal production specialist will be showing how it can bring your operation into the black.

The keynote speaker at this year's R&D Conference is Professor Steve Morris from Massey University, New Zealand who will explain the approach that the local lamb and beef industry has taken in using quality to maintain profitability.

R&D Conference Speakers

Beef and Lamb profitability in New Zealand

Prof Steve Morris, Massey University, New Zealand

Using Genetics to improve profitability

Prof Geoff Simm Head of Sustainable Livestock Systems, SAC

Feeding for Profit

Dr David Davies, IBER

Using science to improve product quality during processing

Dr Ian Richardson, Department of Meat Animal Science, University of Bristol

Worming in the modern era

Simon Harris MRCVS, Novartis

Practical demonstration

Dave Ross SAC

Monitoring your profitability

Robert Parker, QMS Board member and former Monitor Farmer

Also presentations from SAC students Elisenda Rius and Susanne Kirwan. (This is an early schedule and some details are yet to be confirmed)

Why the dioxin food scare was a positive event

Food scares are proof that regulators are doing their jobs and limiting the risks we take

Dioxins are often claimed as the most toxic of all man-made substances. They can cause birth defects and cancer. They were a component of Agent Orange, the defoliant sprayed in the Vietnam War and blamed for health problems. And they were the poison with which the infamous soup served to Viktor Yushchenko, now Ukraine's President, was laced in a failed assassination attempt.

Given this reputation, last month's news that some Irish pork, bacon and ham has been contaminated with dioxins was always likely to cause alarm. Products were duly cleared from the shelves, country after country rushed to ban imports and consumers were urged to destroy Irish pig meat in their freezers.

The public was given good reason to be concerned. Newspapers reported the discovery of a "deadly chemical", at levels 80 to 200 times higher than official safety limits. Almost every story described dioxins as "cancer-causing". Michael Meacher, the former Environment Minister who can usually be relied on to stoke a food scare, called it "extremely worrying" and lambasted the Food Standards Agency (FSA) for supposedly underplaying the risks.

This incident is certainly regrettable, not least for the Irish pig industry. It is impossible to argue that dioxin contamination is in any way welcome, or should not be taken seriously. But a more positive message can also be drawn from last month's events. In some ways, we should even find them reassuring, for they demonstrate the rigorous way in which food safety is today approached.

In pronouncing the risk to consumers "very low", the FSA might have drawn the ire of Mr Meacher, but it was clearly right to do so. Though legal standards have been breached, and regulators were thus right to demand a recall, the risk to consumers is negligible. You would have to eat tainted bacon every day for decades to be in danger.

This might seem strange, given that dioxin safety levels have been exceeded by 100 times or more. Yet these safety standards are deliberately set extremely conservatively, at as much as a thousand times below the thresholds at which toxins start to become hazardous. As Andrew Wadge, the FSA's

chief scientist, explained on his excellent blog: "When a legal maximum level is exceeded, it does not inevitably mean there is a risk to people's health."

This policy is designed to protect consumers from most foreseeable contamination incidents - as it has done in this case. Extremely tough standards generally ensure that potential hazards can be detected and removed from the food chain before they pose any risk. They also mean that even people who follow extremely unusual diets - such as eating huge quantities of pork - should still avoid dangerous intakes.

The redundancy that is sensibly built in to toxicity regulation is not the only reason why the dioxin incident should reassure. There is also the fact that we know about it in the first place. Food scares are always a concern because we have so little control over what exactly goes into what we eat. But they are also proof that regulators are doing their jobs, however imperfectly, and limiting the risks we take.

If it sounds outrageous that dioxins have been detected in pork, think for a moment how much more worrying it would be had they not been found.

The source of the contamination might never have been traced. More tainted meat would have entered the human food chain, inching exposures towards genuinely hazardous levels. Consumers would have been none the wiser.

Food scares, of course, should be properly investigated. Some, like the BSE crisis, could also be handled better by the authorities. Every one, though, should also make us a little bit grateful. They should remind us that we are protected by safety measures that work.

Mark Henderson, Science Editor of The Times

SFMTA AGM Appointments

PRESIDENT:

Stuart Christie from Hardgate, Dunbartonshire was elected as President.

PRESIDENT ELECT:

Billy McFarlane from Bowmore, Islay was elected President Elect.

JUNIOR PRESIDENT ELECT:

Ian Faulds from Kilmarnock was elected Junior President Elect

VICE PRESIDENTS:

As nominated by their Local Association:

Ayrshire	Ian Faulds	Glasgow United	Stuart Christie
Borders	George Deans	Glasgow District	Tom Dowson
Lanarkshire	Jim Preston	Dumfries	Jack Meade
Moray	Graham Murdoch	Dundee	Alan Kennedy
Paisley	Nigel Ovens	Fife & Kinross	Jim Hastie
Perth	Beaton Lindsay	Stirling	Jonathon Honeyman

TREASURER:

Past President Jamie Chapman was elected Treasurer.

SECRETARY:

Douglas Scott was re-appointed by the meeting.

SUBSCRIPTIONS:

Subscriptions for the year were set at £240 per member, a £5 increase on the 2008 sum. Member's Branch shops pay an additional £60, up to a maximum of £240.

Speciality Food Fair

SECC Glasgow 25 – 27 January 2009

Scotland's two premier food trade fairs have been merged to create Scotland's Speciality Food Show, to be held from 25-27 January 2009.

This now creates even more of a reason to visit the SECC, Glasgow for the Speciality & Fine Food Fair, part of the most admired family of exhibitions in the speciality food sector.

Sunday 25 January: 9.30am – 5.30pm
Monday 26 January: 9.30am – 5.30pm
Tuesday 27 January: 9.30am – 4.30pm

Organised by:



Outlook for Training in 2009

Scottish Meat Training (SMT) ended the year with 268 trainees registered with them. This is made up of 69 in Lowland and Upland Scotland, 22 in Highlands and Islands, 69 in Northern Ireland and 108 on ESF or privately funded training.



You are reminded that SMT is a wholly owned subsidiary of SFMTA that aims to be financially independent. Federation subscriptions do not pay for training, indeed candidates on training do not need to be SFMTA members.

In the year just completed Barry Parkin from Scott Brothers in Dundee was awarded 'The Quality Meat Scotland Award for Outstanding SVQ candidate of the Year' and that one of SMT trainee's in Northern Ireland - Declan Robinson of O'Kane Meats in Claudy, Northern Ireland, was awarded 'The Worshipful Company of Butchers Award for Outstanding Candidate of the Year in Meat and Poultry Education Achievements'.

During 2008 81 trainees achieved certificates – four at Level 3 in SVQ Meat and Poultry Processing, 67 at Level 2 SVQ Meat and Poultry Processing and ten in NVQ Meat and Poultry Processing (those being in Northern Ireland). In addition four of our trainees achieved their Modern Apprenticeships – the first MAs to be awarded in the Scottish retail meat industry since 2004.

