



Butcher shops at the forefront of the consumers mind! Will people keep buying local after lockdown?



There is no doubt that local independent butcher shops have seen a remarkable increase in trade over the last 12 weeks. This has now been confirmed by market analyst, Kantar Worldpanel who report a UK wide increase in red meat sales over the 12 weeks prior to the 17th May 2020.

While retail sales of beef increased by 26.9% across the UK compared with the same 12 weeks last year, independent butchers saw sales up by 49.1%, almost double the national average!

UK pork sales report an increase of 24.2% on the previous year, but the independent specialist butchers are up 48.4% on average.

Good weather in April and May contributed to strong barbeque sales. Burgers (up 51.6%) and Sausages (Up 47.4%) were at the forefront of increased sales in the 4 weeks up to the 17th May. All put together, independent retail butchers in the UK have benefitted from an estimated additional 300,000 shoppers.

A recent poll conducted by Barclaycard also returned interesting results. The research found that over half (57%) of shoppers now value traditional small shops more because of the pandemic. Interestingly, consumers intend to spend more with these shops when restrictions are lifted including butchers (27%) and farmers markets (23%).

Small food outlets seem to be, no longer, a residual shopping category. They appear to have become essential to local communities. Many consumers have realized that getting a delivery slot from >>>>

Inside this issue

Easing Lockdown	3
John Scott Meat Announcement	6
Protect Food Standards	8
Meat Industry Awards	11
CraftSkills Scotland Return.....	13
Allergens Training Toolkit	23
Quality Assured Brands	28

Special points of interest

- Retail price update
- Businesses for sale
- New member
- Golf Day Cancelled
- Market Report
- Changes to the job retention scheme

The Scottish Craft Butchers office in Perth is now closed following government guidelines. We hope to be open in July.

We will be available to our members to answer any queries via email or by mobile phone and will be available out of office hours for any members wanting to contact us.

Our contact details are below

Gordon King: - gking@sfmta.co.uk 07917524313

Bruce McCall: - bruce@sfmta.co.uk 07834490922



MRC GOLD SEAL OIL MARINADES

Developed with butchers, for butchers

Our biggest launch since 1976, this brand new range of oil marinades brings together flavours you know and love, alongside some MRC favourites, to create a range of 12 products designed to perform in the counter and at home, all made here in the UK.

- Save time & money with our easy pour, easy access tub with zero product waste
- High gloss, zero drip loss
- Free sample packs available to trial 6 flavours from the range
- 20% off the full range until 10th July 2020



MRC
GOLD SEAL



>>> a supermarket is more of a nuisance than a help. The multiples have lost the customer loyalty as a result. Small shops, such as butchers have set up reliable delivery services and gained customers who didn't use us or even know we existed. These new customers seem to appreciate the more personal service and less frantic shopping experience we offer.

The chance of a chat on the phone while placing an order, or for those who still go to shop on the premises, the conversations had over the counter will help. Even a simple "How are you today?" and "How is your family getting on?" are appreciated and do much to lift their spirits in these testing times, especially for those who live alone.

Further data from an IGD survey of 2000 shoppers found that specialist food shops, such as butchers, have been most popular with younger shoppers (18-24 year-olds) with older groups (65+) relying on delivery/online/ collection only services.

The return of out of home eating will undoubtedly have an affect on sales, especially in the younger category. Add to this that the supermarkets appear to be planning a price war, Tesco are reported to have held talks with their suppliers to launch a drive against the likes of Lidl and Aldi (Grocer magazine 23 June 2020) in anticipation of a coronavirus driven recession.

We would be foolish to think that this will not affect our members businesses.

We have a great opportunity to shore up what we are good at in the minds of the consumer while we have their undivided attention. Simple customer service tips can make a difference.

A retired butcher once informed me that the first thing we should do when we meet a new customer is to try to get them to use our first name, or the staff members first name, as quick as possible. The theory is that once the customer is comfortable using first names then they have made a connection and so will be less likely to go elsewhere.

Name badges on staff overalls could help to achieve this.

Let the customer know a little about your family as they will be genuinely interested.

Clear information on where you get your supplies from, the more local the better. This keeps the customer focused on the idea of shopping local and buying local means they are supporting local.

Whether you are an apprentice, an experience shop assistant or butcher, one thing is guaranteed, you will be selling something be it food, a product or a service. It's the manner in which that item is sold that is referred to as customer service. It is about creating a memorable experience that ensures the customer returns. There is a difference between "service" and "hospitality". Service is the technical delivery of a product. Customer orders it, they receive it in good condition and they pay a price for that. Nothing more, nothing less, just a process, reliable.

But hospitality is how a person feels when they receive a product, and in order to add feeling to a transaction you must make it personal and interactive.



Here is an example:- you are at the garage to collect your car after a service. You have completed the paperwork and the service attendant hands the car keys back to you and says, **"Thank you. Your car is just out in the car park, you know your vehicle registration number so it shouldn't be too hard to find. Who is next please?"** It is not an unreasonable instruction, it is not rude, but neither is it a nice way to end a transaction that may have cost several hundred pounds.

Add a little hospitality and the transaction may look something like this:- **"Ok that's the paperwork complete, thank you for choosing to have your car serviced with us, please follow me and I will show you to your car"**. The attendant walks you to your car, unlocks and opens the door for you, waits until you are comfortable before handing you the keys and says, **"Have a nice day and we look forward to looking after you again at your next service"**.

It really doesn't take too much extra effort to provide a little hospitality and that personal touch. It takes a little thought, pride and attention to detail. >>>>>

The same technique applies when answering the phone and following the basics of telephone etiquette.



