

JULY 2018

FEDERATION NEWS

Climate Change Bill Threatens Disaster for Scottish Livestock Sector.

A stark warning that the Scottish Parliament's Climate Change Bill could prove disastrous for the Scottish livestock sector has come from Jim McLaren, Chairman of Quality Meat Scotland (QMS).

Speaking at a breakfast reception on the opening morning of the Royal Highland Show, Mr McLaren was absolutely clear that the implications of the proposed Climate Bill and the wider "anti-red meat" agenda greatly exceeds the threat posed to the sector by many other challenges, including Brexit.

Published advice, he said, regarding the Climate Change Bill, introduced to the Scottish Parliament in May 2018, highlights potential "devastating consequences for many sectors of the Scottish economy, including agriculture" if a 'net zero' target for greenhouse gas emissions by 2050 were to be legislated for now.

The official briefing paper "When to Set a Net-Zero Greenhouse Gas Emissions Target Year" clearly indicates, he stated, that a "net zero" ambition would mean the end of viable livestock farming in Scotland.

This document, he said, sets out the various options which could be adopted in terms of targets for reducing GHG emissions. Scotland's current world-leading target of an 80% reduction on 1990 levels is already ambitious, he warned, saying the impact of a net zero target would be devastating for the livestock industry.

The Bill sets out ambitions for a 90% reduction target by 2050. "Setting a legal net zero target now would require 16,000 hectare of woodland planting per year, the use of GM crop technology and zero livestock production," Mr McLaren warned.

All this is taking place, he added, against a backdrop of a totally inadequate system for measuring emissions from agriculture, which he argued is "not fit for purpose."

"At the very core of every emissions reduction measure ever invented, is the reduction of waste and the more efficient utilisation of all resources.

"In agricultural terms, this includes improvements in animal health and welfare, increased conception rates leading to more animals on the ground, more efficient use of artificial fertilisers through soil testing and targeted lime application, and better use of grazed grass.

"Yet under the current method of assessing emissions, every one of these measures increases the carbon footprint of agriculture – despite the fact we all know that they are greatly reducing the emissions per unit of production," said Mr McLaren. *Continued on page 13*

SCOTTISH CRAFT BUTCHERS

This Month:-

Feature on Fochabers Member

Butchers Shop of the Year open for entries

Scottish Beef Sausage and Black Pudding: The results

Edinburgh Member Celebrates 60 years

Part Two: How to be the best butcher in the world

Launch of Butchers at The Heart of the Community

Risks from Hepatitis E

Climate Change Bill threatens Scottish Agriculture

Retail Prices

Images from this year's Royal Highland Show

Contact Us:-
Tel: 01738 637472
Fax: 01738 441059
Email: craftbutchers@craftbutchers.co.uk
Web: craftbutchers.co.uk

BARRA BRONZES FREE RANGE ABERDEENSHIRE TURKEYS

Great Taste Awards 2016 &2017







TIME TO TALK TURKEY

Contact:-

Craig Michie:

01651 871600

SCOTLAND OF FOOD & DRINK

Excellence Awards

Primary Producer of the Year

FINALIST 2018

BARRA BRONZES

Lochend of Barra, Inverurie, Aberdeenshire, AB51 0JP

Email: sales@barrabronzes.co.uk

Web: www.barrabronzes.co.uk

Braveheart Launch for Butchers Project

Butchers across Scotland are uniting behind a campaign launched on Wednesday 27th June which will see them raising money for community defibrillators and undertake training in how to use them.

The idea behind the "Butchers at the Heart of the Community" initiative, supported by Scottish Craft Butchers, the Scotch Butchers Club and Save a Life Scotland, was started by butcher Pamela Hunter from Hunters of Kinross.



TV presenter Carol Smillie, a keen supporter of the Save a Life Scotland campaign, joined around 30 butchers from throughout Scotland to form a huge heart for photographers at the launch.

The main aim of the initiative is to help and encourage people living in communities throughout Scotland to be ready and confident in delivering CPR (cardio pulmonary resuscitation) for someone who has suffered a cardiac arrest.

In December 2016, a regular and popular customer of Hunters picked up his order and headed off to celebrate the new year. He never returned to the shop after suffering a cardiac arrest and it was his wife who told the team at Hunters, the awful news.

Since then, Pamela has worked tirelessly in her community, running raffles and special events to raise funds to buy a 24hr public accessible defibrillator, which is now located outside their shop.

Following the success of the fund-raising project by Hunters of Kinross, the initiative is now being rolled out across Scotland. The Scottish Craft Butchers and The Scotch Butchers Club, run by Quality Meat Scotland (QMS), who collectively have a network of over 400 butcher members, are now partnering with Save a Life Scotland to encourage members to take part and help save lives in their local community.

Butchers across Scotland are now being encouraged to pledge "I'm in" and display collection tins in their shop to support the campaign. Over 50 Scottish Butchers have so far have signed up to the campaign.

The project is not only about providing a defibrillator to communities, but training for both staff and customers on how to use them and deliver CPR. Butchers interested in getting involved should contact Save a Life Scotland on 0131 242 76007 or email hello@savealife.scot. Collection tins will be supplied by Scottish Craft Butchers and the Scotch Butchers Club.

Are you In ? Email **hello@savealife.scot** or call **0131 242 6007**

Lucas

SMOKEHOUSE

Sensationally TASTY!

Lucas Smokehouse is **Right on trend.** Retail butchers have a clear opportunity to lead the way with these exciting new products.



Lucas INGREDIENTS

To find out more about the fantastic Lucas Smokehouse range, please call our free Customer Helpline on 0800 138 5837 or visit www.lucas-ingredients.co.uk

KERRY

Scottish Beef Sausage champion crowned



Dalbeattie butcher Scott Carson's Beef Sausages have been judged the best in Scotland. When the final of this year's Scottish Beef Sausage Championship was held earlier this month at the Edinburgh New Town Cook School, sizzling success came for the firm of T H Carson.

As South West of Scotland champions Carson's represented the region at the 2018 Scottish Final and the Dalbeattie banger came out on top fighting off regional champions from the other four regions in Scotland.



Left: Scott Carson and sausage maker Barry receiving the Scottish Beef Sausage title from Judith Johnston of contest sponsors, Lucas Ingredients

Scott Carson was delighted to be named Scottish Beef Sausage Champion 2018-2019. He was presented with his title and trophy by Judith Johnston of competition sponsors Lucas Ingredients.

"It feels absolutely fantastic. It is nice to win a national award, it lets people know that you are putting a good product out there. I am particularly pleased for the boys because it is a team effort, I could not do it myself. They are a good bunch, they stick together and even go out together after work. "

The business has a pedigree of winning awards for their meat products so clearly Scott is showing them well. He joked "I do my best!

"We just try and make the best product that we can. It is nice to get recognition and let's us know that we are doing it right. We use the best of ingredients, if you put good meat in you get a good product back.

"We have used the same seasoning for many a long year. It is a good one and Judith knows all about the seasoning!"





The business was established in 1933 as the partnership of Brown and Carson, before Thomas Hastings Carson went out on his own in the 1950s. Scott has carried on the business and he now hopes that his win will give Dalbeattie a lift.

"Things have been a wee bit flat lately with shops shutting, so I am hoping that this win will help attract people into the town. If they use my shop they will maybe use other shops in the town as well."

The Beef Sausages from all the regional champions were purchased by mystery shoppers, these included sausages from Newtyle, Culloden, Kilsyth and Port Seton and then put to the test in a final cook off.

The panel of experts was led by Fiona Burrell, Principal at the Edinburgh New Town Cook School ably assisted by her staff members Kerri Pallister and Susie Henderson.

The ladies chose Carson's as the best butcher's Beef Sausages in Scotland for 2018.

Our FREE demonstrations will help you take your business to another level!

Be inspired by Peter Harrison!

Peter is part of our highly experienced butchery team and is here to help you.

Find out about new trends, innovative ideas and just how much extra profit you can generate by creating premium kitchen ready products using Verstegen.

Call your local depot to book or to find out more!



Peter's Chicken Parmo

INGREDIENTS

- Chicken Breast (butterflied)
- Batter & Shake or Batter no 6
- Schnitzel Mix Special
- Lucas Bechamel Sauce (made up as instructions)
- Cheddar Cheese (grated)

METHOD

- Make the Batter using cold water and shake well.
- Dip the chicken in batter mix and drain excess.
- Gently coat the chicken with the Schnitzel Mix.
- Display in suitable tray (smooth wall foil).
- Coat the top of fillet with a layer of Bechamel Sauce.
- Top with grated cheese to finish.

SUITABLE FOR BAKING IN THE OVEN 180°C APPROX. 25/30 MINS.

DALZIEL
Retail Butchery

Our aim is to inspire Butchers!

Aberdeen	01224 723 550	**Chorley**	01257 226 000	**Nottingham**	0115 950 4084	**Haverhill**	01440 710 060	**Ashford**	01233 612 220
Bellshill	01698 749 595	**Leeds**	01977 605 590	**West Midlands**	01384 230 012	**Newbury**	01635 265 160		
Newcastle	0191 496 2680	**Stockport**	0161 406 7272	**Newport**	01633 898 150	**Exeter**	01395 234 970	**www.dalziel.co.uk**	

Follow us **@dalzielltd**

For more recipes visit **www.dalziel.co.uk/sauceit** or check our **YouTube** channel - **Dalziel Ltd** to see recipes being made!

Meet the new Scottish Black Pudding Champion

North Berwick winner of Scotland's Best Black Pudding



Below: Fraser Mackay of contest sponsors, Dalziel Ltd presented Ryan and his staff with their prize





Anderson's Quality Butcher in North Berwick have been judged the makers of Scotland's finest Black Pudding.

When the final of this year's Scottish Black Pudding Championship was held at the Edinburgh New Town Cook School, it was Anderson's who came out top in the proof of the pudding.

As South East of Scotland champions Anderson's represented the region at the 2018 Scottish Final and the North Berwick Black came out on top fighting off regional champions from the other four regions in Scotland.