All of this has been achieved under rather difficult financial circumstances. Last year Scottish Meat Training operated under the constraints of a limited contract in the former Scottish Enterprise area. They had initially been contracted to work in only 5 regions within Scottish Enterprise area and this limitation was not lifted until January.

With the emergence of the new Scottish Skills agency, Skills Development Scotland came further restrictions. Skillseeker and Modern Apprenticeship funding has only been available for trainees aged 16 – 19 and numbers starting in training strictly limited in the various regions.

In addition, a policy decision that appeared to exclude food businesses from accessing European Social Fund (ESF) for projects in Scotland in 2008 on the grounds that food projects should now be provided by the Scottish Rural Development Plan (SRDP), prevented SMT from renewing their ESF programme in Lowland and Upland Scotland.

Although they contested this decision strongly and despite the fact that we were eventually awarded a contract in Highlands and Islands region, they were been unable to change this decision for the Scottish Enterprise area for 2008.

This meant that there we could not register anyone over the age of 20 for any training course unless they could be funded through Skillseeker or Modern Apprenticeship funding. What this meant in real terms was that there was no money available to continue the level of support previously offered to trainees registered under the ESF programmes with a corresponding slow down of progress for those trainees.

Applications have been made for ESF funding for a three year programme from 2009 to 2012. SMT will not hear the outcome of their applications until the spring but they are very hopeful that this time, their applications in both Highlands and Islands, and Lowland and Upland Scotland will be successful.

EUROPEAN SOCIAL FUND 2007-2013



**Scotland and Europe
Investing in your future**

Celebrating MA successes

The outstanding achievement in 2008 has been Four Modern Apprentices coming through the Scottish Meat Training programme.

Darren Scott (right) from P&J Scott's in Laurencekirk, Ian Cargill working in Highland Country Foods in Forres, Stuart Eunson (overleaf) from JK Anderson in Shetland and Peter Johnstone (below) from Munro's in Tain.

The quartet are the first to achieve this qualification in our industry in Scotland in over 4 years. All four have worked through and achieved their SVQ level 2 and level 3 and in addition to their Modern Apprenticeship Certificates, have been awarded the Federation Diploma.



Butchering steeped in the family

Peter Johnstone was recently presented with his Modern Apprenticeship Award in Meat and Poultry Processing. This was well earned but no real surprise since Peter is the fifth generation of his family to work in the meat industry and that stretches back over 125 years.

Peter's forefathers ran the business of James Johnstone in Balintore, Easter Ross until the industry crises of the mid 90s coupled with the march of the supermarkets caused that shop to close.



Peter was presented with his MA by SFMTA Chief Executive, Douglas Scott

Having helped out in the family business after school Peter was interested in continuing in the trade when he left Tain Academy. So he started in John M Munro's Tain shop on 4th December 1999. Experience was easy to pick up in a business employing over 70 people including on a boning line and in five retail shops.

Peter (26) has worked on the boning line in Dingwall and predominantly in the Tain and Alness shops. He was presented with his MA certificate and Federation Diploma at Munro's newest shop in Rosemarkie on the Black Isle where he takes charge for three days in the week.

A Modern Apprenticeship in Meat and Poultry Processing entails achieving at both Level Two and Level Three with assessment made on the job by visiting assessors from Scottish Meat Training.

Shetland training achievement recognised

Train Shetland held its annual awards event at the Clickimin Centre, Lerwick on 18th November 2008.



The event, now in its third year, has become a prestigious and very well attended celebration of those who have completed Scottish Vocational Qualifications in their chosen field, with over 50 candidates accepting awards in qualifications ranging from construction to veterinary nursing and social care to horticulture.

The training providers were also in attendance at the event with Scottish Meat Training among the nine organisations being represented, to introduce the trainees onto the stage for their awards to be presented by Shetland Island Council Chief Executive, Morgan Goodlad.

This year the meat industry had three trainees accepting awards from Scottish Meat Training assessor John Farquhar.

Martin Sandison (above) who completed his Level 2 Meat & Poultry Processing award at Globe Butchers in Lerwick.

Allyn Drummond who completed his Level 2 Meat & Poultry Processing award at J W Gray in Lerwick.

Stuart Eunson who completed his Modern Apprenticeship in Meat & Poultry Processing at J & K Anderson, Whiteness. Stuart also accepted his award for SFMTA Federation Diploma. Stuart is pictured (right) with John Farquhar and his employer Ian Anderson.

All of these young butchers were quite obviously proud of their achievements and very well turned out and also had their employers in attendance, demonstrating their commitment to training in the meat industry.



Hopefully this type of event will spur candidates on to bigger and better things and with five more candidates currently on training in Shetland, future events will have an even bigger representation from the meat industry.

Our congratulations go out to all three awardees and their employers.

Christmas Eve in Renfrewshire



Neighbours in Johnstone

Both Marshall's and MacKenzie butchers both reported good trade this Christmas.



Business For Sale – T Kerr & Son, Selkirk -

Operating as a quality butcher for 27 years this business has built up an excellent reputation during this time.

The shop and business may be acquired separately from the flat, if preferred, and further information will be available on request and at www.sfmta.co.uk

Offers over £250,000 are sought for the property, goodwill, fixtures and fittings, with stock available over and above at valuation.

Viewing is strictly by appointment and arrangements can be made by contacting Suzanne Lawrie or Linda McGregor on 0131 477 6000 (option 3)

Business For Sale - John S Ross & Son, Glasgow

334 Crow Road, Broomhill, Glasgow G11 7HT

Mobile: 07910772992 Home: 0141 357 0837

Single front shop, fully equipped and recently refloored and decorated for sale as going business with freehold property. Offers over £90,000

For Sale -

Two sets of Avery Berkel scales: Model M0202 Modern plus one drawer – £1400 for set Contact Donnie or Stuart Tel: 01573 420285

For Sale -

Reich Unigar Steamer, Rack Oven, Ideal for puddings/cooked meats, use every day, can be seen fully operational. No reasonable offer refused.

Telephone 07815060445

For Sale -

One x three metre Trimco serve over cabinet – two years old £600. Telephone 0141 950 2575 or 07793315674

Items for Sale	Price	VAT	Total
Talsa 15 litre 3 phase sausage machine (as new)	£850.00	£148.75	£998.75
Combie Fan Assist Steam Oven (Gas, water and 3 phase required)	£950.00	£166.25	£1,116.25
Stainless Steel Rack 18" x 30" (x 15 @ £100)	£1,500.00	£262.50	£1,762.00
Butcher Boy 32 Mincer, Single phase.	£500.00	£87.50	£587.50
Stainless Steel Rack 600mm x 400mm (x 3 @ £125) as new	£375.00	£65.63	£440.63
Various Stainless/Alloy Tables and Shelving	poa		
BBQ King Chicken Rotisserie	£300.00	£52.50	£352.50
Karen Connelly, Hugh Black & Sons Limited 01506 651460			

Ignorance is not bliss when eating out

The need for nutrition labelling at fast food and other chain restaurants

In the UK, eating out is a popular pastime with almost 30% of household expenditure now allocated to eating outside the home. It is clear that meals eaten out are often very high in terms of calories, saturated fat, salt and sugar.