1. The greeting- 'setting the tone'

- Acknowledge every caller within three rings in a friendly way (warm, genuine and personalized)
- Greet the caller with a smile and announce your name and business in a positive manner

2. Begin a "meaningful" transaction.

- Establish the caller's name and use it naturally throughout the conversation
- Establish the caller's needs with enthusiasm, confidence and a willingness to help – showing interest in the caller and their enquiry.
- Provide information with clarity (who, what, how and when).

3. Provide 'attentive and efficient' service

- Invite questions and ensure all requirements have been met and actively look for solutions if required.
- Listen attentively to understand and to avoid mistakes – confirm and repeat as you go.
- Be knowledgeable about your business, its products and people. Have critical information close to hand – significant names, prices and frequently asked questions.

4. Leave a 'great last impression'

- Ask the caller if there is anything else they need– ensuring caller satisfaction.
- Thank them, bringing a polite, professional and genuine end to the call
- Say goodbye and place the receiver down gently, after the caller has hung up.

To retain the new customers we have seen using our shops in the last few weeks and to be successful in a food-inspired customer service environment we can display the following in abundance:-


Enjoy making people happy.

Have a keen interest in our products.

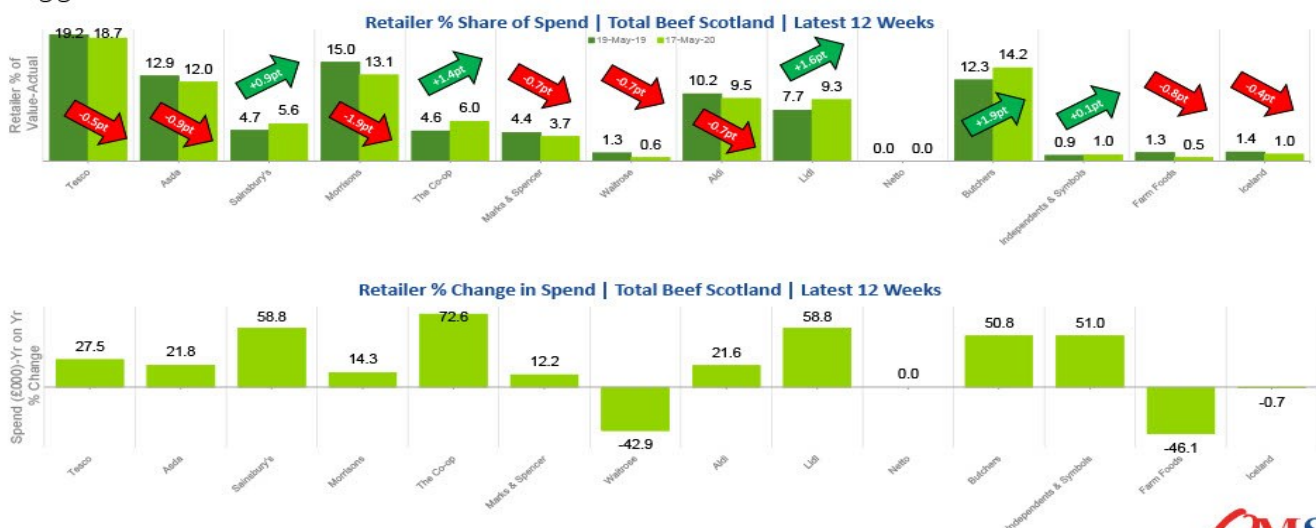
Take a pride in what we do.

Treat people as you would like to be treated.

Every day, we need to improve what we do and the way we do it.

 In the beef category in Scotland, Lidl is the biggest winner in value share... and butchers are now #2 retailer in beef!

The Co-op and Sainsbury's still see significant value share gains while Morrisons is the biggest loser in share.



Source: Kantar Worldpanel data total beef to w/e 17th May 2020 (please note: due to robustness of panel data, use as indication only)



New dates for easing lockdown – a summary

The First Minister has announced a range of dates over the next fortnight for the further unwinding of restrictions. Below is a summary of the headline points. We know some of you circulate these updates to your wider staff teams, so we have included changes related to personal activity, as well as changes relevant to your businesses.

Please note, as always, these are indicative dates. They may change and are provided at this stage to help with planning. Implementation is still to be confirmed before each date and changes are conditional on continued progress against the virus.

Please also note, there will be specific, detailed guidance for each activity referred to below.

From Monday 29 June

Indoor, non-essential, non-office workplaces can re-open subject to guidance (e.g. warehousing, lab & research facilities)

Street access retail can open (however, non-essential retail in shopping malls/centres will remain closed)

Outdoor markets can open, subject to guidance

Outdoor sports areas/playgrounds/public gardens can open

From Friday 3 July

Travel beyond your local area for leisure allowed

Self-catering accommodation (without shared facilities) to open and second homes accessible

From Monday 6 July

Outdoor areas of hospitality (e.g. pubs & restaurants) can open, subject to physical distancing measures.

From Friday 10 July

Extended groups can meet outdoors, subject to distancing

Up to three households can meet together indoors, subject to distancing

From Monday 13 July

Outdoor contact sports for under 18's can start

Dental practices can re-open for limited procedures

Non-essential retail within shopping centres/malls can re-open

From Wednesday 15 July

Indoor areas of hospitality can re-open, subject to physical distancing

Childcare providers (nurseries) can re-open

All accommodation providers (e.g. hotels, B&B's, camping & caravan parks) can re-open

Hairdressers can re-open

Museums, cinemas, galleries etc can re-open

What will happen to the rest of Phase 3?

At the three-weekly review scheduled for Thursday 9 July, we are likely to get advice on the introduction of other elements of Phase 3. This will include an update on the following, with the working presumption of no changes until 23 July at the earliest:

Opening of non-essential offices and call centres (but working from home will remain the default for some time)

Phased/blended return to teaching at universities and colleges

Opening of places of worship

There is also likely to be an update on the timelines for outdoor and indoor events and the opening of indoor entertainment venues (nightclubs, theatres, music venues).