The Black Pudding from all the regional champions were purchased by mystery shoppers, these included puddings from Largs, Strathaven, Inverness and Kinross and then put to the test in a final cook off. The panel of experts was led by Fiona Burrell, Principal at the Edinburgh New Town Cook School ably assisted by her staff members Kerri Pallister and Susie Henderson. The ladies chose Anderson's as the best butcher's Black Pudding in Scotland for 2018-2019.

Black Pudding maker, Ryan Anderson was dumbfounded when he discovered that he had won. After several amazings and fantastics, Ryan calmed down to say a little about his success:-

"This is fantastic since this is the first time that we have entered the competition. We have only been making black pudding for about a year. When my cousin Martin Ramsay came to work with me he suggested that we make black pudding, it turned out not be such a problem as I had feared.

"We played around with the recipe, did taste tests with customers and they now feel that it is much better than anything we sold before. It has proven very popular with customers even taking it abroad."

Commenting on the result Douglas Scott, Chief Executive of the Scottish Craft Butchers said "Butchers all over the country try to make the very best meat products. Speciality products can have customers going out of their way and making special journeys just to buy these products. Black Pudding more than most, has a cult like following and that is why to win this title is the ambition of almost every butcher who makes black pudding.

"Now even more, with this national confirmation of greatness, the North Berwick black will become much sought after."

SFMTA Corporate Members –

Members are requested to support these businesses since they support you.

AES (EQUIPMENT CLEANING) LTD
Supplier of Equipment Washers & Tray Cleaner, Crossbush Cottage, Riccarton, Kilmarnock KA1 5LN
Malcolm Crawford Mob:07788926925

BARRA BRONZES
Lochend of Barra, Inverurie, Aberdeenshire, AB51 0JP
Craig Michie: 01651 871600
Email: **sales@barrabronzes.co.uk**
Web: **www.barrabronzes.co.uk**

BIZERBA (UK) LTD 2-4 Erica Road, Stacey Bushes, Milton Keynes MK12 6HS Contact: Liesl Marchand, Marketing Manager Tel: 01908 682740, Mobile: 07798 938493

MRS BRIDGES James Chalmers Road, Arbroath DD11 3LR Tel: 01241 432500 Fax: 01241 432444,
Web: **www.mrsbridges.co.uk**
email:**contact@mrsbridges.co.uk**

CAPITAL COOLING REFRIGERATION LTD
12 Dunnet Way, East Mains Ind Est Broxburn EH52 5NN
Contact: Gerry Simpson
Tel: 01506 859000
Email: **sales@capitalcooling.com**
Web: **www.capitalcooling.com**

CLYDESDALE BANK PLC
Customer Banking Centre, 158 -162 High Street Perth PH1 5UH
M 07802854407
Email **alex.young.cb@cybg.com**

DALESMAN
New York Industrial Estate, Newcastle Upon Tyne NE27 0QF
Tel: 0191 259 6363
Fax: 0191 259 6362

DALZIEL LTD.
Bellshill North Industrial Estate, Bellshill ML4 3JA
Tel: 01698 749595
Fax: 01698 740503

DIRECT POULTRY SUPPLIES LTD. Banfield, Near Preston PR4 0TT **www.directpoultry.co.uk**
Contact Chris Flanagan (Scotland Depot) Mob: 07768 477791 Tel: 01995 670271 **info@directpoultry.co.uk**

DEVRO (SCOTLAND) LTD
Moodiesburn, Chryston G69 0JE **www.devro.co.uk** Tel: 01236 872261
Email: **Thomas.Downie@devro.com**

ESC PACKAGING Ferryhills Road, Inverkeithing, Fife KY11 1HD. Contact: Carrie Walker Tel. 01383 418610 Fax.01383 417244
Email: **Carri@eosc.co.uk**
Web: **www.eosc.co.uk**

FÁILTE FOODS East Warehouse, Glasgow Fruit & Vegetable Wholesale Market 130 Blochairn Road, Glasgow G21 2DU Contact: Tel: 0141 548 6170, Email **sales@failtefoods.com**
Website:**www.failtefoods.com**

Wanted

SFMTA members to be featured in the monthly newsletter. Contact Bruce or Douglas on 01738 637472

HANDTMANN LTD.
9 Chartmoor Road, Leighton Buzzard, Bedfordshire, LU7 4WG
Tel:01525 244440, Fax:01525 244469
Website: **www.handtmann.co.uk**

COLIN HEWITSON KRH
2 Elms Way, Ayr Ayrshire KA8 9FB
Contact: Colin Hewitson
Tel: 07769686985

WILLIAM JONES PACKAGING LTD Unit B5 South Point Estate, Foreshore Road, Cardiff CF10 4SP Contact: Roger Austin T: 029 2048 6262 F: 029 2048 1230
Email: **sales@wjpackaging.co.uk**
Web: **www.wjpackaging.co.uk**

KELLY BRONZE (SCOTLAND) LTD Alastair Monk, Magbiehill Farm House, Dunlop Road, Stewarton KA3 3ES Contact: Alistair Monk
Email – **sidehead@kellyturkeys.com**
Tel- 07904 104051

LAWRIE & SYMINGTON LTD.
Lanark Agricultural Centre, Muirglen Lanark ML11 9AX
Contact: Hamish McCall.
Tel: 01555 662281
E:**mailbox@lawrieandsymington.com**
Web: **www.lawrieandsymington.com**

LUCAS INGREDIENTS
Portbury Way, Bristol BS20 7XN
Contact: Judith Johnston.
Tel: 0800 138 5837

McAUSLAND CRAWFORD 79-81 Abercorn Street, Paisley PA3 4AS
Tel: 0141 849 7033;
E:**office@mcauslandcrawford.co.uk**,
Web**: mcauslandcrawford.co.uk**

McDONNELLS (Queen Street) LTD
U15 Northern Cross Business Park North Road, Dublin 11 D11 W5WN
Contact Ann Maguire Tel: 0035316778123 Fax: 003531 677 4491
Email: **sales@mcdonnells.ie**

MANCHESTER RUSK COMPANY LTD Flava Ho, Harper Rd Sharston, Manchester M22 4XR
Tel: 0161 945 3579
Fax: 0161 946 0299
Email: **mrc@mrcflava.co.uk**
Web: **www.mrcflava.co.uk**

MARSHALL WILSON PACKAGING 39 Bogmoor Place, Govan, Glasgow G51 4TQ
Contact: Ian Queen,
Tel: 0141 445 3199, Mob: 07730766500,
E: **sales@marshall-wilson.co.uk**
W: **www.marshallwilson.co.uk/**

NOTIONLITE TEMPERATURE MONITORING SYSTEMS
The IMC Group Limited
Pendle House, Jubilee Road
LETCHWORTH, SG6 1SP
Contact - Barry J Davis
T: 01259 761218 M: 07544 338317
E: **barry.davis@talktalk.net**
W. **www.the-imcgroup.com**

PARAGON PRODUCTS
Hygiene Specialists, Newhailes Ind Est, Newhailes Road, Musselburgh EH21 6SY Tel: 0131 653 2222
Fax: 0131 653 2272

ROBERTSON FINE FOODS
John Robertsons & Sons Hamcurers Ltd, 88 Princes Street , Ardrossan KA22 8DQ Contact: Barry Robertson
Tel: 01294 463936 Fax: 01294 472187

SCOBIE & JUNOR
1 Singer Road, Kelvin Industrial Estate, East Kilbride G75 0XS
Tel 0800 783 7331
Email: **info@scobiesdirect.com**
Web **www.scobiesdirect.com**

JOHN SCOTT MEATS
John Scott Meat (Paisley) Ltd Sandyford Road, Paisley. PA33 4HP
Contact: Hazel Scott, T: 0141 889 3205
Web: **www.johnscottmeat.com**
Email: **enquiries@johnscottmeat.com**

SCOTWEIGH Suppliers of the TEC SL-9000 and Portable scales. Unit 2/4 Granary Sq, Bankside, Falkirk FK2 7XJ
Tel: 01324 611311

STOCKLINE PLASTICS
Grovepark Mills, Hopehill Road, Glasgow, G20 7NF Tel: 0141 332 9077

WILLIAM SWORD LTD
Blairlinn Ind Estate, Cumbernauld G67 2TX Tel: 01236 725094

TPS SCOTLAND LTD
26 Kelvin Avenue , Hillington Park , Glasgow G52 4LT
Contact: Elaine Holmes Tel: 0141 883 6260 Mobile : 07821 676381
Email: **office@tps-scotland.co.uk**

VERSTEGEN LTD.
Unit A9B Plough Road Centre, Great Bentley Essex CO7 8LG
Tel: 0800 011 3246 Email: **info@verstegen.co.uk**

WALKERS SHORTBREAD
Aberlour House, Aberlour-On-Spey, AB38 9LD Tel: 01340 871555
Email: **enquiries@walkers-shortbread.co.uk**
Web: **www.walkersshortbread.com**

WALTERS TURKEYS LTD.
Bower Farm, Aldworth, Reading, Berks RG8 9TR Contact: Edward Walters
M: 07786 332952 T: 01635 578251
Email: **edward@efwalters.com**
Web: **www.waltersturkeys.co.uk**

SFMTA Executive Meeting
Wednesday 12th September

SAVE THE DATE – SFMTA Annual Meeting and Training Awards
Sunday 18th November in the Grand Central Hotel, Glasgow. All members are welcome to attend.

From Farm to Fork

If you have visions of selling your very successful West of Scotland shipping company to make a lifestyle change to become a farmer then you cannot aim higher than start a search with the following brief.