Evidence about these high levels has been presented in the recent Food Commission report, and in the reports of other campaign groups referred to in this report (Which?; The National Consumer Council) and from trading standards departments. It is also clear that obesity is already causing significant suffering for individuals and pain for the UK economy.

However, consumers are still denied nutritional information on menu boards at point of sale in UK restaurants. The report uncovered no examples of any UK restaurant providing nutrition information at the point of sale. Companies continue to assert that nutritional information is available in other formats, for example: on company websites; on placemats offered with meals served; from staff or on leaflets.

Surveys conducted for the report indicate that neither experts nor consumers are able to guess which menu items at fast food chains are lowest in calories, or fat and sugar. In Food Standards Agency and National Consumer Council surveys consumers indicated overwhelmingly that they would welcome nutrition information at the point of sale. In the FSA survey, only 2% of people said that they found the provision of nutrition information on company websites useful.

In the USA, action to address the lack of calorie information in restaurants is backed by the Food and Drug Administration's Obesity Working Group, The American Medical Association, the American Public Health Association, The American Cancer Society and the American Diabetes Association. California recently passed

legislation requiring calorie counts on chain restaurant menus and menu boards.

In the UK, the FSA is currently engaged in work to consider possible formats for the provision of point of sale nutrition information, and recommendations for rolling out such activity to restaurants. However, although the Agency's most recent release on the subject *High street restaurants sign up to healthy eating* claims success in the form of chain restaurants, including Burger King, McDonalds, KFC and Subway, committing to taking steps to offer more healthy options and to provide nutritional information to consumers, none of these chains will offer prominent information on menu boards.

The Food Commission report is intended as a campaigning tool, and it is also hoped that it will support the FSA in developing its ideas.

Recommendations are made in the light of:

- Rising rates of obesity, and other diet-related chronic health conditions in the UK
- An increase in the frequency of meals eaten out
- Data that shows high levels of calories, saturated fat, salt and sugar in meals eaten out
- Evidence that consumers are unable to guess which menu items are lower in calories, saturated fat, sugar and salt
- Evidence that consumers welcome prominent information at the point of sale, and that very few people find the provision of information on company websites useful
- Evidence from New York that shows calorie labelling has led to product reformulation and to consumers making lower calorie food choices

List of recommendations

- The FSA should call for the mandatory provision of calorie information, per meal item, on menu boards of so-called food service chains. The calorie information should be in text as large as the item price. The FSA should determine a UK definition of a food-service chain, with a focus on the number of outlets for such restaurants.
- The FSA should explore methods for such food service chain menu boards to offer standard portion (100 grams) information about salt.
- The FSA should run a public health campaign to educate people about calories.

Pork Promotion for January

Quality Meat Scotland has announced a January campaign for Specially Selected Pork including press advertorials and 40 second radio competition trails. The campaign will have a reach of over 4.5million Scottish consumers - who will each see / hear the messages a number of times.

Advertorials will be placed in the Daily Record, Press and Journal and The Sun. Radio commercials will be on Radios Forth, Clyde, Tay, Northsound, Westsound and MFR.

A heavy-weight campaign is also planned for March 2009. During this time, they be using both short and long-term elements which will include outdoor advertising, press and a collaboration with STV. The long-term approach will help sustain key messages of Assurance, Health and Versatility as we move further into 2009.

During the times of our campaigns, Specially Selected Pork will be front of mind for many customers. 'How to cook' booklets and secondary stickers for pork products meeting the QMS Specially Selected Pork brand are available - if you'd like copies, please contact June Lomax (jlomax@qmscotland.co.uk) or Gordon Sloan (0131 472 4040) to arrange for these to be sent out.

Channel 4 to look at Pig Production

After cooking up Jamie's Fowl Dinners for the Big Food Fight, Jamie Oliver will be turning his attention to the pig-farming industry, aiming to do for pigs and pork what he helped do for chickens and eggs last year.

Jamie Saves Our Bacon will examine why Britain's pig farmers are going out of business and what can be done to support them. The programme will show exactly how pigs live and die to put pork, ham and bacon on our plates and aims to help consumers make better-informed choices.

Jamie Oliver said: "Previously we showed that if you give consumers the facts about chicken welfare they will make up their own minds – and the sales of higher welfare chickens and eggs have gone through the roof as a result. Now I want to see if we can do the same for pigs."

"Pork is our second favourite meat, but the British pig industry is on its knees. Our farmers say that 70% of the pork we import is from countries with lower welfare standards than ours and would have been illegal to produce here. All our farmers want is a level playing field with Europe. This programme is a unique opportunity, and the support of the British public, as well as government and retailers, is critical in deciding the future – possibly the very survival – of our pig industry."

While Jamie tackles pigs, fellow campaigner, Hugh Fearnley-Whittingstall, will stay focused on the humble chicken. In Chicken, Hugh & Tesco Too he takes on Britain's biggest retailer Tesco, which is still reluctant to join Hugh's free range chicken revolution to improve animal welfare.

The programme follows Hugh as he becomes a Tesco shareholder and tries to convince fellow shareholders to help him put his case to Tesco's board of directors. Hugh also explores if higher welfare indoor-bred birds – or Freedom Foods chicken – could provide the nation with more humanely-produced yet affordable chicken as people feel the pinch in the face of the economic downturn.

Hugh Fearnley-Whittingstall said: "I'm very excited about Food Fight 2 (as I like to call it). We achieved so much last time, and it was great to link up with Jamie on the whole chicken welfare story. I'm taking that campaign to the next level in the new season with a one hour film about my confrontation with Tesco. It shows what progress we've made, but also how much further we could go if a company like Tesco decided to really get behind the issue, and use its influence to change the industry. I'm also really looking forward to Jamie's pig show, which I'll be making a little contribution to..."

Vertebral Removal in Butchers Shops

SFMTA have written to the Food Standards Agency asking for the removal of SRM vertebral column to be permitted in butchers shops when the threshold for BSE testing is increased to 48 months.

The considered opinion of the expert appointed to assess risk of changes in SRM Controls, Dr Philip Comer, supports relaxation to allow traditional boning of VC in butchers shops. He clearly concluded in his presentation to stakeholders in November after examination of the degrees of exposure, that the overall risk remains very low.

Philip Comer assesses median exposure to increase from 0.35 BO ID50/yr to 1.80 BO ID50/yr. This exposure is extremely low in both scenarios and should FSA choose not to support VC removal in butchers' shops, then it would appear that they are not making the decision according to their policy of using scientific evidence.

BSE peaked in the UK 16 years ago in 1992 with 37,000 cases of BSE, in 2007 there were 67 cases. The age of cattle with BSE follows the same pattern showing that the ruminant to ruminant ban in 1998, the mammalian to ruminant ban in 1994 and the effective UK feed ban from August 1996 has virtually ended BSE.