Two metre rule review

A reminder that this review is ongoing and we may hear next Thursday 2 July, of any changes to the physical distancing rules in Scotland. This will be ahead of the indicative re-opening dates for hospitality set out above.



John Scott Meat Acquires Trade and Assets of A.P.Jess (Paisley)

John Scott Meat is pleased to announce it has purchased the shareholding of A P Jess Ltd in Sandyford Abattoir (Paisley) Ltd and the assets and goodwill of A P Jess Paisley.



As of 26th June, Sandyford Abattoir and Sandyford Hides & Skins at Sandyford Road, Paisley are fully owned and controlled by Jamie Scott and Hazel Scott. The combination of the site in Scotland as well as the distribution depot in Basildon, Essex makes John Scott Meat one of the largest family owned meat processors with a slaughtering capacity of 500 cattle and 2000 sheep per week and over 100 employees.

The focus of John Scott Meat has always been to fulfil the demands and individual specifications of its customers. This was the foundation of the business 51 years ago and will continue as the business develops.



Hazel Scott

Hazel Scott said "When David and Allan Jess approached us with their offer to retire from their positions at Sandyford Abattoir to allow them to continue with their other business interests. It fell in at the right time for us to continue with our plans for expansion to keep up with an ever growing demand. The acquisition of the adjacent premises with its boning facility will allow us to increase our production to supply more of our premium boxed meat to existing customers as well as expanding our customer base and we are very much looking forward to forging new and strong relationships with existing A P Jess customers."



Jamie Scott

Jamie Scott added "We supply the best beef and lamb sourced direct from our own farmer groups. This gives us complete control over the process from producer, abattoir and processing, right through to delivery of both hanging beef/lamb and boxed beef in our own John Scott Meat refrigerated vehicles. We also offer a full range of slaughter services from contract and private kill, all through our BRC approved plant at Paisley."



John Scott

The Scott family pride themselves on having eight generations still producing prime beef cattle and sheep on the same land at Thirdpart and Barr Farms. Jamie's sons, John & James currently manage the farm with John splitting his time between the farm and John Scott Meat.

Jason Ward said “Strong relations are a key component of our business today. We always go the extra mile to ensure the customer is satisfied, when it’s your family business, we take extra pride in the job at hand”.



Jason Ward
Grandson of founder, John
Scott

“I joined the trade straight from school and started at the bottom as the offal boy, over time I learned to cut down beef, then selecting beef for customers and skip forward 7 years, I am here today selling it. With the extra capacity now available, we are keen to hear from new and existing customers. Our vast delivery network covers wide areas of the country and we’re always open to new areas”

The Scott Family will continue to maintain the finest quality product and service which our customers know and expect when buying from John Scott Meat.

John Scott Meat | Sandyford Road | Paisley | Scotland | PA3 4HP

For any enquiries please call our sales team on:

0141 889 3205

0141 889 8891

0141 889 0881

Keep up to date by visiting our social media pages

Facebook: <https://www.facebook.com/johnscottmeat>

Instagram: <https://www.instagram.com/johnscottmeat>

Twitter: <https://twitter.com/johnscottmeat>





Farmers urge UK government to protect food standards in post-Brexit trade bill

Farmers, environmentalists and consumer groups are pressing the government to honour its manifesto pledge not to undermine food standards with low-quality imports in a post-Brexit trade policy.

A coalition of organisations, led by the National Farmers Union, failed to secure amendments in the Commons to the agriculture bill last week to protect UK farmers and producers from lower-quality imports from countries like the US.

Imports that are of particular concern to UK farmers and producers include US poultry products, including chlorinated chicken, eggs and hormone-injected beef.

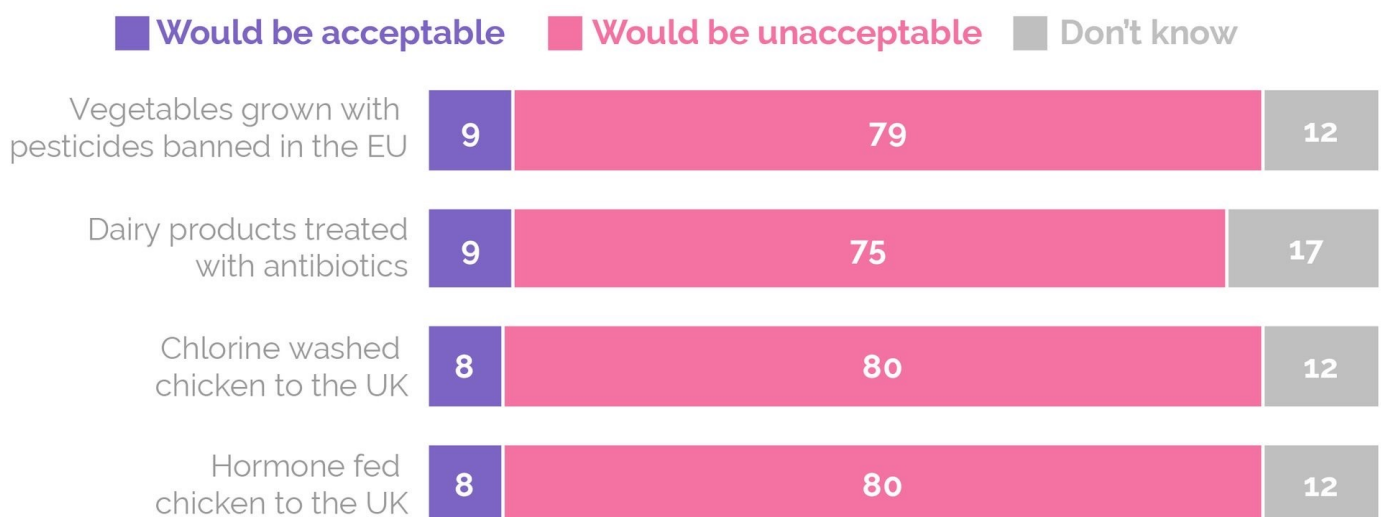
As the bill moves to the Lords for a second reading, the NFU and environmental and consumer groups say they want the government to ensure that any future trade policy ensures that goods imported under a free trade agreement are produced to as high or higher standards of animal welfare, environmental protection, food hygiene and plant health, as are currently applied under UK law.