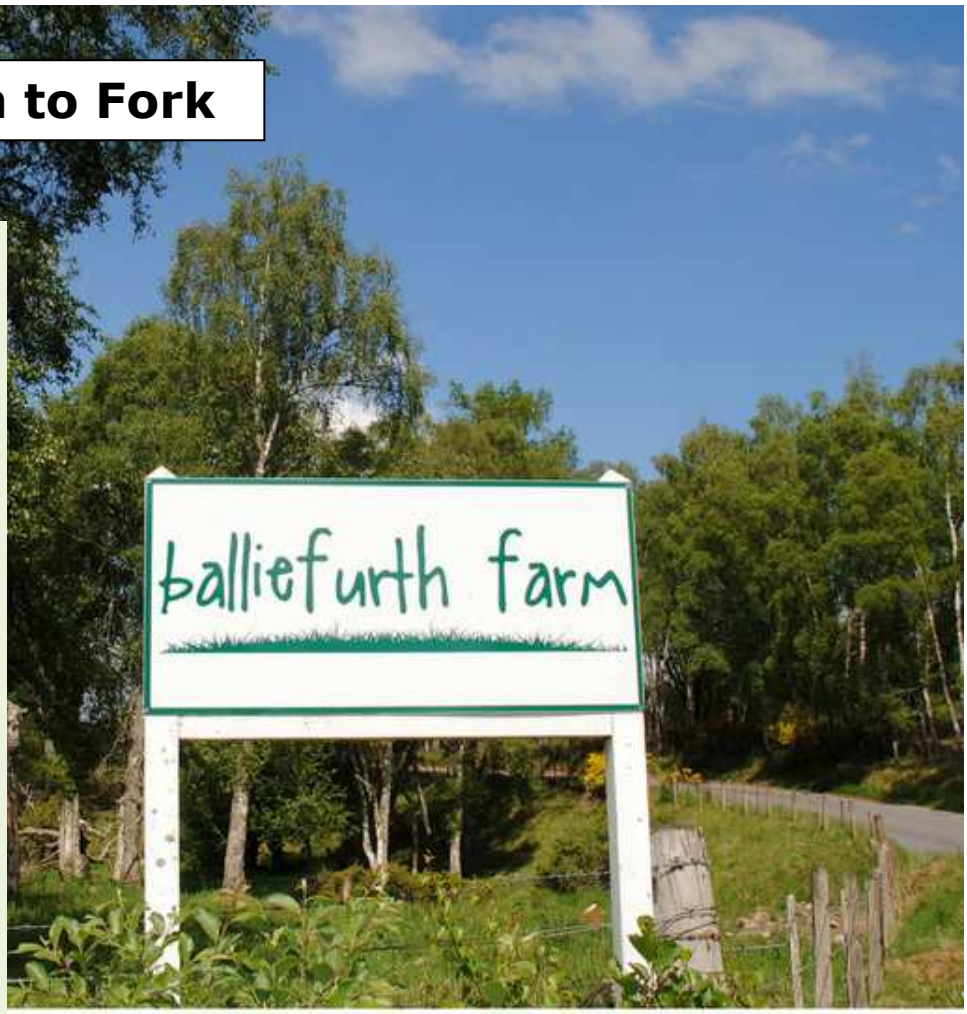
A rural setting in one of the most picturesque parts of Scotland. A river flowing through an unblemished landscape and one that is attractive to fishermen for all the right reasons. Its banks would have ample grazing to run a pedigree herd of Shorthorn cattle and extensive grassland to satisfy 210 ewes and their offspring.

Man and nature would be a at peace here. The aspen trees in the woodland supporting Aspen Hoverfly and the Dark Bordered Moth.

Environmentally rich with undulating fields, low fields which are famous for wading birds such as Curlew, Redshank, Peewits, Oystercatchers and more. Add to the mix the frequent visits from roe deer and brown hare then this has to be the location of dreams.

So when Patrick and Abby Harrison discovered this Highland farm situated between Grantown and Nethy Bridge in the Cairngorms National Park their visions were fulfilled. Balliefurth Farm compromises 180 hectares (400 acres) and includes 43 hectares of natural woodland which is used for grazing. They have a bank of the Spey River and the Speyside Way walking route sweeps right through the farm.

The Highland farm, stocks 80 Shorthorn Cross breeding cows, 2 pedigree shorthorn bulls, 210 Highland Mule ewes and 5 Texel Tups, 2 Lleyn Tups and not forgetting 6 bee hives. Patrick had a great desire to become a farmer and he is now very much hands on.

















In March 2015 they bought the local butchers' shop from Mike Mustard so that the beef and lamb could be taken straight off the farm and sold locally. Balliefurth Farm is only a couple of miles up the road so the meat in what is now called the Balliefurth Farm Shop could not be much more local. Dingwall abattoir provides the service to receive produce and return in carcasses.

The farm had been selling at farmers markets but changed focus to sell through their Nethy Bridge shop.

Jamie Barnett is in charge of the retail operations. He moved from his hometown, Dornoch when Grants moved to Speyside in 1996.

Twenty years later when Balliefurth Farm bought the local butchers and Patrick explained to him what he intended to do, Jamie agreed to come and run it. Jamie explained:-

"I lived only a mile and a half along the road so it was great for me. I weighed up the situation and thought it was time for a change."

The butchers' shop and the adjacent house were purchased and all the work went into transforming the house into a shop. The changes were a gradual process. The original shop traded as it was while the building work was underway next door.

The new design was a joint effort between Patrick and Jamie. Clancool were responsible for the new refrigeration and local tradespeople Laing's the local builders and Graham MacPherson the local electrician all had a part to play.

Finally in August 2016 the ten feet move from old to new took place and customers were welcomed into the new shop. Jamie said "the customers all love it and Mike Mustard loves it." In fact Mike loved it so much he doesn't want to leave.





The new shop is simply stunning. Refrigerated counters sweep around from left to right. There is a ready to eat counter, offering delicious deli foods such as pies, cheeses and cooked meat. Alongside this there is a lengthy separate fresh meat counter selling a wide variety of other meats and poultry. Everything is shown off to its absolute best and the invitations to spend burst out on you wherever you look.

Fresh locally grown fruit and vegetables and other farm shop products abound with the emphasis on locally sourced.

The range of stock is striking. Yes, there is the expected accompaniments but the vast array of speciality food items for sale would challenge Fortum and Masons. What's more Jamie quickly points out, everything is there because it sells.

The shop oozes quality but also has a magnetic like effect of infecting the customer with enthusiasm about the locally raised beef and lamb and coupled with all the ancillary items available here, creates the ability to turn every meal into a gourmet occasion. To put customers well and truly at ease there is even a self service coffee shop in what used to be a bedroom, with a view out into the back garden.

Business has really picked up since moving into the new shop with very regular locals and almost as regular, holiday let visitors. Mail Order is in its infancy but greater effort will be made there in time to come.

The shop provides employment for Jamie, Mike and Alan. Jamie's wife Alison spends a few hours every week looking after the ordering and replenishing of the dry goods.

Eight different varieties of burgers are made and 14 different link sausages. After the predictably best selling pork and beef sausages, the next most popular is their Cairngorm Sausage which combines local beef and lamb with ginger and mustard.











During the barbecue season burgers and sausages are firm favourites but there are other offerings such as Cajun chicken fillets and of course Alison has the shelves well stocked with interesting bbq sauces and marinades.

There is an attractive range of fresh fruit and vegetables which is restocked daily. Every effort is made to source all the shop's stock locally. Strawberries when in season come from Alvie, free range eggs from Allarburn, jams from Auchnahannet, ice cream from the Black Isle and even an impressive array of local gins.

The shop makes its own steak pies and is open 8.00am until 5.30pm Monday to Saturday with Saturday's remaining the busiest trading day. With its fantastic range of products the Balliefurth Farm shop is trying everything to attract customers.

For those who are visitors to Speyside this shop is a gastronomic bonus but Jamie sees the greatest challenge is to attract more locals in the door. He would like to entice younger customers to the shop and despite Nethy Bridge being a small village he believes that there are still some residents who have not been in to see the new farm shop.

A home delivery service is there as an option but for those who pass by and don't drop in, what a treat they are missing out on.









Federation Centenary (1918-2018)

On 26th July the Federation will have been incorporated for 100 years. The SFMTA Executive has debated what would be a suitable way to celebrate the first 100 years.

There was no support for a celebratory black tie dinner given that only a small percentage of the membership would be able to attend.

Instead all the membership will be able to take part in a special Centenary Free Prize Draw which it is hoped will give customers throughout our membership the opportunity to win major prizes. Details of this will be announced on 26th July and prize draw tickets will be distributed soon thereafter.

The Centenary Annual Meeting will be held in Glasgow on 18th November and a strong line up of guest speakers drawn from England, Ireland, Wales and Scotland has been arranged. Details of the speakers will also be announced on 26th July.

The Craft Butchers Training Awards, again sponsored by Quality Meat Scotland, will also be held at the Centenary Annual Meeting and members are asked to note the date since this will be an event not to be missed. Obviously much more in the August Newsletter.

Climate Change Bill Threat

Impact of a net zero target would be devastating for the livestock industry *(continued from front page)*

QMS Chairman Jim McLaren had the ear of the Cabinet Secretary at the Royal Highland Show.



Emissions from Scottish agriculture have already fallen by a large amount since 1990, he said. But while we are undoubtedly more efficient and have reduced our emissions per unit of production, Jim McLaren said the current "blunt instruments" for assessing emissions focus on measuring livestock numbers and fertiliser use and these are both markedly lower.

"I am urging the Scottish Government, before it pursues its desire to have the toughest Climate Change measures of any country in the world, to lead the world in developing a fit for purpose means of measuring emissions from agriculture, which recognises emissions per unit of production."

The transport sector measures emissions at the exhaust pipe of the vehicle, based on grams of CO2 per kilometre travelled. If the same system as is used for agriculture was applied to transport, we would simply be counting the number of cars, with no regard for their individual levels of pollution.

Mr McLaren said it was essential that a means of measurement which recognises emissions per unit of production is developed. There is a huge opportunity for Scotland to lead the world in developing a fit-for-purpose means of measuring emissions from agriculture. We have world-leading research institutions which would bring fantastic credibility to such work."

For Sale

Moorwood Vulcan Natural Gas Burner Hob & Oven
2 metre Serve Over Counter. No sensible offer refused.
Contact: Colin Hewitson on 07769686985

COLIN HEWITSON
WEIGHING & FOOD PROCESSING EXPERTISE
07769 686985
colinhewitson@dslmail.co.uk









SAVE THE DATE

Scottish Craft Butchers Trade Fair

Sunday 12 May 2019

Dewars Centre, Perth

SCOTTISH CRAFT BUTCHERS

Craft Butcher Social Media Presence
twitter.com/scocraftbutcher
facebook.com/scottishcraftbutchers/

Scottish Government Final Obesity Strategy

SFMTA is supportive of the Food and Drink Federation Scotland stance

David Thomson, CEO of FDF Scotland, said:

"Our food and drink members take their role in tackling obesity very seriously. They are limiting portion sizes, reformulating products and educating consumers about the food they eat. There has been a great deal of progress made and our members will continue to play their part.