We have had BSE testing for OTM (Over Thirty Month) cattle since November 2005 and after testing 1.3 million OTM cattle destined for the food chain, only 9 cases have tested positive in GB. A huge amount of money is being spent to predict very little. SRM Controls for OTM cattle cost the taxpayer £1m per year and industry estimates the added financial burden on them is another £4m.

From the stakeholder meeting in London on Friday 21st November that Douglas Scott attended on SFMTA's behalf, it looks like FSA are willing to look at relaxation of SRM controls in the light of the diminished incidence of BSE. Currently the controls include testing OTM. This is expected to be raised to 48 months in 2009. Cattle born before 1st August 1996 do not enter the food chain.

FSA are investigating the scope to move to a more risk based regime for SRM supervision levels for OTM cattle given the better regulation principle of proportionality and the current level of risk from over 30 month cattle

FSA commissioned DNV Consulting - independent modellers to assess the impact of alternate inspection strategies on the risk. This model has recently been considered by SEAC who were content with the methodology. SEAC considered risk to human health estimated for different enforcement regimes are very low provided the prevalence of BSE remains low.

Under consideration was the possibility of treating Over Thirty Months cattle in the same way as we do Under Thirty Month cattle now. The amount of BSE infectivity entering the food supply from slaughter of OTM cattle is extremely small and is described an extremely low level of risk.

The main contributors to the exposure are contamination of head meat (41%), Dorsal Root Ganglia in the meat (34%) and infectivity in Peripheral Nervous system (25%).

If a BSE positive animal was to be slaughtered and not identified, more than 99% of the total infectivity present would be removed by SRM controls.

It is imperative that any changes to SRM Controls do not undermine consumer confidence and any changes to controls do not end up with lower levels of compliance for the controls that remain. Proposals for relaxation of SRM Controls in abattoirs focus on reducing the number of checks, currently seven, in place and full time presence of inspectors.

The stakeholder meeting was in agreement with proposals down as far as removal of vertebral column. When the export market

was re-opened the UK had to be brought into harmony with Europe and vertebral column from cattle aged between 24 months and 30 months had to be removed in approved butchers. Separate knives, a full HACCP system, blue staining and separate waste disposal all had to be implemented. That requirement was subsequently removed in April 2008.

Now with the likelihood of the age for testing being raised to 48 months there seems to be no support to allow butchers to bone out vertebral column from beef over the age of 30 months. This is despite the independent

consultant's report concluding the "overall risk remains very low" when butchers use traditional methods to bone out sirloins and ribs.

The DNV report concludes that the amount of BSE infectivity entering the food chain remains extremely small **wherever** vertebral column is removed. The scientific risk, proven by a mind blowing array of numbers expressed to 10 to the nth degrees, all lead you to extremely low risk. The FSA should listen to this evidence rather than treating this issue with emotion.

FSA consider advice

A potential problem on the horizon for the red meat industry is the link between colorectal cancer and consumption of red meat, nitrites and sulphites. This was subject of a report from the World Cancer Research Fund that was not well received in November 2007. It suggested that the more processed meat you eat, the greater your risk. For example it suggested that, if you eat 150g of it a day then you will be increasing your bowel cancer risk by about two thirds. But if you only eat 50g a day - roughly the equivalent of a sausage - then you increase your risk by about a fifth."

FSA are currently considering what advice it should be giving. A reduction in red meat consumption would reduce the amount of iron and zinc consumers would intake. This could have an adverse affect on health since 20% of iron in the British diet comes from red meat. The WRCF's target was red meat muscle and cured meat with nitrate, nitrite and sulphite. To demonise all processed foods is therefore wrong and bizarrely meat products with lower lean meat content and no preservative are better for you in this situation.

SFMTA have called upon Quality Meat Scotland to continue their Feel Good about Meat campaign stressing the important contribution red meat plays in the diet while promoting a healthy balanced diet to be the way forward.

There is potential for the industry to receive bad publicity in February 2009 when FSA's Scientific Committee will put out some of its work for consultation. Consumer advice would not be expected until the beginning of 2010 but we know what the media can be like. In the short term it might be worth considering why you are using nitrites and sulphite. For example MacDonalds and Burger King do not use preservative in their burgers because they receive them frozen. Do you really need preservative in every burger you produce?

It would appear that the world of food safety just gets more and more complex but the Federation remains every vigilant. When you are told "they should do something about it", rest assured the Federation is!

Dame Deirdre to Bow Out

The Food Standards Agency has announced that Dame Deirdre Hutton will step down as Chair of its Board at the end of her four-year term next July.

Dame Deirdre said: "Having completed my four years I felt it was time for a new chair to take the Agency on to the next stage of its development. I have been with the Agency for nearly half of its relatively short life, during which consumer confidence in the FSA as a regulator, and a source of trusted advice, has continued to rise."

Dates for your new diaries

Regional Meetings 2009 –

Monday 26 th January	Park Hotel, Kilmarnock
Wednesday 4 th February	Redgarth Hotel, Oldmeldrum
Monday 9 th February	Swallow Hotel, Bellahouston, Glasgow
Wednesday 11 th February	Hawes Inn, South Queensferry
Monday 23 rd February	Invercarse Hotel, Dundee
Wednesday 25 th February	Buccleuch Arms Hotel, St Boswells
Monday 9 th March	Glen Mhor Hotel, Inverness
Monday 16 th March	Caledonian Hotel, Oban (provisional)

These will be around the table discussion meetings as before. Invitations will be sent out nearer the time and members will be requested to inform SFMTA that they will be attending.

National Butchers' Week; week commencing 16th March 2009

Scottish Meat Trade Fair, Sunday 10th May 2009 Dewars Centre, Perth



Farmhouse Breakfast Week 25 - 31 January 2009

Farmhouse Breakfast Week is an annual campaign that emphasises the importance of eating a healthy breakfast every day.

`Think Breakfast` is the theme of this year`s celebration to encourage everyone to wake up to breakfast as part of a healthy balanced diet and active lifestyle. Nutritionists agree that a healthy breakfast is essential for starting the day.

All stages of the food chain from farmers to food producers and retailers to consumers are being encouraged to hold events across the country to promote the importance of starting the day with breakfast and to celebrate the wealth of high quality regional produce available across the UK.

Costs of Inspection

Proposed changes to the charging arrangements and charging levels for official meat controls carried out in Great Britain



The proposals form part of a dual approach to cutting official control costs to taxpayers. This approach consists of reducing the overall costs of carrying out official controls without reducing the effectiveness of the controls, and recovering a greater share of the costs from industry to reflect the benefits that they derive from them, such as maintaining consumer confidence in meat.

They are in line with decisions made by the FSA Board at an open meeting on 17 July 2008. Among other things, the Board decided that industry should be charged an increasing proportion of the costs of official meat controls whilst, at the same time, the MHS should continue to reduce substantially the overall costs of carrying out those controls by delivering them more efficiently.