The NFU is calling for a Trade, Food and Farming Standards Commission to review policy and develop solutions to promote free trade while holding all food imports to the UK's high food standards.

MPs said last week, as they rejected amendments in the agriculture bill, that the standards of imported food were a matter for the trade bill, which has just begun its passage through parliament.

Are Brits willing to accept lower-quality imports from the US?

Thinking about a future trade deal with the United States, the USA are likely to ask for Britain to make some changes to our rules, quotas or tariffs to make American imports to Britain easier and in exchange Britain will ask for the USA to make changes to their rules, quotas or tariffs to make British exports to the USA easier. Below are some changes that people have suggested that the USA might ask for, in each case, please say whether you think it would or would not be acceptable as part of a trade deal with the USA? (% who said "Allowing imports of..")





NFU Scotland Comment on Brexit extension

Since the outcome of the EU referendum in 2016, NFU Scotland has consistently argued that agriculture can flourish outside the EU, if it is enabled to operate under favourable trade, immigration and support policies. Together with the other UK farming unions, we have set out six clear tests for the UK Government in its negotiations with the EU – that it must:

- Avoid a 'no deal' outcome and any short-term political and economic turmoil**
- Ensure as free trade in agri-food goods as possible with the EU**
- Gain more regulatory control and discretion over UK/Scottish farm practices**
- Maintain access to the seasonal and permanent workforce required by Scottish and UK food supply chains**
- Ensure international trade (imports) fully aligns with domestic production standards**
- Implement new agricultural policy that supports farmers and crofters as food producers, improves productivity and resilience, and properly rewards the delivery of public goods – including climate actions**

NFU Scotland President Andrew McCornick said: “It is vital for the agriculture, food and drink industries that the deal negotiated with the EU before the end of the year meets all these key tests. As the crisis with Covid-19 has illustrated, most firms in this vital sector simply do not have the capacity to prepare for a chaotic change in EU trading arrangements.

“The UK government has made it clear that it will not entertain an extension. While an extension to the transition would be better than no deal at the end of the year, it is practically impossible to see circumstances where the UK Government will accept this as an outcome.

“So in order for a deal with the EU to be done and for these tests to be met, we need a step change in engagement from the UK Government and a recognition that much still has to be done.

“Domestically, commonly agreed frameworks are also required in order to avoid regulatory divergence between devolved nations and to preserve the integrity of UK internal market.

“Brexit remains a bigger threat to much of the farming, food and drink industry than the current Covid-19 crisis. We must start to see real progress in the trade talks in the time that remains.”



Food standards petition

We have been asked by NFUS to share this petition with our members.....

“Do you want the food you eat to continue to be produced to the world leading standards you have come to expect, even in the toughest global circumstances?

The UK Government has the opportunity right now to put into law rules that prevent food being imported to the UK which is produced in ways that would be illegal here. Here at Countryside we champion food, farming and rural life, supporting the farming families who are proud to produce our nation's tasty, high quality and affordable food. But they are only able to do this if they can compete fairly with the rest of world. Sign our food standards petition and ask the UK Government to ensure all food imports are produced to the same high standards as British farmers.”

<https://www.countrysideonline.co.uk/back-british-farming/back-british-farming-our-latest-activity/food-standards-petition/>

Avery Berkel

AVERY SCALES XT: Power at your finger



Introducing the new family of XT Series weighing scales:
XTs, XTi and XTx

Faster, smarter, and better for the environment than ever before

Touchscreen for simple, fast and accurate operator input

Full customer-facing screens for powerful adverts and promotions

Retailer focussed operation modes: receipt, cash control, counter-labelling or pre pack labelling

MXBusiness software compatible for easy product management and business reporting



Velocity Business Management Software

Velocity allows you to effectively manage your retail and wholesale businesses via a simple user interface designed with you in mind

Scale Integration

The Velocity software integrates seamlessly with the Avery Berkel range of retail scales, managing the full range of data available to be imported and exported from the scales.

Retail

An ideal solution for farm shops and retail outlets: all of the scale data can be managed from one central location and each transaction gets automatically collected by the system ready for reporting.

Stock control allows the user to know exactly their stock position in real time as items are sold.



Wholesale

Velocity supplies a complete order processing workflow: from order entry through to order processing, invoicing and dispatch.

The completed orders are collected automatically from the scale waiting for printing and dispatch. A single click of the mouse will group a set of invoices together into a dispatch note and print all associated paperwork ready to be sent out for delivery.

Each customer account can be configured with its own individual price list; the price lists provide a powerful mechanism for calculating alternative prices. The pricing may be a simple alternative price or based on a percentage of the standard cost or selling price.

Reporting

For retail and wholesale users the system provides powerful reporting capabilities producing:

- Customer Account Statements
- Profit and Loss
- Invoices
- Orders
- Delivery Notes
- Product Sales
- Tax Liabilities
- Price Lists

And many more.

Every report can be exported into PDF, Excel and Word Formats.

Additional custom reports are available on request.