"We are delighted that the Scottish Government has committed £200,000 to help small and medium-sized enterprises reformulate their products. FDF Scotland with the support of partners including Scottish Enterprise and Interface has helped to shape the support package available for companies.

"We are disappointed that the Scottish Government continues to talk about legislating to restrict food and drink promotions and advertising – especially since there is a real lack of evidence of effectiveness which will unfairly hit smaller Scottish businesses who use pricing and promotions to get shelf exposure.

"Instead of punishing Scottish businesses we would urge the Scottish Government to work in partnership with the food and drink manufacturing industry to make a real difference to the health of the Scottish people." **OR** "If the Scottish Government continues to press ahead with this we would urge them to work with industry to develop the best way of doing this. Any method needs to be simple for businesses of all sizes to implement and use information that is easily accessible to all - including retailers and caterers and of course consumers."

"Changing labelling requirements to be different in Scotland than the rest of the UK would be hugely complicated. This would create variations on labels across the UK – making it harder for consumers to understand, and for companies to package and distribute products. The Scottish Government needs to consult widely with industry before making any changes."

SPL Stockline Plastics Limited
Freephone : 0800 262015

Scottish Federation of Meat Traders Incorporated Assoc.

"1st for Plastics, 1st for Service, 1st for Quality"

Stockline Plastics Limited is proud to be associated with the Scottish Federation of Meat Trades.

Stockline Plastics Limited has been trading for over 45 years offering the best product at competitive prices.

We hold a wide variety of material in stock for cladding, chopping boards, machine guards, and fridge dividers.

We have from stock PVC, Polypropylene, Acrylic, Polycarbonate, Polyethylene and much much more.

If you are a member of the Scottish Federation of Meat Traders you are entitled to specials prices on our full range of products.

"Discover the Difference - Discover Stockline Plastics Limited"

Why not give us a try call now on 0800 262015.



Business Rates Review

SFMTA has raised concerns about the threat to the High Street that business rates create with John Scott MSP and he in turn as arranged a meeting for SFMTA on 1st August with Murdo Fraser MSP, Member for Mid Scotland & Fife (Scottish Conservatives), Shadow Cabinet Secretary for Finance.

This is an issue that Murdo Fraser has been doing a great deal of work on, specifically looking at the whole question of how business rates are currently structured. If SFMTA members have points that they would like to raise with Murdo Fraser, please contact SFMTA office.

Shortage of CO2 gas

Food Standards Scotland (FSS) is acutely aware of the serious difficulties the meat industry in Scotland is facing caused by the current shortage of the supply of food-grade CO2 gas.

FSS is working closely with affected slaughterhouse operators and meat industry representative bodies in order to secure business continuity. They have also said that that until normal supplies have resumed, CO2 with a purity of not less than 99% may be used in MAP products.



Edinburgh Butcher Celebrates 60th Anniversary with Four Shilling Mince

An award-winning Edinburgh butchers' business delighted its customers last month by offering a pound of Scotch Beef mince at 1958 prices, four shillings (20 pence), as part of a series of celebrations this month to mark its 60th anniversary.

A whopping 200lbs, just shy of 100kg, of mince was sold at Saunderson's Quality Family Butchers in Tollcross on Friday afternoon. John Saunderson, third generation butcher and current owner of Saunderson's, said: "We were delighted that starting our 60th anniversary celebrations by rolling back the price of mince to 1958, when it all started, proved so popular among our customers."

Saunderson's was founded in 1958 when W.G. Adams put his butcher's shop in Leven Street, Edinburgh up for sale. The shop manager back then, John (Jack) Saunderson seized the opportunity and founded the butchery dynasty which has faithfully served the Edinburgh community with top quality meat for the past six decades.

The business, which is celebrating with a month of special activities with customers and the local community, has been owned and operated by four generations of the same family. The festivities included open evenings to give customers a behind the counter look at the shop as well as the skill and craftmanship of the staff.

Innovation is still top of the agenda after 60 years, with Saunderson's working on plans to open pop-up shops in the offices around their Leven Street shop, bringing their butchers right to the customers with breakfast and steak packs on offer.

In a special tribute, retired butcher Mike Shaw re-joined the team behind the counter on Friday following his retirement in 2017 after working in the shop for 43 years. Mr Shaw was delighted to return to the shop to be part of the special celebrations.

"The butcher's shop in Tollcross is such a big part of my life so it's great to be able to celebrate with everyone and catch up with many of our regular customers," said Mr Shaw.

BritishCharcuterie.live
The home for British Charcuterie

Enter online at
https://www.britishcharcuterie.live/2018-british-charcuterie-awards

***What*: The British Charcuterie Awards 2018**
***Where*: The British Charcuterie Tent** at *BBC Countryfile Live*, Blenheim Palace
When: Thursday 2nd August 2018
Win: Recognition and exposure for your business

Hepatitis E - your common questions answered

By Martin D'Agostino - 04 May 2018

What is hepatitis E?

Hepatitis E produces inflammation of the liver, which is caused by infection with the Hepatitis E Virus (HEV). Hepatitis E can cause an acute and self-limiting infection and occasionally develops into acute, severe liver disease, which is fatal in about 2% of cases. HEV is widespread in Southeast Asia, Northern and Central Africa, India and Central America. The incubation period of HEV following exposure is approx 3-8 weeks.

Why is Hepatitis E an issue?

HEV is an important, yet extremely under-studied pathogen. In recent years, there has been a rise in the number of non-travel related infections in the UK. Public Health England reported that numbers of confirmed hepatitis E cases and infections increased significantly between 2010 and 2016. Infection is usually spread in one of three ways: by direct contact with infected animals, by consumption of contaminated food or water, or via an infected blood donor (less common). The human infectious dose is currently unknown.

What food is considered at risk?

Even though HEV is suspected to be primarily associated with pig liver products, new data suggests that almost all food categories can pose a risk of infection. The main source of HEV contamination is game meat and pork-associated products. Studies have shown that ready to eat vegetables and bivalve molluscs may also pose a risk of transmitting the virus.

How common is HEV in British pork?

Evidence indicates that HEV is widespread in the domestic pig population, and the virus has previously been detected in pork products. A study found that 92% of pigs in the UK were seropositive at the time of slaughter. 21% of these pigs were also RNA positive, indicating that the infection was recent and that the virus could still infect consumers. A study by DEFRA in 2012 reported that 10% of pork sausages purchased from UK retailers contained detectable HEV at the point of sale. However, it was noted that most of the samples were from the same batch and did not represent the situation across the UK.

How can you control HEV?

Pigs

One of the routes of HEV infection in pig herds is through feed and water supplies that have been contaminated with faeces from infected pigs. The majority of pigs get infected relatively early, which gives enough time for the infection to clear out of their system and not pose a further threat for human health. However, the individual pigs that are infectious at the time of slaughter could pose a risk through direct consumption as well as through cross contamination in the slaughterhouse. The handling of infected meat in butcheries and the use of meat from multiple sources in processed pork products are also contributing factors. There are no widely available cures for human HEV infection. A registered human vaccine is available in China, but this has not yet been approved in other countries. The body's immune response is currently the only other way to tackle the virus. Studies are also under way to investigate potential swine vaccines for controlling HEV infection in the herd and to reduce the potential for food contamination.

Factories / slaughterhouses

There is very limited information on the effectiveness of cleaning in food factories for HEV decontamination. Currently available studies agree that the food matrix provides a protective environment for the survival of the virus. The use of chlorine disinfection as an effective strategy to control HEV in water has been investigated with several authors reporting an average 2 log reductions, but this can be affected by organic load, temperature and water pH. When it comes to heat treatment of products, current data suggests HEV could survive heating to 71°C for at least 5 minutes but not 20 minutes in contaminated liver. However, further studies need to be carried out to thoroughly define the heat resistance profile.

In the home

Cooking is an important control for eliminating any pathogen from raw food products, but some viruses appear to be relatively heat stable and difficult to inactivate. The effect of heat on HEV during domestic cooking and manufacturing processes has not been fully investigated. When it comes to plant products, a washing step is essential. Bivalve molluscs and pork meat products should not be consumed raw or lightly cooked. Following the FSA advice from May 2017, "whole cuts of pork, pork products and offal should be thoroughly cooked until steaming hot throughout, the meat is no longer pink and juices run clear."

There is no standardised method for the detection or quantification of HEV and further research is needed.

IT'S MORE THAN A CUT OF MEAT, IT'S A CRAFT

SHOWCASE YOUR BUSINESS

ACT NOW

BUTCHERSHOPOFTHEYEAR.CO.UK
ENTRY DEADLINE:
MONDAY 23RD JULY



BUTCHER'S SHOP OF THE YEAR AWARDS 2018

FOR MORE INFORMATION PLEASE CONTACT:
REBECCA GEORGE
ON 01293 610422 OR
REBECCA.GEORGE@WRBM.COM
@MTJ_TWEET
#BUTCHERSSHOPAWARDS

Sponsored by

Butchers Sundries
DALZIEL Retail Butchery
HYBU CIG CYMRU
Lucas INGREDIENTS
middleton foods
SCOBIES DIRECT.com
Tican CHILLED

Butchers' Shop of the Year Awards 2018 entries open

The UK butchery industry's top competition is back for 2018 and entries are now being accepted. Brought to you by Meat Trades Journal, Butchers' Shop of the Year Awards will take place on 5 November and promises to go off with a bang.

There are 13 categories in this year's competition, including the six regional heats from which the Butchers' Shop of the Year overall winner will be chosen from. Other categories include Innovation of the Year, New Butchery Business of the Year and Online Butchery Business of the Year.

Deputy editor Aidan Fortune explained the benefits of entering this prestigious competition.

"Described by previous winners as the one everyone wants to win, the Butchers' Shop of the Year Awards are designed to showcase the very best of the UK butchery industry. As well as the pride in winning a category or even the top award at the competition, the publicity it generates for a business can result in a massive jump in footfall and sales.