The Agency is continuing to work on these objectives in liaison with industry representative organisations. The proposals in this consultation relate to the charging arrangements and the share of the costs that should be recovered from the industry from 29 June 2009, and Ministers are content that FSA consult on them.

The proposals are summarised below. In particular, the proposals would ensure that significant support would continue to be given to low throughput meat businesses. FSA intend to continue dialogue with stakeholders throughout the consultation period to obtain as many views as possible and to ensure that the Agency has a good understanding of the impact of the proposals before final recommendations are presented to Ministers for agreement in all four countries of the UK. It will only be at this stage that final decisions will be taken.

Background

Official meat controls are carried out in Great Britain by the Meat Hygiene Service (MHS), which is part of the Food Standards Agency. These controls provide assurance that slaughterhouses, meat cutting plants and game handling establishments produce meat for human consumption that is safe and that animal health and welfare requirements at slaughter are met. Public health is the key priority for the Agency and there is nothing in the proposals that would adversely affect the protection of public health. Rather, the introduction of time-cost charging, as we propose, would provide an incentive for businesses to improve their standards of compliance with relevant food law.

European Commission regulations set out minimum meat hygiene and animal welfare at slaughter official controls (referred to from here onwards as 'meat hygiene controls') charge rates per type of animal or per tonne of meat that apply to all member states. These rates are specified in EC law in Euros and need to be converted into Pounds Sterling. Current national regulations provide for the Pound/Euro exchange rate to be set each September to apply throughout the following calendar year. From January 2009, it will be necessary for a number of charge rates to rise to ensure that the UK remains compliant with the minima. These increases will apply automatically under the current regulations and hence are outside the scope of this consultation. However, as explained below, FSA have taken account of these increases in the proposals for further increases to charges to apply from 29 June 2009.

The proposals

In summary, the main proposals are to:

Introduce **a new system of calculating charges** for meat hygiene controls carried out in approved slaughterhouses, game handling establishments and meat cutting plants in Great Britain (GB), on the time-based cost of carrying out these controls.

Increase charges for these controls by either 4% (broadly to cover inflation only), 6% (inclusive of inflation) or an increase that would recover an additional £3 million over a full year, currently estimated to be just under 9% (inclusive of inflation), with the last of these options being preferred.

In proposing these options FSA have, as explained above, taken account of the increases to certain meat hygiene charge rates that will apply automatically from January 2009 to comply with EC minimum charge rates (see paragraph 3.2.1.1 and 3.2.1.2 of the attached consultation document). These include **an increase of 18%** to the charge rate for adult cattle and 20% to turkeys except those that are adult and weigh over 5 kg.

Introduce a new charge, again on a time-cost basis, to recover approximately 5% of the total cost of Specified Risk Material (SRM) official controls, including the cost of additional BSE controls that apply to cattle slaughtered for human consumption that are required to be tested for BSE. Views are sought on whether the introduction of this charge should be deferred until 2010/11.

FSA are also proposing to:

- Enable charges to be made, again on a time-cost basis, for certain official controls work that is done on-farm or other place of origin. This is to enable the MHS to carry out this work, if they are asked to do so, such that the MHS competes fairly with local businesses.
- Require businesses to declare their intended working hours and working practices for which official controls would need to be provided and charged. This is to help ensure that official controls time and thus charges are kept as low as is practical.
- Charge a £400 fee for businesses to initiate a review of the MHS's initial assessment of the staff and/or time it needs to carry out chargeable official controls at the premises. This fee would contribute towards the cost of having an industry representative assisting with the review and would be repaid if the business's case was upheld.

Following the above mentioned review, to give businesses the right of appeal against the MHS's final assessment of the staff and/or hours needed to carry out chargeable official controls at the premises.

In addition, FSA would appreciate comments on the introduction of Business Agreements between the MHS and businesses, which seek to match the businesses working hours and practices with the official control resource that the MHS considers is needed by the business. The MHS intends to reach an agreement with every approved business to put MHS/business relations on a more collaborative and business oriented footing, aimed at ensuring that the official controls can be carried out efficiently and that their cost is kept as low as possible. The introduction of the agreements has already started using the provisional arrangements set out in the consultation document.

Effect of the proposals

Examples of the effect of the proposed meat hygiene charge increases are set out at appendices 1, 2 and 3 of the consultation document and the Impact Assessment. In addition, businesses may request an estimate of their charges from 29 June 2009 at: timecostcharges2009@MHS.gov.uk

Overall, the proposals would increase total charges to businesses in the UK for official meat controls by up to an estimated £3.8 million over a full year and are being made against a background of the MHS making significant progress in reducing its costs. The MHS plans to reduce its costs in real terms from £91 million in 2006/07 to £74 million in 2012/13. These cost reductions will reduce the burden on taxpayers and will also benefit businesses because they limit the increases to charges that would otherwise be necessary.

Responses are requested by 25 March 2009

The operators of approved meat businesses are being alerted to this consultation and invited to respond to it either directly or via their representative organisation.

Young Workers and the National Minimum Wage and Working Time Regulations

National Minimum Wage (NMW)

Generally, an employer is legally obliged to pay at least the relevant NMW rate to all its workers over compulsory school leaving age.

There are some exceptions, including:

- for those who are on a formal apprenticeship and are under age 19 or who have been on a formal apprenticeship for less than 12 months;
- in respect of certain Government arrangements encouraging 'entry to employment' and work experience;
- the genuinely self-employed;
- certain funded trainees; and
- family members living at home, those living as part of a family, and friends or neighbours who are 'helping out'.

There are three different age-related NMW rates:

- adults age 22 and over - £5.73 per hour.
- age 18 - 21 - £4.77 per hour.
- workers over compulsory school age but under 18 - £3.53 per hour.

In addition, legislation now prohibits employers from discriminating against an individual on the grounds of that individual's age. However, unlike most of the other grounds, an employer may be able to justify direct discrimination as well as indirect discrimination in certain circumstances. The legislation also contains a number of particular exemptions that are specific to the age ground.

The Age Regulations allow employers to continue to operate age-related pay systems provided these are based on the NMW age bands. So employers may pay 16 and 17 year old workers less than those aged 18 or over; and 18 to 21 year old workers less than those aged 22 or over. This is subject to the proviso that the younger worker is paid at a rate which is *less* than the *adult* rate of the NMW. Employers cannot rely on this exemption if they do not base their pay structure on the NMW legislation. Employers are also permitted to pay an apprentice who is not entitled to the NMW less than an apprentice who is entitled to the NMW.

The Working Time Regulations (WTR)

For the purpose of the WTR, young workers are defined as those who are over school leaving age and under 18.

The working time of young workers is limited to 8 hours a day and 40 hours a week, with normally no provision for averaging over a period of weeks or for individual opt-outs. However, these limits on maximum working time do not apply where the employer requires the young worker to undertake work necessary either to maintain continuity of service/production or to respond to a surge in demand for a service/product, provided that no adult worker is available to perform the work and provided that performing the work will not adversely affect the young worker's education or training.