COLIN HEWITSON
WEIGHING & FOOD PROCESSING EXPERTISE

A COMPLETE PRICE SIGN SOLUTION

- Durable, waterproof and hygienic price signs
- Price signs printed directly in seconds
- Transform your counter
- Professionally printed counter price signs
- After gens, in gradients, sales messages, special offers and display to your customers
- Various sizes of price signs and ribbon colours available
- Easy, straightforward installation
- Can be used as a stand alone price sign printer



LOYALTY PROGRAMME

Everything you need to run your own points-based loyalty scheme on your scales

SAVINGS CLUB

Add Christmas savings club to customers' loyalty cards - automatically send updates

MARKETING CENTRE

Emails & text marketing. Vouchers & promotions. Send relevant offers to the right customers based on past activity

BANDSAWS



MEDOC BANDSAWS Stainless steel and sealed to IP 65 water protection level. Each machine can be washed with pressure. Automatic blade tensioning. Extending blade life. Thickness plate. Half sliding table (standard) or product pusher (optional order) & detachable blade cleaners



BIZERBA

REX TECHNOLOGIES



Easily programmed through the friendly touch screen control panel

Fold away hopper, allowing easy loading without the need for steps

New holding device for perfect result when filling into natural or artificial casings

Also suitable for straight filling

VACUUM PACKERS

Table Top T Range



Mobile M Range



from TURBOVAC

We also supply pouches

BLUE SEAL OVENS

Blue Seal



E32D4 ON THE SK32 STAND

Full Size Digital Electric Convection Oven on a Stainless Steel Stand

RATIONAL OVENS



Used by many of Scotland's Premier Butchers

THIS MUST BE SEEN

Ring now for a demo!

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Meat Industry Awards 2020 changes presentations for 2020

This year's Meat Management Industry Awards will change its ceremony and award presentation arrangements to an online event to take account of the ongoing impact of Covid-19.

Publisher of Meat Management, Graham Yandell commented: "For some time we have been monitoring the ongoing situation in relation to the Covid-19 problem and its potential impact on the Meat Awards Ceremony this year.

"The judging of nearly one thousand products took place over a full week at the end of March utilising an experienced team of home economists and judges with our head judge Keith Fisher of the IoM heading up proceedings. All the major supermarkets and most of the major manufacturers participated, supplying products across 10 categories in the hope of becoming a winner, a finalist, or receiving highly commended status. Reader voting for all other categories was also completed."

Yandell added that the organisers are also mindful of the restrictions most supermarkets and food manufacturers still have in place when it comes to its employees and others attending 'outside' meetings or events. "We know that large social gatherings are a concern for everyone at this time," he added, "and of course anything that is organised has to conform to social distancing requirements and advice on public assembly at indoor venues.



"To ensure we can still recognise the best products, people and services this year without further delay we will be investing very substantially to create an innovative, online awards ceremony that will still be credible, interesting and that will involve all our stakeholders in a positive way. It will include excellent branding for our partners and provide everyone with the prestige and benefits of participation involving a very wide industry audience. We do expect the physical ceremony to return next year for the 2021 Awards."

Uniquely this year the full ceremony will also be available on demand after it has first been broadcast in September, further widening its appeal and its reach to the marketplace. All winners will still be sent their coveted MM awards trophy and certificates to display with pride.

Because of ongoing restrictions and logistical problems organisers confirm that the Young Manager of the Year category and Britain's Best Butchers Shop category will take a gap year, with normal service resumed in 2021. Otherwise all usual categories will be recognised including the Excellence Award, which is presented to an individual who has made an outstanding contribution to the UK meat industry.

Yandell concluded: "We will keep everyone informed about developments, including the actual event broadcast date in September. The Awards ceremony may be different this year but in the circumstances we believe everyone would prefer a different approach and we are very excited about the format and film / stage set being used. As always we strive for excellence and quality."

Guide to re-opening and scaling up over the rest of Phase 2 and early Phase 3. Indicative dates: confirmation subject to relevant evidence reviews and phase criteria being met. Not all detail is shown below. Please refer to any relevant guidance.

Monday 29 June	Phase 2 - Indicative Dates	Phase 3 - Indicative Dates	Phase 3 - Advice on dates at 9 July Review (unlikely to be before 23 July)
Indoor (non-office) workplaces resume once relevant guidance is implemented. Includes: factories, warehouses, labs and research facilities. Excludes: indoor workplaces due to open in Phase 3 (e.g. non-essential offices and call-centres).	Travel distance restriction relaxed - 3 July	People can meet in extended groups outdoors (with physical distancing) - 10 July	Non-essential offices and call centres can re-open following implementation of relevant guidance (including on physical distancing). Working from home and working flexibly remain the default
Street-access retail can re-open once guidance is implemented. Interiors of shopping centres/malls remain closed for non-essential shops until Phase 3.	Self-catering accommodation and second homes (without shared facilities) permitted - 3 July	Households can meet indoors with up to a maximum of two other households (with physical distancing) - 10 July	Universities and colleges - phased return with blended model of remote learning and limited on campus learning where a priority. Public health measures (including physical distancing) in place.
Outdoor markets can re-open once guidance is implemented.	Outdoor hospitality (subject to physical distancing rules and public health advice) - 6 July	Organised outdoor contact sports can resume for children and young people (subject to guidance) - 13 July	Places of worship can re-open for congregational services, communal prayer and contemplation with physical distancing and limited numbers.
Relaxation on restrictions on housing moves.		All dental practices begin to see registered patients for non-aerosol routine care. Work will begin to return aerosol generating procedures to practice safely - 13 July	Easing of restrictions on attendance at funerals, marriages, civil partnerships, with physical distancing (limited numbers).
Outdoor sports courts can re-open.		Increasing capacity within community optometry practices for emergency and essential eye care - 13 July	Following will be subject to further public health advice:
Playgrounds can re-open.		Non-essential shops inside shopping centres can re-open (following guidance and with physical distancing) - 13 July	Live events (outdoors) - with physical distancing and restricted numbers.
Registration offices open for high priority tasks.		All holiday accommodation permitted (following relevant guidance) - 15 July	Live events (indoors) - with physical distancing and restricted numbers.
Marriages & civil partnerships allowed with minimal attendees - outdoors only.		Indoor hospitality (subject to physical distancing rules and public health advice) - 15 July	Indoor gyms - with physical distancing.
Zoos and garden attractions can open for local access only (broadly within 5 miles) in this phase.		Hairdressers and barbers - with enhanced hygiene measures - 15 July	Other personal retail services - with enhanced hygiene measures.
		Museums, galleries, cinemas, monuments, libraries - with physical distancing and other measures (e.g. ticketing in advance) - 15 July	Other indoor entertainment venues (e.g. nightclubs, bingo, theatres, music venues).
		All childcare providers can open subject to individual provider arrangements - 15 July	