"The changing face of the high street has meant that retailers have had to adapt, and that includes butchery businesses. Since its introduction as a category, Online Butchery Business has been a hotly-contested one with some fantastic entries, and with more butchers embracing online, we expect this year to be no different."

"Innovation of the Year is another category in which we see some fantastic ideas from butchery businesses, so if you've introduced anything new to your shop, this is the perfect time to shout about it!"

To enter, log on to **www.butchershopoftheyear.co.uk**.
The awards event will take place on 5 November at County Hall in Westminister.

This year's Butchers' Shop of the Year Awards are kindly sponsored by Butchers Sundries, Dalziel, Hybu Cig Cymru - Meat Promotion Wales, Lucas Ingredients, Middleton Foods, Scobies Direct and Tican Chilled.
For further information on the Butcher's Shop of the Year Awards, please contact Aidan Fortune on **aidan.fortune@wrbm.com** or 01293 610 222.



Who will succeed Bert Fowlie, Strichen as Scottish Butchers Shop of the Year?


MENU
Simon Howie




ROYAL
HIGHLAND
SHOW




olive bar




WELCOME TO
SCOTLAND'S
LARDER
Live!


FARM
Our Moray hill farm,
Home of our Highland,


BRIDGES




BRANDS YOU CAN TRUST


SCOTCH LAMB
SCOTCH BEEF


QMS
QUALITY MEAT SCOTLAND






Our farmers take great pride in
the quality of the beef, lamb
and pork they produce



For Sale





Family owned and managed island based local village licensed store with 7 figure turnover established over 40 years that includes a large retail / wholesale butchery department. Population of around 1500 with a catchment of over 10,000 within a 7 miles radius.

Fully equipped and well maintained freehold property included in the sale.

Richard Lewis for Scalloway Meat Company. Tel: 01595 880624

TPS (Scotland) Limited
Serving the Meat Industry

Easy to use brush-on marinades that add value and flavour

AVO

Coffee & Black Pepper
Tandoori
Chinese Plum
Texas Alabama
Garden Mint
Red Chilli
Rhodos
Tomato Salsa
Whisky & Black Pepper



Lemon Chilli & Ginger
Garlic Butter
Bombay
French Garlic
Honey & Mustard
4 Pepper
Spicy Mango
Spanish Herb Garlic
Bangkok
Red Onion

Call our helpful staff now on 0141 883 6260 for details or request a sample

TPS Scotland Ltd - Big Enough to Compete, Small Enough to Care

www.tps-scotland.co.uk

26 Kelvin Avenue, Hillington Park. Glasgow G52 4LT

Winner Announced in Schools Street Food Challenge



Pupils of Our Lady's RC High School pictures with Chef Gary McLean, Singer Saskia Eng, Butcher Stewart Collins and Moira Stalker, Skills Manager, FDF Scotland

The winner of an innovative "Butchery and Beyond" schools street food competition was announced on the Quality Meat Scotland (QMS), stand at the Royal Highland Show.

Our Lady's Royal Catholic High School, were crowned winners in the competition which saw teams of youngsters from three Scottish schools challenged by award-winning Scottish butcher, S Collins & Son, to create a new street food dish.

This initiative, set up in a partnership between QMS, the Food and Drink Federation Scotland, and Scotch Butchers Club Member, S Collins & Son, introduced the pupils to cooking with Scotch Beef, Scotch Lamb or Specially Selected Pork products.

In its second year, the competition further challenged pupils to work out costings for their product and create a marketing campaign with the aim of helping students and educators understand the variety of careers available across the food chain, the routes to access them and the skills required by employers.

The winners of the competition are: Tea Boyd, Ciaran Macintyre, Megan MacCrimmon and Elise Congalton from Our Lady's R.C. High School who created Spicy Pork Pinwheels.

The winners and runner's up were rewarded for their creativity and innovation with a performance from emerging local star Saskia Eng, who reached the knockout stages of ITV's The Voice UK this year. The young star wowed the crowd with her rendition of 'Proud Mary' by Tina Turner and 'Make Your Own Kind of Music' by Paloma Faith.

Jennifer Robertson, Health & Education Coordinator, QMS, said: "it's important for young people to gain an understanding of the care and attention to detail involved in the production of these quality ingredients."

Stewart Collins, Senior Partner, S Collins & Son said: Stewart Collins, Senior Partner, S Collins & Son, said: "We are delighted to have been involved in the Butchery and Beyond initiative and see the pupils showcase their skills with fantastic local produce.

''It is important to S Collins & Son that the next generation are aware of the variety of food and drink careers that are out there. I am also keen to also help youngsters understand the variety of high quality produce that is available on our door step," said Mr Collins

"We are committed to supporting the local community and this initiative has helped bring the school curriculum to life," he added.

Update on the Review of Meat Cutting Plants and Cold Stores

Food Standards Agency and Food Standards Scotland

Food Standards Agency (FSA) and Food Standards Scotland (FSS) have written to update industry on the UK-wide review of meat cutting plants and cold stores which they jointedly launched in March and the next steps that they will be taking.

They have now completed Phase One of the review, which includes:
☐ an analysis of the current state of this part of the industry

☐ a comparison of arrangements in place across the four countries involved (Scotland, Wales, Northern Ireland and England); and

☐ identification of potential emerging areas for improvement.

Key findings from Phase One form part of an update which is being provided to both FSS and the FSA Boards, as part of both organisation's commitments to open policy development. This paper has been published at **https://www.food.gov.uk/sites/default/files/media/document/Cutting%20Plants%20and%20Cold%20Stores%20Review%20-%20FSA%2018-06-08.pdf**

The review has now moved to Phase Two where they will carry out more detailed work to identify and assess options for improvement, develop recommendations, and a plan outlining how they could be delivered.

This is a key point in the review process where engagement with stakeholders will play a vital and significant role in helping to deliver appropriate, proportionate recommendations which are deliverable in practice.

An update on Phase Two of the review will be presented and discussed at FSS's next Board meeting on 22 August, and they will present a final report and recommendations in September 2018. FSA/FSS are aware that the timeline for this review is ambitious and therefore as proposals are being developed, they would welcome your support during this period should they seek your views on specific issues or areas.

Their aim is to present a range of recommendations in September which will both increase consumer confidence in the industry and improve the effectiveness of the regulatory system. Some of these recommendations could be suitable for implementation relatively quickly while others may require further development and consultation with the industry before being progressed.

FSA/FSS will keep you informed of progress as they move forward and would encourage share any views either through SFMTA or directly with FSS via email to our Chief Operating Officer, Ian McWatt ian.mcwatt@fss.scot

The key findings from the work of the review to date are:

• There is a comprehensive framework of legislation and guidance in place for FSA/FSS and Local Authority Competent Authorities but guidance focuses predominantly on hygiene issues, rather than durability; There is no specific guidance on checks that should be carried out on cold stores following their approval;

• The approval process for meat establishments is largely paper-based, and there is some evidence of inconsistency in training for officers carrying out approval assessments. There is some evidence from LAs of variable communications when establishments transition between FSA/FSS and LA approval responsibility;

• Feedback from FSA/FSS staff workshops indicates that communications between inspection and audit functions could be more consistent or coordinated;

• Although competency requirements for FSA/FSS, LA and service delivery partner officials is clearly documented, some of the training is outdated and focus is largely on slaughterhouses and game handling establishments rather than cutting plants

• Audits, assessments and inspections that measure against a wide range of private standards (including assurance schemes and supplier specifications) are a common method of industry assurance. Details of the type and number of the specific private standards that individual establishments are assessed against is not held by FSA or FSS. Industry assurance data relevant to establishments in the scope of this review is not routinely shared between regulators and those that set the private standards.

• The Food Law Code of Practice in each of the four countries provides a broadly consistent framework for LA delivery of food law official controls, although implementation varies according to the specific circumstances in each country

SFMTA Golf Day at Dundonald Links



Dundonald LINKS

SFMTA Singles Golf Competition
Wednesday 22nd August 2018

The West coast of Scotland is famous for its stunning championship links and Dundonald sits right up there alongside the very best of them.

Opened in 2003, this modern day classic links was inspired by the timeless architecture of the great Ayrshire links courses of Royal Troon, Prestwick and Western Gailes, all connected by the historic rail line.

Acclaimed architect, Kyle Phillips, also known for Kingsbarns and The Grove, intimated from the outset that it was his intention "to create a championship Ayrshire links that felt and played as though it was an old, rediscovered course." The course is featured in the Top 100 in UK and Ireland.

Dundonald Links is now recognised as one of Europe's "must play" links having played host to a number of professional and amateur tournaments, including pre-qualifying for the European Tour for four consecutive years and the Senior British Open Championship. **An Entry Form is enclosed**.

Butchers Set to Sizzle with Help from New BBQ Guide

With forecasters predicting the hottest June on record, Quality Meat Scotland is helping high street butchers make the most of barbecue season with the launch of a new guide for their customers.



The new publication, 'BBQ Ready – A Guide to Summer Eating', is packed with tantalising recipes using the best Scotch Beef, Scotch Lamb and Specially Selected Pork cuts. It has been issued to Scotch Butchers Club members across the UK and also highlights ideas for cooking outdoors this summer.

"Barbecues are great fun and a fantastic way to relax with friends outdoors and enjoy the 2018 exceptional Scottish sunshine outdoors," said Graeme Sharp, Marketing Executive, Quality Meat Scotland.

"Whether you're having a barbecue with friends and family or feeding the masses at a summer party, it's the perfect occasion to enjoy the great taste of Scotch Beef, Scotch Lamb and Specially Selected Pork."

He added: "We know the weather in Scotland can be unpredictable at best and while there is plenty of sunshine at the moment, we've made sure these recipes work just as well on the grill as they do on the barbecue.

"Our selection of suggestions for sauces and marinades will bring the flavours of summer to you even if the weather doesn't cooperate. And, by choosing to cook with the best quality assured beef, lamb and pork, consumers can take some of the uncertainty out of the end result."

The guide also features instructions about how to stay safe when cooking outdoors, with specific cooking times for different cuts of meat and cooking instructions designed to take the worry out of firing up the barbecue.