In addition, the regulations generally prohibit young workers from working at night:

- between the hours of midnight and 4.00 a.m. (with very limited exceptions); and
- between the hours of 10.00 p.m. and 6.00 a.m. - or between 11.00 p.m. and 7.00 a.m. if the worker's contract provides for them to work after 10.00 p.m. - (with more exceptions).

However some exceptions from the night work restrictions apply in specified sectors:

- midnight to 4.00 a.m. - only young workers who are employed in the armed forces; in hospitals or similar establishments; in fisheries or in connection with cultural, artistic, sporting or advertising activities are permitted to work these hours; and
- 10.00 p.m. to midnight and 4.00 a.m. to 6.00 a.m. (or 11.00 p.m. to midnight and 4.00 a.m. to 7.00 a.m.) - only young workers who are employed either in the above sectors or in: agriculture; hotels; catering (including bars and restaurants); retailing; postal or newspaper deliveries or bakeries are permitted to work these hours.

In addition, the work must be necessary either to maintain continuity of service/production or to respond to a surge in demand for a service/product; provided that no adult worker is available to perform the work and provided that performing the work will not adversely affect the young worker's education or training.

Where, by virtue of the above exceptions, a young worker is required to work during a period which would otherwise be a rest period or rest break, the young worker must be supervised by an adult worker where such supervision is necessary for the young worker's protection. In addition, the young worker must be allowed an equivalent period of compensatory rest.

Young workers are entitled to a **daily rest period** of at least 12 consecutive hours in each 24 hour period during which they work. However, the daily rest period may be interrupted in the case of activities involving periods of work that are split up over the day or of short duration.

Young workers are entitled to a **weekly rest period** of 48 hours in each seven day reference period. This rest period may be interrupted in the case of activities involving periods of work that are split up over the day or of short duration and may be reduced to a minimum of 36 consecutive hours if this can be justified for technical or organisational reasons.

Where a young worker's daily working time is more than four and a half hours, he is entitled to a **rest break** of at least 30 minutes, which must be consecutive if possible, and he is entitled to spend it away from his workstation if he has one. The worker must be allowed to take this break during the daily working period as opposed to it being tagged on right at the beginning or end of the daily working period.

The restrictions on maximum working time, night working, daily rest periods and rest breaks do not apply in relation to a young worker where the employer requires the young worker to undertake work that no adult worker is available to perform and which:

- is occasioned by either unusual and unforeseeable circumstances beyond the employer's control, or exceptional events, the consequences of which could not have been avoided despite the exercise of all due care by the employer;
- is of a temporary nature; and
- must be performed immediately.

Where, by virtue of this exception, a young worker is required to work during a period which would otherwise be a rest period or rest break, the employer must allow the young worker to take an equivalent period of compensatory rest within the following three weeks.

Young workers have the same statutory minimum paid holiday entitlement as older workers.

Other provisions

Under certain circumstances, employees aged 16 or 17, who have not attained a prescribed standard of educational achievement, may be entitled to reasonable paid time off work to study or train for a relevant qualification.

Additional provisions govern the terms and conditions of those employed in agriculture under the Agricultural Wages Orders.

There are other, more stringent, restrictions on the employment of children who are under compulsory school age.



Braehead Foods moved into new, purpose-built 30,000 sq ft factory last year; 6 times the size of the previous factory. It has a much larger stock holding capacity and a new production kitchen allowing them to increase their product range, bringing your kitchen a source of any bespoke products you may require.

As well as the production kitchen, they have put in a demonstration kitchen that will double up as a cook school. They have lined up an array of chefs willing to go to

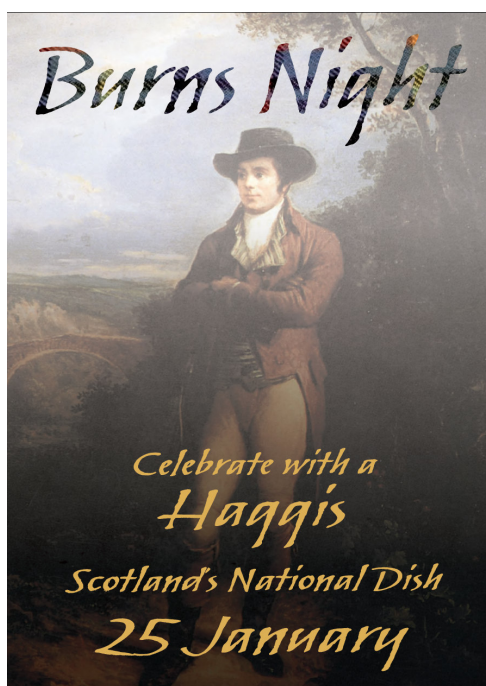
Kilmarnock for the day to take classes of around 20 made up of the general public. Braehead plan to set aside a percentage of the money raised from these sessions to pay for young chefs from across Scotland to visit Braehead for 2 or 3 days to get a feel for the industry from the suppliers' perspective and show them everything from game processing to order processing.

They have also built a restaurant and a shop. The restaurant will exist to feed their neighbours on the industrial estate and other close-by businesses between 6 am and 3 pm Monday to Friday, and the shop will sell everything from pots and pans to pheasants.

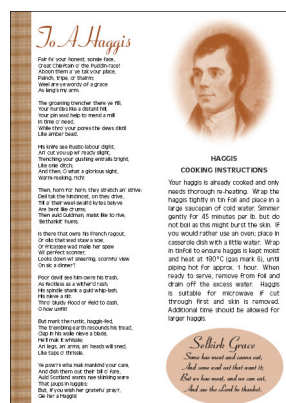


Their 'open doors' policy for customer visits remains; this is a great opportunity to speak with the producers face to face. Please contact your sales representative or Caroline at their office on caroline.sales@braeheadfoods.co.uk to register your interest.

Scottish Red Meat Masterclass	25th Feb(Alan Winning) – SOLD OUT, 2nd March(Craig Dunn), 25th March(Jacqueline O'Donnell), 14th April(Ian Brown), 18th May(Ian Brown).
Our Feathered Friends	2nd Feb(Alasdair Hood), - SOLD OUT 5th March(Mark Greenaway), 16th March(Tim Dover), 7th April(Mark Greenaway), 23rd April(Liam Ginnane), 6th May(Mark Greenaway),



Burns Night Posters and Leaflets



The Federation posted out to members a tube containing six Burns Night posters and 100 leaflets on Tuesday 30th December.