Public services continue to scale up and re-open safely

Schools: 11 August: Schools should be preparing for children to be able to return to school full time in August (conditional upon ongoing scientific and health advice). This date may fall in Phase 3 or Phase 4, depending on broader progress. The blended model of schooling remains a contingency plan.

Shielding: The changes set out here do not apply to people who have been advised to shield. Their advice is to continue to shield until 31 July, although outdoor exercise and meeting people from another household in groups of up to 8 people is allowed, provided people follow strict physical distancing. We will continue to review the evidence leading up to 31 July and will continue to refine the advice as and when clinicians recommend it. By 31 July we will have put in place a new approach to shielding that will support people to make more individual decisions based on an understanding of their own risk profile and what matters to them, rather than blanket advice for the whole population.



Obituary: John Gilmour

Everyone at the Scottish Federation of Meat Traders are saddened to hear of the passing of John Gilmour from J Gilmour & Co Ltd from Macmerry.

His father and uncle John had set up a butchery business in 1946 after returning from war-time service with the RAF. John left school at 15 in order to join the family business in East Lothian.

He quickly learned the skills and became a Master Butcher. Importantly he also proved to be a very able buyer of cattle for the family business. While buying trips were integral to the business, John also expanded the butchery business by building up a successful company of catering butchers supplying high quality meat to some of the finest restaurants and hotels throughout the UK.

While building his extensive knowledge of the red meat industry and ensuring he had created a strong company, John still found time to create a secondary

business when he started the Belhaven Aberdeen Angus herd.

As a young man, John had played off a handicap of two in East Lothian and more recently he and Teena had enjoyed many a day on the local golf courses.

John is survived by his wife Teena, his daughter Rebecca and sons Daniel and Simon; his grandson Samuel and a new granddaughter Charlotte, born on 26 March this year.

John Gilmour, Master Butcher and businessman. Born: 29 March 1952 in Prestonpans. Died: 21 March 2020 at The Manor House, Belhaven



Delivery of Modern Apprenticeships post Lockdown.

Our training assessors will return to work on Wednesday 1st July.

In anticipation of being able to travel to shops and businesses, subject to guidance, from phase 3 on the 9th of July (**please refer to the guide on the opposite page**), the team will be calling round to make appointments.

To enable us to deliver a quality qualification we must be able to assess the trainees in the workplace.

However, due to ongoing restrictions on travel, it may be in some cases that remote assessments using video conferencing or facetime calls may be more practical. Your assessor will discuss this when they call to make appointments.

SDS have indicated that all current contract compliance conditions are to be met ie that employers, trainees, and training providers have to sign all paperwork for it to be valid.

As you can imagine this provides the team at Craftskills Scotland with difficulties in delivering the many qualifications. In the cases of remote assessments it may be possible for the signatures to be replaced by simple confirmation e-mails from the candidate and their employer.

Things will need to change from the way they were before. However, we are confident that we can find ways to suit all those involved.

The safety of our apprentices, other staff, assessors and employers is our first priority!

In discussion with all employers, staff and apprentices we will agree the protocol required for each business.

- What PPE would Craftskills Scotland staff require to ensure safe visits?
- Which employers will permit access?
 - What remote assessments could be possible? What format?
- How engaged would trainees and employers be in remote assessments?
- How will social distancing affect face to face assessments?
- How do we safely get all the signatures required on the documentation?

A massive thanks to our Modern Apprentices who are working tirelessly to ensure that fresh produce is available for their customers.

The effort from our butchers, counter assistants, production processors, delivery drivers and employers has been amazing!

Keep up the good work and our team look forward to seeing you all soon!!

If you have any questions on the above, please e-mail gking@sfmta.co.uk or bruce@sfmta.co.uk



Women in Meat Industry Awards 2020 open for nominations

Scottish Craft Butchers and the wider industry can now nominate candidates for the annual Women in Meat Industry Awards.

Designed to recognise the vitally important contributions that women make to the meat sector, the Women In Meat Industry Awards is a unique initiative driven by nominations and votes. In addition, an expert judging panel will then select an overall Meat Business woman of the Year recipient which is presented to one of the 'other' category winners.

Categories

Meat Business Woman Award: Foodservice
Meat Business Woman Award: Retailing
Meat Business Woman Award: Manufacturing / Processing
Meat Business Woman Award: Craft Butchery
Meat Business Woman Award: Trade Body
Meat Business Woman Award: Wholesaling
Meat Business Woman Award: Industry Supplier
Meat Business Woman Award: Training & Education
The Rising Star Award
Meat Business Woman of the Year Award



Speaking at last year's awards dinner and presentation ceremony, the winner of the Meat Business Woman of the Year Lucianne Allen of Aubrey Allen said: "I really had no idea that I would be in the running for something like this. It was a tough line up and there are some great people out there.

"I'm utterly thrilled and somewhat overwhelmed. The more female talent we can bring into the industry the better and if this spurs more people to come into our industry so much the better."