What would the best butcher in the world look like?

What would the best butcher in the world look like?
Motivational speaker Nigel Botterill addressed the Q Guild Business Conference in St Albans on 13 May and examined the above question.



Nigel gave an inspirational talk loaded with practical nuggets for those present to deploy in their own businesses. First part was printed in the June Newsletter.

It is not possible for you to become markedly more successful by becoming a better butcher in your case. It is the other stuff around that in particular about how you market your business and the way that you present your offering to your potential customers. Those are the things that have the potential to deliver a step change for your market. That responsibility is down to you.

Case Two: David Costa - Flowers Unlimited
David has rapidly accelerated the growth of his business. He wanted to know what would the best florist in the world look like. If he understood what that looked like he felt that he would have a chance to build. A good question and the success of businesses can be defined by the quality of questions that you ask.

What normally happens when someone orders flowers?
This is where you have to join the dots because I am now talking about florists to a bunch of butchers! If we work together then magical stuff might happen. There will be things in here that you will be able to take and deploy into your butcher business.

When I want to send some flowers to my mother in law, Linda. I ring the florist up, I place my order and the next thing that happens is the following day when the flowers arrive, I would get a call or a text from Linda saying oh Nige thank you for the flowers. That is broadly the process and in thousands of florists right across the country that is the established norm in that sector.

You all know what the established norm is in your sector is. People walk into your shops and they buy meat. You give them a nice friendly service and they walk out again. That is the norm but what would the best butcher in the world look like and what would the best florist in the world look like?

The first thing I get when I order the flowers is I get email confirmation of the order. I sent some flowers to my mother last year for her birthday, I do it every year and it is lovely because she always rings me up in the afternoon surprised that I have sent her flowers but I have done it for 30 years!

Last year I never got the call from my mother on her birthday, it didn't come and I thought it was a bit strange so I rang my mum up. She had not received any flowers but by now it was seven o clock at night.

The florists were shut but next morning I got on to the florist who confirmed that they were delivered at 12:30. 'No they weren't.' I asked where they



were delivered to?
80 Back Meadow. No that should have been 18, so these flowers were delivered to the completely wrong house. Sufficiently far away not to know who Mrs Botterill is.

An email confirmation would have sorted that out, so the best florist in the world would definitely send email confirmation. Maybe less relevant to butchers but what happens next?

Now the best florist in the world emails a photograph with the florist in the photo. He has changed his process in his room where his computer is and when he finishes making up the orders he has to go across and get his photo taken with the flowers.

It is then the florists job then to send this standard email to the person who has ordered the flowers. An email goes to the person who has ordered the flowers -'Hi Nigel, thanks for your order, we have taken a photo of the flowers that we have for Linda. The photo is attached, the order has been made up for you by Laura. We really appreciate your order, thanks ever so much.'

That is a nice thing to do but it is starting to take that relationship to a different level because I now have email confirmation and I would have spotted the address was wrong and they would have gone to my mum. Now I know that the flowers are going to get there. I know that it is happening, it is all under control and I have seen the lovely Laura who has made them up.

It is another little step building a relationship on the path to what the best florist in the world would look like. It is highly unusual, most florists wouldn't do that. Also what is important is that

this is an example of keeping up the communication after the transaction.
If I was going to open a butcher's shop in Solihull where I live, the one thing I would do because I know, there are lovely butchers shops in Solihull who do a really good job, but they are absolutely hopeless, useless, not even on the graph in terms of keeping up contact and communicating with customers until the customer comes into their shop. The second email all on the same day, is starting to build the communication.

David has a maroon van but with a very eye catching wrap around. When the van door is closed it looks like it is open, a really clever design that took a long time to get it right. It looks like you are looking into a van full of flowers. It is the same on the other side and the same on the back so that when you are driving behind it, it looks like the



doors are open and that you are looking at this van full of flowers.

So do you just put your name on a van or do you do something a bit thoughtful. We spent six weeks playing around to get it right. It costs a couple of grand to wrap a van but the vans last three years - he actually has six vans now, all wrapped like this.

He will tell you that one of his best marketing spends is the two grand across three years is less than £700 per year and most days he says he gets a phone call because his vans get noticed and your vehicles don't get noticed. They are just the same as every other van, nothing unusual or standing out. In terms of bringing customers into your shop instead of anywhere else that can make a big difference. So the best florist in the world would definitely have an eye catching van, and so would the best butcher.

The drivers of these vans are the guys who deliver the flowers. David wants people with a personality, with a little twinkle in their eye and most of his drivers are blokes in their early sixties who have retired from their main job who love going round Brighton and Sussex making people happy.

When you deliver flowers, even for a funeral, the aim is to make people happy. They wear ties and all have a maroon coloured uniform that matches the van. On their back pocket is their name and 'deliverer of happiness'. Again a little unusual.

Now as soon as the flowers are delivered by the best florist in the world, Danny delivers the flowers and before he can start his engine he has to send me, the customer who ordered them, that third email. I got confirmation of the order, a picture of the flowers and now a third email to let me know that the flowers have been delivered.

"Hi Nigel. Just to let you know, I delivered the flowers to Linda at 1.35pm today. Thank you ever so much for your order, we really appreciate it. Hope she loves them.
Danny, Deliverer of Happiness"

Now I know exactly what has happened to these flowers. I am now very sticky with this florist because they have made themselves different from every other florist.

As consumers we all have choice. I don't send that many flowers a year, maybe four or five times but this makes me sticky to him because I like this and no one else does this. Now I go out of my way to use him.

The same is true for butcher's businesses. People who buy meat from you don't buy all their mew from you because your relationship is not sticky enough. You have to find ways to make it sticky. It is not big massive things that make it sticky, it is little tiny things that connect that the big boys can't do.

What happens when Danny goes to the house to deliver the flowers and the person is not in? 45% of the time when they deliver flowers the person is not in. People are busy, so what does Danny do next?

This is an interesting one because obviously he finds a neighbour can take the flowers in. But how do we do this? What would the best florist in the world do? He can't just walk up the neighbour's path holding the flowers. Just imagine the neighbour comes to the door, sees Danny the Deliverer of Happiness standing holding the flowers but they are not for them! He has just become the Deliverer of Disappointment and that is not what the best florist in the world would do.

Danny has a process for this. When the person is not in, he has to go back to his van, he then has to find a door where there is somebody in. He knocks on the door and asks can you help me? I have some flowers for Linda who lives next door, she is not in what the moment but could I possibly leave them with you? Everybody says yes so Danny says that is fantastic can I just get them out of the van and he asks their name - Emma.

He scurries back down the path to the van but before he picks up the flowers he picks up two other things. One is a card, a greetings card with on the front 'Good Neighbour Award' and writes in it - To Emma, thank you for helping me out today, please accept this Good Neighbour Award. Love Danny Deliverer of Happiness.

PriceCardPro® FLEX



The ultimate printing solution for larger-scale labeling.

With PriceCardPro FLEX, store owners around the world are able to create batches of up to one hundred 140mm long labels at a time.

The longer-length card will accommodate all mandated nutritional information for individual products, such as allergens. This will give your customers confidence in their choice. The printed information is easy-to-read from a distance.

You can choose from a range of colour print ribbons or even combine colours to print your branding template in the first pass and product information in a different colour in the second.

The FLEX comes with a fully comprehensive three-year warranty including a hot-swap loaner. So, you will never be without your printer. You will also have full access to the PriceCardPro technical support team.

Bundle Includes:

- Flex - Price Card Pro Flex
- Price Card Pro Professional Software
- 1 White Ribbon
- 100 86 x 54 mm cards
- 100 140 x 54 mm cards
- Installation & Training
- 3 Year Warranty

Price

£1300.00 Ex. VAT

COLIN HEWITSON
WEIGHING & FOOD PROCESSING EXPERTISE
07769 686985
colinhewitson@dslmail.co.uk

He puts the card in an envelope with a little box of Thorntons chocolates. Eight chocolates. He walks back up the path with the flowers for Linda who lives next door and I have got these for you, thank you very much for helping me out.

Those cards do not get thrown away, some of those cards hang around for months because it is a Good Neighbour Award on a nice card. On the back of the card is the details of the florists, anyone coming into their kitchen is going to look at that card and see what it is about. Some of those cards get posted on Facebook and when you go to work next you tell everyone about this florist who delivered this card and the chocolates with the flowers for the lady next door. On the back cover of the greetings card is an offer and if you order any flowers in the next three months there is quite a sizeable discount for being a good neighbour. It is source of new orders because people want the service.

I get the email that says the flowers have been left with Emma at number 76. Linda gets a card saying that your flowers are with Emma at number 76. All these little things are building a relationship and they are building the best florist in the world.

When you get flowers you get a little sachet that you usually add straight in the vase. Not quite the worst thing you can do but pretty close. It is what everybody does because the sachet is in with the flowers. When you be the flowers they are in perfect condition. Those sachets of flower food but the best time to add them to the flowers is four days after you have delivered them but no one pays any attention to that because the writing on the sachet is so small.

What the best florist in the world would do would be not to deliver the flower food with the flowers. This gives another reason to communicate with the person who received the flowers. So what is put in place is, the day after the flowers have been delivered the florist sends an envelope second class.

In that envelope is the little sachet of food and a card that says Linda, we hope that you are enjoying the flowers that we sent to you last Thursday. They were made up by Laura, today is the day to add this flower food to the water to give them the best chance of looking fantastic for as long as possible. If you really want to preserve them as long as possible, just do a water change today, snip the end of all the stems to let the nutrients in and add the contents of the sachet. And here is a discount code, quite a sizeable discount (since there is a high margin on flowers) and nicely written if you liked the flowers, Laura who made them up for you would love it if you could leave a little review on this particular website here.

The reviews went from ten per month to getting ten reviews a day. The reason why? Because they personalised it, talked about the name of the florist and that picture with the flowers that was email to me was in this card as well.

You have this opportunity in your business because you have guys in your businesses who do amazing things with cutting and presenting meat. If your customers don't know who is doing it, you are missing an opportunity to get personal and build relationships. It is relationships that ensure the success of a business. That is all that we have done here with Flowers Unlimited and it has had a massive impact. They continue to offer value even after the sale has happened.