Should members not receive these please call Bruce on 01738 637472

Corks pop in the Borders

courtesy of Trunet Packaging



Left to Right: Craig Douglas, George Murphy, Kelly Douglas and Kevin Douglas

JC Douglas, butchers in St Boswells were the winners of the case of Pink Champagne put up by George Murphy of Trunet Packaging for the best butcher shop activity during the "In the Pink" campaign run for Breast Cancer awareness. Members who raised funds during Breast Cancer Awareness Week are reminded that any monies raised should be forwarded to Gilian Hamilton, Breast Cancer Care, 1st Floor, 169 Elderslie Street, Glasgow, G3 7JR

Organic Market under Local Pressure

According to research carried out by the market intelligence organisation, Mintel, as many as half (48%) of the UK's organic shoppers will reduce or even give up buying organic food in 2009 as a direct result of the current economic climate. The report stated that UK consumers are questioning the value of organic produce and the added benefits from paying the premium price. As well as the financial issues, the research also identified increasing competition from other ethical choices including animal welfare, fair trade and locally sourced foods as adding to the pressure.

Mintel say that the value of the organic food and drink market has increased by an average of 16% per year since 2003, but this growth rate is forecast to fall to between 7% and 8% in 2008.

The report identified that only 21 per cent of shoppers buy organic food, compared with 33 per cent looking for locally sourced product and 26 per cent seeking out fair trade products. As many as 42 per cent of adults would like more retailers or manufacturers to source their products from local suppliers, while 28 per cent state that they are happy to pay more for food if it means supporting local farmers.

Local produce has become the number one ethical concern as British people stand by their local economies Mintel observed. The market for locally sourced produce has been estimated at £4.8 billion, approximately three times the worth of the organic market.



The Choice of Winners!



Stephen Vaughan, Vaughan's Family Butchers, Cheshire

Winner: MTJ Champion of Champions 2008

“I've been using Lucas products for over 30 years and have won a number of competitions using their Sausage Seasonings, Easicuredry cure, Potato Mash and Gravy mixes for ready meals. At Lucas, they do everything right: they're consistent and reliable which is extremely important in this business.”



Stewart Hayman, Hayman's, Sidmouth

Winner: Q Guild Smithfield Awards, Best Bacon & Cured Products 2008

“We use a lot of Lucas products: Easicure Dry Cure, Pokesaltz, the Sausage Seasonings (they've even created one especially for us) and the Marinades. My grandfather traded with Lucas originally and I've been working with them for over 40 years. They offer great support to butchers and over the years we've enjoyed a really good relationship.”



Gordon Atkinson, Elite Meat Ltd, Harrogate

Winner: Q Guild Smithfield Awards, Best Sausage 2008

“Lucas blends a seasoning specifically for Elite Meat and that's the one we always use. It's been very successful: we won the National Supreme Champion award in 2003, 2004 and again, this year, so we're definitely doing something right! It's always a pleasure to work with Lucas and we know we can rely on them to support us in producing a premium product.”



Martin Blackwell, Blackwell's Butchers, Stockton-on-Tees

Winner: Q Guild Smithfield Awards, Best Burger 2008

“This is the busiest time for seasonings and we like to use the best.

And the best is Lucas!”

For more information about the Lucas range, visit www.lucas-ingredients.co.uk or call our FREE Helpline on 0800 138 5837.

Island Girls come to town



Renowned Orkney jewellery designer Sheila Fleet has recently opened in Edinburgh, her first shop outside Orkney. Now it seems that butchers on Orkney can have similar success when they set up their stall in the Highland capital.

Elaine Venables (above left) and Barbara Sinclair (right) of Dounby Butchers in Orkney have a regular pitch at Inverness Farmers Markets. The ladies find the trip south every month very worthwhile and are regularly sold out and on the road home long before the market closes. These pictures were taken on Saturday 5th December 2008.



Business Survival Through a Recession

Building on the success of the last Learningworks Virtual Conference, Zolk Ltd, on behalf of Highlands and Islands Enterprise, would like to invite you to participate in a free online business conference to be held on Tuesday 13th January 2009 at 12:30.

The theme of this hour long event will be "Business Survival Through a Recession" and our principle speaker will be Sir Richard Needham, International and Commercial Director of Dyson.

The concept of the Virtual Conference allows you to participate in a high quality business seminar without having to leave your home or workplace. Participation is free of charge, simply register your interest at <http://www.hie.co.uk/learningworks/virtual-conference.html?mode=gosignup> as soon as possible and then log-on using your user name and password on the day. Registration only takes a moment and your information will not be shared with any other organisations.

Livestock Prices

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

BEEF PRICES	W/E 13/12/08	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	281.7 p/kg	283.5 p/kg	219.7 p/kg
Heifers dwt	278.2 p/kg	282.9 p/kg	220.1 p/kg
Young Bulls dwt	260.2 p/kg	263.2 p/kg	193.3 p/kg
Numbers			
Steers	3252	3435	3895
Heifers	2483	2518	3321
Young Bulls	288	349	528

BEEF PRICES	W/E 10/12/08	Previous week	Previous year
Scottish Auctions			
Steers lwt	171.29 p/kg	163.53 p/kg	128.79 p/kg
Heifers lwt	170.57 p/kg	164.35 p/kg	132.95 p/kg
Young bulls lwt	141.64 p/kg	123.21 p/kg	96.05 p/kg
Numbers			
Steers	500	421	437
Heifers	657	520	559
Young bulls	82	24	41

Deadweight cattle week ending 13th December 2008								
All steers p/kg			All heifers p/kg			All Young bulls p/kg		
	3	4L	4H	3	4L	4H	3	4L
-U	287.8	288.9	287.4	285.7	286.1	286.3	274.8	275.4
R	282.8	285.5	284.7	281.3	282.2	282.5	270.1	269.6
O+	274.2	279.9	274.2	267.4	275.8	270.2	261.0	263.0
-O	258.0	262.0	260.7	236.2	243.3	235.6	244.7	250.1

New Members:-

Welcome to the Scottish Federation of Meat Traders to:-

Tom Grierson, Grierson Brothers, 148 King Street, Castle Douglas DG7 1LU
Tel: 01556 502637

New Branch: David Stein, Mill Centre, Blackburn

Members Only Website:-

<http://www.sfmata.co.uk/members/>

There is now in excess of 600 pages on this website with real up to date information. Please feedback your views on this addition to the service available to you as a member. Username and passwords were enclosed with your receipt for payment of subscription. If you need this re-sent, please contact Bruce on 01738 637472.

SHEEP PRICES	W/E 10/12/08	Previous week	Previous year
Scottish Auctions			
New Season SQQ lwt	126.31 p/kg	125.86 p/kg	83.27 p/kg
Ewes lwt	£28.69/head	£29.52/head	£21.32/head
Sheep numbers			
Scottish Auctions			
New Season SQQ	22649	20071	16134
Ewes	3912	3604	6072

SHEEP PRICES	W/E 13/12/08	Previous week	Previous year
GB Abattoirs			
New season SQQ dwt	288.1 p/kg	275.8 p/kg	198.8 p/kg

Deadweight sheep week ending 13th December 2008 p/kg				
		2	3L	3H
	U	301.8	302.4	293.0
	R	290.7	291.7	285.9
	O	278.2	279.7	279.1

PIG PRICES	W/E 13/12/08	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	130.84 p/kg	131.38 p/kg	109.81 p/kg

GB deadweight pigs ending 13th December 2008 – p/kg					
	Method 1 and 2 p/kg dwt	Change		Method 1 and 2 p/kg dwt	Change
Up to 59.9 kg	122.72	+1.16	80.0 – 89.9 kg	130.85	-0.62
60.0 – 69.9 kg	131.33	-0.73	90 kg and over	122.74	-0.63
70.0 – 79.9 kg	131.64	-0.59			

Retail Price Survey

SFMTA did not chase members for data at the end of December. Normal service will hopefully be resumed for next month.