Commenting on this year and the new nomination process, Meat Management publisher, Graham Yandell said: "Given the impact of the pandemic it seems even more poignant to recognise the wide ranging and important contribution made by women to the success of the UK meat industry. This is what our awards are all about."

The dedicated website is now open for nominations which are then followed with voting for the finalists.
Our deadline for nominations is 6th July.

Yandell added: "It's full steam ahead with finding our finalists and winners. However, we also appreciate the current situation with Covid-19 may have left some sponsors, partners and businesses uncertain as to whether the Women in Meat Industry Awards Ceremony will take place this autumn as scheduled.

"I can say that plans are already well progressed, but of course right now we are simply unable to answer that question with total certainty. However, the organising team continues to plan towards and is looking forward to staging another successful event, and naturally we will continue to monitor Government guidelines and advice, and adapt accordingly."

The voting response from previous years has been phenomenal, with almost 7,000 votes cast in 2019 and given the impact of the virus on every sector of the meat industry, organisers hope that nominations and votes will be maintained at that level. Key workers and management teams have all played a tremendous part in keeping the nation and their businesses running.

Yandell concluded: "If you have a colleague, manager, chief executive, butcher or anyone you'd like to see acknowledged for their contribution then get voting at www.womeninmeatawards.com



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Hope you have all been staying safe.

As we start to come out of lockdown, I am looking to kickstart my business and hopefully yours as well.

I have worked with many butchers over the years and am looking to do images for your **website and social media** usage to increase your customer awareness. I have budgets to suit everyone, Butchers in my folio include, Alan Pirie [Angus], Frank Yorke [Dundee] and John Kennedy [Ayrshire]. Please feel free to call me on **07760275062** or email

info@roncathrophotography.co.uk



SCOTTISH
CRAFT BUTCHERS



Did you know?

All our logos are exclusively available to our members to use in their own publications and promotional material.

We can send them to you in any format you need.

Call Bruce on 01738 637472





A SCOTTISH CRAFT BUTCHER who has been at the heart of Haddington for more than half a century has hung up his apron for the last time.

Colin Peat has served customers from the business on the town's Court Street since he was just a teenager.

On May 30, he shut up shop for the last time but not before a huge number of people visited Colin D Peat to wish him well in his retirement. The 66-year-old decided at the beginning of the year that he would bid farewell to the shop where he has worked since 1969, alongside his dad, also called Colin.

Starting out at just 15 years of age, Colin took over the running of the shop after his dad passed away in July 1986.

Among his customers was the late Clarissa Dickson Wright, who was famous as one half of the BBC TV show *Two Fat Ladies*, alongside Jennifer Paterson.

Clarissa, who died in 2014, walked into the shop one day looking for him to supply the meat for her restaurant at Lennoxlove House, on the outskirts of the town.

The father-of-two is looking forward to spending more time with his children, Kevin, who lives at Gairloch, and Karin, who lives in Ipswich, as well as the garden at his Haddington home.

We wish Colin well and hope he has a long, successful and happy retirement

Fully Funded Apprenticeships. Spaces available now!



Craft Skills Scotland are the wholly owned subsidiary of Scottish Craft Butchers.

We have fully funded places available on the Modern Apprenticeship program. We offer Apprenticeships in the following sectors of the food industry:-

Meat and Poultry skills SCQF level 5 and 6

Food sales and service skills SCQF level 5

Production and Processing Skills SCQF level 5

Brewing Skills SCQF level 5

Distribution Skills SCQF level 5

Supply Chain Skills SCQF level 6

Food Manufacturing Excellence SCQF level 5 and 6

Livestock Market Droving Skills SCQF level 5



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Linking a website to our scale system allows you to get easy daily picking lists, manage how much of each product you want to sell on the website, and plan order collections & deliveries.



The above website is an example of what we have produced for other butchers

This website was created and launched just after the UK entered the COVID-19 lockdown to enable this butcher's shop to easily take and manage their customer's orders

This allowed their team to focus on their butchery instead of answering phone calls from customers all day

WHAT OUR CUSTOMERS HAVE TO SAY ABOUT WEBSITE INTEGRATION

"Now more than ever I'm aware of how good the system is, after having our website designed & integrated by Scotweigh"

- Patricks of Camelon

"The system lets me keep on top of orders without losing my mind"

- R Brown & Son

"Using the Scotweigh Connect scales with our website saved us a lot of hassle and frustration"

- Fergusons of Airdrie

"This integration has allowed us to move the business forward, website integration to the Scotweigh Connect system is a superb facility"

- S Collins & Son

01324 611 311
sales@scotweigh.co.uk

SCOTWEIGH

2020 Regional meetings & Product Competitions Dates for your diary.

2020 Beef Sausage and Black Pudding Championship! Both competitions kindly sponsored by Dalesman.

The Beef Sausage & Black Pudding championship judging will now take place at the venues below while the regional meetings take place.

Meetings start at 7.15pm till 9.00 pm.



Date	Presentation Area & Venue
Monday 14 th September	Carfraemill Hotel, Scottish Borders South East Scotland Region
Tuesday 15 th September	Glynhill Hotel, Renfrew PA4 8XB West of Scotland Region South West of Scotland Region
Wednesday 16 th September	Laichmoray Hotel, Elgin North of Scotland Region
Thursday 17 th September	Dewars Centre, Perth East of Scotland Region

Current rates see full information at:- <https://www.gov.uk/national-minimum-wage-rates>

These rates are for the **National Living Wage** and the **National Minimum Wage**. The rates change every **April**.

Year	25 and over	21 to 24	18 to 20	Under 18	Apprentice
April 2019 (current rate)	£8.21	£7.70	£6.15	£4.35	£3.90
April 2020	£8.72	£8.20	£6.45	£4.55	£4.15

[Apprentices](#) are entitled to the apprentice rate if they're either:

- aged under 19
- aged 19 or over and in the first year of their apprenticeship

[Apprentices](#) are entitled to the minimum wage for their age if they both:

- are aged 19 or over
- have completed the first year of their apprenticeship

TPS MONTHLY NEWS

"Big Enough to Compete,
Small Enough
to Care"



Issue 9 - July 2020

NEW from



Japanese Sesame Sauce.