As an aside this has been the easiest thing that David has done to get the staff onside. Most people want to do lovely stuff like this, it is just that the businesses typically inhibit it and push it at them. The minute he started to talk to his team about doing this sort of thing they started to make it better, add things in. It was them that came up with the flower food idea.

The staff absolutely love this, his recruitment is no longer any kind of challenge for him at all because the word is out that every florist worth their salt would love to work at Flowers Unlimitrd because what they do is so markedly different. The florists take great pride in what they do but they are hidden from sight normally. No one knows who does the flowers and it is a thankless job almost. They have to take their fulfilment personally, they know that they do a good job but no one tells them that unless you work for Flowers Unlimited. In their case you are getting reviews every day telling Laura that she is a genius. It keeps pride in the business and the staff love the approach.

The whole team are always involved in hiring those drivers who are Deliverers of Happiness because the whole team recognise that they are the front face of the business and getting the right people on the vans is really important. They could do the job competently but if they have to be the right people with sparkle, personality and ability to make an impression memorable.

You can do the same process with a butcher's business. It is all about relationships, be unusual in the experience (not just the products), keep up communications after the transaction, serve them so that they remember and tell others.

Nigel was not suggesting that butchers don't serve their customers well but just not well enough right now. What we have done with the florist is elevate that to a completely different level. They think other guy first, innovate to add value.

handtmann

Ideas for the future.

THE IDEAL SOLUTION FOR SMALL SCALE PRODUCERS





Tel.: +44 (0) 1525 244440
Ireland Tel: +353 (0)1498 8080
Email: sales@handtmann.co.uk
Web: www.handtmann.co.uk



A Safe Pair of Hands



"That would be a fine shop for you" was the casual throw away line that a rep fired at Alan Jamieson in February last year. The rep had intended to be making a call in Fochabers but arrived to find that the butcher's shop had closed. Instead he was early for his regular call at David Brown's in Aberlour Main Street.

It was here that Alan Jamieson had been working for thirteen years and clearly someone thought it was time for him to start up on his own. Alan, from nearby Rothes, had started as an apprentice with Gordon McIntosh in Dufftown. He then worked for a couple of years in the boning hall at Rhinds in Elgin before moving on to work in Aberlour.









Although definitely not on his daily commute to work, Alan ended up looking at the Fochabers shop on his way home. He noted the contact details shown in the window and six days later had his offer for the lease accepted. He explained:- "I needed a change of scene. We found out about the shop at a late stage but the deal was quickly done and dusted. It was exciting but scary at the same time."

The shop had shut just over a fortnight before on 16 January and Alan continued:-
"You never know why it closed but the fact that it was appealed to me. I could make it mine. The shop being closed gave me a fresh start but with all the things you need to make a fresh start with.

After six weeks to strip out, rewire and refit the shop, it re-opened on Thursday 30 March 2017. The shop had a new look, much more open and spacious but the only piece of equipment that Alan felt necessary to invest in right away was a walk in chill. Two serve over counters were replaced towards the end of 2017 and these display 45 different trays every day.

One thing that everyone was pleased to see unchanged was the only ever present member of staff behind the counter. In with the bricks one could say, Shona had worked in this butchers shop for 21 years and was there when Alan opened. He continued:-



The shop had been very traditional and a subsequent owner had tried the opposite. Alan claims that his success comes though evolution not revolution, the format has constantly taken shape since he opened:-

"We are not here to re-invent the wheel but we balance traditional and contemporary quite well. That's a fine line.

"I am a perfectionist but I think that we have got it pretty right. You always have to keep on top of it because if you take your eye off the ball, standards drop. That is the one thing we will not do."

"I think Shona was surprised to see how pleased customers were to see that she was still here. For me starting a fresh with somebody who had good knowledge of the customers made a huge difference.

"We started sensibly. I am very confident but the one thing I didn't want to do here was stretch myself. I wanted a bigger pie counter but ignored it for the first three weeks just to get a firm handle on what we were actually doing. It just steadily progressed."



The shop picked up Spey fishing parties and kept building up trade until by midsummer Alan knew that he was going to need another pair of hands. Trade justified taking someone on and so Matthew started in November 2017. The 27 year old had ten years retail experience with the Co-op so Alan felt he could cope with being thrown in at the busiest time in the year:-

"If doesn't matter if you've been in the job for one or eleven months, your first Christmas is wild.

"Matthew mainly covered the counter on his first week and still does during busy times which frees me up on the bench, Matthew is picking up the job really well so far, he's going to make a great butcher."

Matthew and Shona are both currently working towards Modern Apprenticeships in Meat and Poultry Processing with Scottish Meat Training. Alan will be completing his Federation Diploma.

His wife Lesley does everything behind the scenes - the accounting side, as well as sourcing and merchandising goods that provide add on sales. Alan feels that she is the voice of reason with a customer's outlook on things and leaves the butchering side to him.

"It is good to have an objective opinion, I am learning that side. The counter and chill are mine but the front of counter is Lesley's domain. She has a good eye for seeing things."

One of her finds was a range from JD Seasonings in Wigan. Lesley had heard about this range through some of her friends slimming efforts. But they were only available to purchase online. When Lesley enquired if they could stock the product they were just in the process of producing some JD display stands so perfect timing. AJ Jamieson were the first Scottish retailer of JD Seasoning and they are proving to be very popular with the customers. Shona extolled the benefits:-

"They are very tasty. The good thing is that they are not branded slimming products. The shopping list is on the back and the instructions are in the inside. You cannot really go wrong."

The range now has almost 30 different meal ideas, sausage casseroles to tacos and cover all seasons. You can buy online but there is a minimum order and you would have to plan ahead whereas the JD range provides inspiration for Alan's customers.

"Winning an award for our steak pies made a huge difference. That was a fine thing for us to stamp our individuality on the shop. We followed that up with burger awards.

"Customers are pleased to see that we are picking up awards. These not only highlight our products but show consistency that the high standards are obviously being continued."









Deliveries are made locally within the village and surrounding areas when required, current customers include The Walled Garden in Fochabers and The Sunninghill Hotel in Elgin.

Supplies of beef and pork are sourced from Millers of Speyside, beef and lamb from Munro's in Dingwall, Chicken and bacon from KDI in Elgin and Dalziel, TPS and Dalesman for different seasonings. Scobies supplied the new corner counter display.

At AJ Jamieson's they treat everything seriously but everything is done with a smile on their faces. Alan said:-

"I love my job. You look forward to work, I couldn't imagine having a job that wouldn't want to go to. We are known to be always laughing and joking. There is always some form of mischief, you have a caper but you do the serious stuff. People comment if we are quiet."





The team of three behind the counter get on very well and Alan is involved in football as goalkeeper coach at Highland League club, Huntly.

His football career began playing in goal for junior sides Dufftown, Islavale (in Keith) and Lossiemouth United before moving into Highland League at Rothes and going on to coach at Lossiemouth for four years. The coaching was put on hold when Alan opened the shop but returned to Huntly at the turn of the year once the shop was established.

"Priority was the shop but I knew that I could always go back to it. Saturday is our busiest retail day. Thursday and Friday are busiest production days."

Experience gained from football coaching has been put to good use at the butchers, Alan explained:-

"Even as a coach you are part of the team, you win or lose with the team. Take one of us out and the machine will not work as well.

"We have got into a routine and we are quite good at adapting. We don't do nearly. Everything is bang on. I am lucky that Shona works that way, Matthew is quickly picking this up too which is fantastic"

Clearly Alan has combined his butchery and football coaching skills. The business is young but the former goalkeeper has proved a safe pair of hands for a business that had given up all attempts to stay in the game.



The Fochabers Sausage

This is a special invention inspired by a chef at Walled Garden Cafe. He arrived in the shop one day with a lucky bag of ingredients that he challenged Alan and Shona to combine in a special sausage for him.

After creating six options the Fochabers Sausage was selected. It has proved to be a hit both in the Walled Cafe and over the counter and has even made its way into the counter as specialised sausage rolls.

This will be one to look out for in the Scottish Craft Butchers' next Speciality Sausage Evaluation.

Investing in Butchers

The question everyone is asking this summer? Where can we get staff!

Whichever way one looks at it, the UK is very short of butchers. So the choices are: grow your own, dust off your knives and get stuck in or buy pre prepared meat.

This acute shortage of skilled butchers could affect businesses' bottom line through increased costs as wages escalate and quality butchers go to the highest bidder. If they haven't already started it is time businesses considered growing their own.

Scottish Meat Training can help - the Butchery Apprenticeship has been designed by butchers for butchers.

The apprentice job market in Scotland is highly competitive with companies all vying to recruit the best of the newcomers to the job market. This means that meat industry employers face stiff competition in order to be in the running for new recruits.

To assist you there is a dedicated recruitment site for apprentices where Butchers can advertise vacancies free of charge **www.apprenticeships.scot**. We also suggest putting a poster in your front window (we can supply these to you), put an advert of Facebook, Gumtree and Twitter. Check out other job adverts for help with wording and work out a competitive salary that is affordable to your business.

Below is a selection of vacancies currently advertised on **www.apprenticeships.scot**

Apprentice – Steeplejack K2 Specialist Services UK Ltd- Midlothian South
£10,400 - £21,000 pa (40 hours) MA Level 2
We are looking for motivated enthusiastic people looking to become a Steeplejack, and Working at height Specialist.

Apprentice – Hospitality Team Member KFC
£9,204 pa (30 hours) MA Level 2
Exciting opportunities to work either, front, middle or back of house! KFC are looking for an Apprentice Hospitality Team Member to join their team.

Apprentice – Chef Vintage Inns – Glover Arms
£6,552 pa (30 hours) MA Level 2
With pubs, bars and restaurants across the UK Mitchells and Butlers has apprenticeships as tasty as the food we serve. Every moment is a chance to prove yourself with plenty of room for progression. Join us and love every moment.

Apprentice – Gardiner National Trust for Scotland
£14,967 pa (39 hours) MA Level 2
If you love being outdoors, enjoy physical activity and don't mind getting your hands dirty, this could be apprenticeship for you!