For Sale -

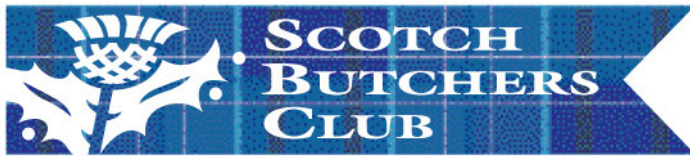
1 X 3.85 metric Criosbanc serve over cabinet, for delivery mid January can be seen working on site in Paisley.

New compressor fitted Oct 2008.

Price: £1500 on offer.

Telephone: Colin (KRH) 077 69 68 69 85

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: -	<u>ACE REFRIGERATION LTD.</u> 96 Milnbank Street Glasgow G31 3AL Contact: Eleanor O'Connor Tel: 0141 556 7691 E-mail: fimckenzie@acerefrigeration.co.uk
AES Supplier of Dishwashers Crossbush, Riccarton, Kilmarnock KA1 5LN Tel: 01563 551122, Mobile: 07788 926925	AVERY WEIGH TRONIX LTD, Foundry Lane, Smethwick, West Midlands B66 2LP Contact: Gerry Doran Tel: 0774 077 2154
BARO LIGHTING (UK) LTD Oakwood House, 36 Wood Lane Partington, Manchester M31 4ND Tel: 0161 777 9292 Fax: 0161 777 9404 Email: sales@baro.co.uk Web: www.baro.co.uk	<u>BELL BAKERS</u> Hawthorn Bakery, Torbothie Road, Shotts, Lanarkshire ML7 5BD Tel: 01501 820222 Email: enquiries@bellbakers.co.uk Web: www.bellbakers.co.uk
<u>BIZERBA (UK) LTD</u> Eastman Way, Hemel Hempstead, HP2 7DU Tel: 01442 240751	<u>CHESTER OF ST ANDREWS</u> Unit 6 Buko Business Centre Southfield, Fife KY6 2SE Tel: 0845 618 30601 Mobile: 0787 551 4334
DALZIEL Bellshill North Industrial Estate, Bellshill <u>ML4 3JA</u> Tel: 01698 749595 Fax: 01698 740503	<u>EAST OF SCOTLAND CONTRACTS</u> Ferryhills Road, Inverkeithing, Fife KY11 1HD. Tel: 01383 418610
GMC CORSEHILL LTD Ailsa Road, Kyle Estate, Irvine KA12 8NG Tel: 01294 275133/322807/313290 Fax: 01294 312300/313247 E mail: sales@gmccorsehill.co.uk web: www.gmccorsehill.co.uk	<u>KRH LTD</u> 1 Macgowan House, Nobel Business Park, Stevenson, Ayrshire KA20 3LJ Tel: 01294 472755
<u>LUCAS INGREDIENTS</u> Portbury Way, Bristol BS20 7XN Tel: 0800 138 5837	<u>McAUSLAND CRAWFORD</u> 79-81 Abercorn Street , Paisley PA3 4AS Tel: 0141 849 7033
<u>PARAGON PRODUCTS</u> Hygiene Specialists Newhailes Ind Estate, Newhailes Road, Musselburgh EH21 6SY Tel: 0131 653 2222 Fax: 0131 653 2272	PARK PACKAGING 2 Ashley Drive, Bothwell, Glasgow G71 8BS Contact: John McSporran Tel 0845 2700800
<u>SCOTWEIGH</u> Suppliers of the TEC SL-9000 and Portable scales. Unit 2/4 Granary Square, Bankside, Falkirk FK2 7XJ Tel: 01324 611311	<u>STOCKLINE PLASTICS</u> Grovepark Mills, Hopehill Road, Glasgow, G20 7NF Tel: 0800 262015
<u>WILLIAM SWORD LTD</u> Blairlinn Ind Est, Cumbernauld, G67 2TX Tel: 01236 725094	TRUNET PACKAGING (SCOTLAND) LTD 36 Gullane Drive , Coatbridge, ML5 5GF Contact: George Murphy Tel:01236 443401 8am - 8pm, 0784 107 1634
TURNER VEHICLE BODIES Carseview Rd, Suttieside Ind Estate Forfar, DD8 3BT Tel: 01307 462142	<u>JAMES WHANNEL (WHOLESALE) LTD.</u> c/o Wishaw Abattoir, Caledonian Road, Wishaw ML2 0HU Contact: Robert Kirkhope, Tel: 01698 355022



JOIN OUR CLUB!

The easy way to sell more Scotch Beef, Scotch Lamb and Specially Selected Pork.

The Scotch Butchers Club is run by Quality Meat Scotland, the organisation whose main job is to help make the Scottish red meat industry more efficient and profitable.

There are members of the Scotch Butchers Club throughout the UK. They are all quality independent butchers who source their Scotch Beef, Scotch Lamb and Specially Selected Pork from approved suppliers.

The Club supports members by providing top quality, high impact, colourful and effective marketing material for their shop windows and display cabinets. It's the easy way to improve sales by quickly telling customers everything they need to know about buying and cooking quality Scotch meat.

Members receive a range of marketing tools to improve and enhance their displays including attractive wall posters, recipe cards, leaflets and meat labels. Special marketing campaigns complete with specially produced point of sale materials are run throughout the year. Campaigns this year have focussed on summer eating and BBQs, beef, pork, lamb, our sausage campaign and a seasonal winter campaign. That is SIX top quality campaigns this year already! Healthy Eating messages will follow in the New Year.

A Scotch Butchers Club Membership Certificate is also provided that can be proudly displayed in the shop window or inside the shop itself as proof to customers that the business is at the forefront of quality meat retailing. Customers see it and shop with confidence.

Members also have access to all the marketing and promotion resources of Quality Meat Scotland, and to its marketing expertise. Advice and practical help is never more than a phone call away.

Scotch Butchers Club members pay an annual fee of just £50 plus VAT and receive a wide range of sales, marketing and promotional material as part of their membership.

INTERESTED?

Contact me on 0131 472 4114 or at jlomax@qmscotland.co.uk for a membership pack.

WANTED

BERKEL FLAT BED

**BACON SLICERS
HAND DRIVEN**

NOT GRAVITY FEED

CASH PAID

Tel Mr Hancock

01782 616 799

07766711392

ANYTIME