Apprentice – Hospitality Dundee
£14,000 pa (40 hours) MA Level 2
Our candidates work in a partner company where they learn about and gain experience against a range of hotel operational areas.

The hourly starting rates for the above are £5.00, £5.90, £4.20, £7.38, £6.73

To find out more about starting apprentices contact:-
Claire Simpson, Training Co-ordinator, Scottish Meat Training, 8/10 Needless Road
PERTH PH2 0JW Tel: 01738 637785 Email: **claire@meattraining.net**

Meat Managers Hygiene & HACCP Course

The next course will be held on Thursday 20th September. Cost will be £250. Interested parties are asked to book a place with **claire@meattraining.net** or Tel: 01738 637885. Venue will be the Hilton Grosvenor, Edinburgh.

New Chapter for Scottish Pig Industry



Above: left to right Barry Robertson, Alan Clarke, Lady Claire Macdonald, Graham Young, Cabinet Secretary Fergus Ewing, Roderick Bruce, Andy McGowan, Philip Sleigh, Jen Waters.

An ambitious new strategy for the Scottish pig industry was launched at the Royal Highland Show.

The strategy has been developed with input from producers, processors and other stakeholders. It identifies three key qualities which describe how Scotland's pig sector would like to be perceived by 2030 – profitable, responsible and valued.

The strategy also includes an exciting ambition for the industry to double its value to £500 million by 2030, a target in line with that set by the Scotland Food & Drink Partnership's Ambition 2030 target to double food and drink turnover for the industry as a whole.

The strategy, which was officially launched by Fergus Ewing, Cabinet Secretary for Rural Economy and Connectivity, identifies 14 recommendations to achieve the 2030 targets, of which six are high priority.

These include the formation of an industry leadership group to drive and monitor progress; the development of collaborative and efficient supply chains; reviewing and building unique selling points for Specially Selected Pork; the use of market intelligence and prompt export certification to maximise carcase balance; reduce the use of antibiotics and zinc oxide; advance progress on eradicating disease and enhancing welfare.

"This is an exciting time for the Scottish pig industry," said Andy McGowan, Chief Executive of Scottish Pig Producers Ltd. "The pig sector in Scotland is characterised by family-run businesses and producers who are hugely committed to the industry. It also has a great deal to be proud of as a pioneer of animal health and welfare.

"The past few years have laid the foundations for us to capitalise on new market opportunities and so the time is right for the development of a clear strategy for the industry to unite behind."

"Food and drink is one of Scotland's success stories of recent years, thanks largely to a hardworking, collaborative sector, and of course having a world-renowned natural larder at its foundation," said Fergus Ewing, Cabinet Secretary for Rural Economy and Connectivity.

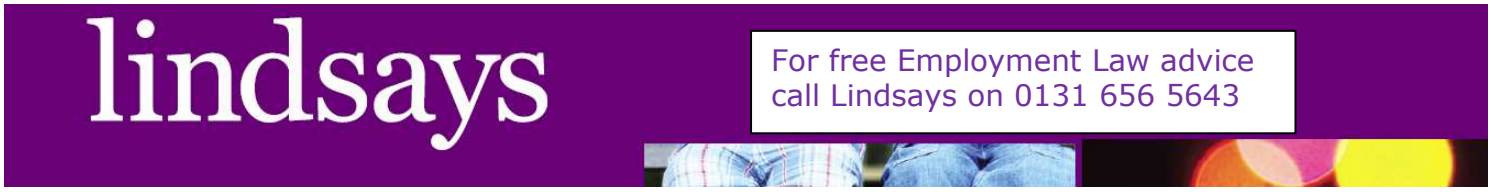
"Scotland's pork industry is an important part of that and is taking the initiative to launch a strategy which will maximise profitability in the industry in the coming years, whilst advancing welfare for the animals through the eradication of disease and promotion of best practice. Given the uncertainty caused by the impending impact of Brexit, having a clear plan in place for the industry is more important than ever."

Alan Clarke, Chief Executive of Quality Meat Scotland, added: "Scotland is only 25% self-sufficient in pigmeat which presents a huge opportunity for the industry. Our pig industry has a great track record of adopting innovation and embracing new technology and to meet the targets set by the strategy it is important that we continue to seek out opportunities to improve efficiently to maximise profit and continue to further underpin our health and welfare credentials.

"There is also a real opportunity for the industry to collectively throw its weight behind Specially Selected Pork when we launch a new marketing campaign behind it later this year. There is a clear opportunity for more of the pigs born here to be processed in Scotland and to achieve that we need to develop more collaborative supply chains."

New Member SFMTA

Welcome to Brian Henderson, Brian Henderson Family Butcher, 2 Hopefield Park, Bonnyrigg EH19 2NE
Tel: 0131 660 1923 Web: Family-butcher.com Email: **brianhendersonfamilybutcher@gmail.com**





Livestock Prices

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

BEEF PRICES	**W/E 16/06/18**	**Previous week**	**Previous year**
Scottish Abattoirs			
Steers dwt	386.8 p/kg	382.6 p/kg	378.8 p/kg
Heifers dwt	387.1 p/kg	386.6 p/kg	381.7 p/kg
Young Bulls dwt	372.7 p/kg	374.2 p/kg	368.3 p/kg
Numbers			
Steers	3578	4003	3754
Heifers	2258	2192	1916
Young Bulls	915	749	871
BEEF PRICES	**W/E 13/06/18**	**Previous week**	**Previous year**
Scottish Auctions			
Steers lwt	216.73 p/kg	218.67 p/kg	205.12 p/kg
Heifers lwt	220.75 p/kg	221.53 p/kg	215.45 p/kg
Young bulls lwt	177.22 p/kg	199.46 p/kg	194.83 p/kg
Numbers			
Steers	96	116	142
Heifers	182	181	192
Young bulls	20	11	12

Deadweight cattle week ending 16th June 2018								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	386.3	386.0	381.6	394.0	396.5	386.2	383.3	383.0
R	390.2	395.2	395.1	386.8	390.8	392.3	379.7	382.1
O+	379.8	390.0	390.3	369.0	390.7	383.3	358.3	375.9
-O	349.1	355.0	322.8	321.9	342.1	323.5	317.4	317.5

SHEEP PRICES		**W/E 13/06/18**	Previous week	Previous year
Scottish Auctions Prices				
New Season SQQ lwt		255.85 p/kg	257.44 p/kg	245.17 p/kg
Ewes lwt		£71.94 /hd	£81.09 /hd	£71.80 /hd
Scottish Auctions Numbers				
New Season SQQ		3083	1553	6343
Ewes		4465	2886	2674
SHEEP PRICES		**W/E 16/06/18**	Previous week	Previous year
GB Abattoirs				
New Season Lambs SQQ dwt		542.0 p/kg	549.3 p/kg	509.4 p/kg
Deadweight New Season Lamb week ending **16th June 2018** p/kg				
	U	550.0	550.1	538.7
	R	539.7	539.7	532.4
	O	520.5	522.3	521.5

PIG PRICES	**W/E 16/06/18**	Previous week	Previous year
GB Abattoirs			
Standard Pig Price (SPP)	150.07 p/kg	149.35 p/kg	161.91 p/kg

GB deadweight pigs SPP week ending **16th June 2018** – p/kg					
p/kg dwt	Method 1 and 2	Change	p/kg dwt	Method 1 and 2	Change
Up to 59.9 kg	132.22	-0.99	80.0 – 89.9 kg	150.59	+0.55
60.0 – 69.9 kg	149.48	+0.42	90 kg and over	147.97	+1.03
70-0 – 79.9 kg	151.24	+0.60			

Retail Prices for w/e 23/06/18

AVERAGE PRICES	SFMTA JUNE	SFMTA MAY	AHDB BR JUNE	AHDB BR MAY
SCOTCH BEEF				
Fillet Steak	4269	4236	3716	3716
Sirloin Steak	2915	2909	2201	2201
Rolled Rib Roast	2277	2271		
Popeseye Steak	1845	1840	1551	1551
Topside	1528	1510	1140	1041
Round / Rump Steak	1472	1459		
Shoulder Steak	1222	1215	950	918
Rolled Brisket	1147	1140		
Steak Mince	1073	1067	786	786
Boiling Beef Bone In	746	744		
DOMESTIC LAMB				
Whole Leg of Lamb	1399	1387	1136	1105
Centre Cut Leg Bone In	1562	1543		
Gigot Lamb Chops	1774	1774		
Lamb Leg Steaks	1804	1804	1610	1531
Chump Lamb Chops	1750	1750		
Double Loin Lamb Chops	1793	1790	1573	1581
Single Loin Lamb Chops	1650	1650	1512	1516
Rolled Shoulder Lamb	1251	1247		
Lamb Shanks	759	755		
Diced Lamb	1467	1467	1324	1268
Minced Lamb	1342	1342	1001	981
PORK				
Pork Tenderloin (Fillet)	1281	1281		
Pork Leg Steaks	1006	1006		
Double Loin Pork Chops	933	933	717	715
Single Loin Pork Chops	887	887		
Rolled Shoulder of Pork	775	775	549	549
Belly Pork	769	769		
Pork Loin Steaks	1059	1059	746	743
Diced Pork	861	861	641	642
PRODUCTS				
Beef Link Sausages	848	848		
Pork Link Sausages	861	861	584	588
Speciality Pork Sausages	883	883		
Sliced Beef Sausage	780	780		
Sliced Black Pudding	700	700		
Ball Haggis	788	788		
Scotch Pie	107	107		
Quarterpound Beefburger	119	119		
1lb Steak Ashette Pie	771	764		

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

SCOTWEIGH CONNECT



Integrated Scale System:

- Loyalty Schemes - Optional Mobile App
- Savings Clubs
- Christmas, Retail & Wholesale Ordering
- Customer Accounts & Management
- Staff Management - Clocking In/Out & Holidays
- Website Integration
- Real-time Reporting



VIEW & CONTROL YOUR SCOTWEIGH CONNECT SYSTEM FROM VIRTUALLY ANY DEVICE, ANYWHERE IN THE WORLD

01324 611 311
sales@scotweigh.co.uk

SCOTWEIGH