George says, "A truly cracking sweet and nutty sauce, ideal as a stir-fry with bell peppers and pineapples, or serve the sauce as a dip with your breaded chicken products".



How to make Sesame Chicken stir-fry
is on our recipe channel at
tps-scotland.co.uk

Want something different? Salmon Sausages & Burgers

"Think" more food shop than butcher and diversify
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Order any 4 sauces
of Honey & Mustard/
Black Bean Sauce
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range and received
a free boning knife.

Limited to
one per
order in
July.





Our girl
turns 30!

Dael

from the telesales team had to cancel her birthday bash due to the COVID-19 restrictions, however the whole TPS team surprised her with a get together in the back yard; the first time we have all been back together since the middle of march.

We wish everyone of our customers who have had a recent birthday all the very best



GEORGE'S BLOG

Are "Veganists" sane?



See what George has to say about the letter he received from a Vegan lobby group. Check out his blog at tps-scotland.co.uk

George is the founder and Managing Director of TPS; a time served butcher with over 25 years of sales experience in the meat trade.



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www.tps-scotland.co.uk

Design & print by www.barkdesign.co.uk

Changes to the coronavirus job retention scheme (furlough leave)

HMRC have now published guidance on changes to the furlough leave scheme from the 1st of July.

Only employers who have already furloughed staff will be able to use the scheme from this date, with numbers who can be furloughed limited to the maximum number already claimed for in an earlier claim period.

To be eligible after 1st July, employees must already have been furloughed for the minimum period of three weeks at any point between 1st March and 30th June. This means the deadline for furloughing staff for the first time was the 10th June.

This deadline won't however apply to staff who started a period of family leave before the 10th June and return subsequently, though their employer must have furloughed at least some staff by the 10th of June.

Businesses will be able to place employees on **"flexible furlough"** from the 1st of July, on any pattern of shifts and claim for unworked time under the furlough scheme.

The minimum three week furlough scheme will no longer apply, but claims must be for a minimum of one week and claims must not overlap months.

Employers must keep a record of flexible furlough, including how they calculated what time is worked and what time is furlough leave. This will be by reference to employees' usual hours, using a calculation based on whether employees have fixed or variable hours.

The updated guides include worked examples, but the process is complex. Any time actually worked must be paid at the employees' usual contractual rate.

Furlough time will be at the 80% rate until the scheme ends on 31 October, but government support will be tapered as follows:

From 1 August, employers will have to pay employer NICs and auto-enrolment pension contributions, with the government continuing to pay 80% of wages up to the £2,500 cap.

From 1 September, employers will also have to pay 10% of wages, with the government paying 70% (capped at £2,187.50).

From 1 October, employers will have to pay 20% of wages, with the government paying 60% (capped at £1,875).

**If you have any equipment you would like to advertise in this newsletter,
please send us a photo and description to bruce@sfmta.co.uk or
gking@sfmta.co.uk**



Food Standards Scotland training tool helps local authorities and industry cater to consumers with food allergies

Food Standards Scotland has developed a new online training tool to improve awareness about food allergens in manufacturing and catering settings.

The tool, primarily intended for local authority Authorised Officers and those working in the food industry in Scotland, comprises six modules and covers:

Legal requirements when selling food containing allergens

Physical reactions when people with allergies are exposed to allergens

Areas where allergens can impact in manufacturing and catering (factory) settings

Food labelling guidelines

Food composition

Providing consumers with allergen information

Food Standards Scotland's Senior Enforcement Manager, Dr Lynsey Scullion, said:

"Allergic reactions caused by food can be very serious so it is important for businesses to be aware of their legal responsibilities when it comes to preparing and selling food that contains allergens.

"Our latest consumer survey shows one in every 10 households in Scotland has at least one person with a food allergy. Consumers with an allergy have reported that it is easier to find out information about allergens in food when making purchases in supermarkets rather than when eating outside of the home, for example takeaways, cafes and restaurants.

"This free allergen training tool will help businesses understand what they need to do in order to cater for consumers with food allergies and intolerances safely."

Successful completion of the training carries a maximum value of three hours (core activity) for the Royal Environmental Health Institute of Scotland (REHIS) Continuing Professional Development (CPD) scheme.

It has also been designed so that progress can be saved and returned to at a later stage, allowing users to learn at their own pace and take advantage of any available training time.

Karen Keeley, Director of Professional Development at REHIS, said:

"REHIS welcomes Food Standards Scotland's allergen training tool as an addition to our growing suite of CPD resources for current and aspiring Environmental Health Officers (EHOs) and Food Safety Officers (FSOs) in Scotland.

"Bringing greater awareness and understanding around food allergens will undoubtedly assist Officers in supporting businesses in the supply of safe food, contributing towards protecting public health."

Chris Seyfried, Environmental Health Officer - Food & Business Group at West Dunbartonshire Council, said:

"Food Standards Scotland's allergen training tool is a fantastic resource for business and EHO colleagues to use in order to ensure compliance with current allergen legislation.

"The tool format is accessible, split into several different modules which can be printed and digested in your own time. At the end of each module there is a multiple choice quiz that will help to consolidate any learning from the module and consider how it would apply to practice.

"During these difficult times, when training is rather thin on the ground, the tool is a great resource for those working towards or holding REHIS Chartered EHO status."

For more information about this training, please contact website@fss.scot or visit

<https://www.foodstandards.gov.scot/business-and-industry/safety-and-regulation/food-allergies-2/online-allergy-training>

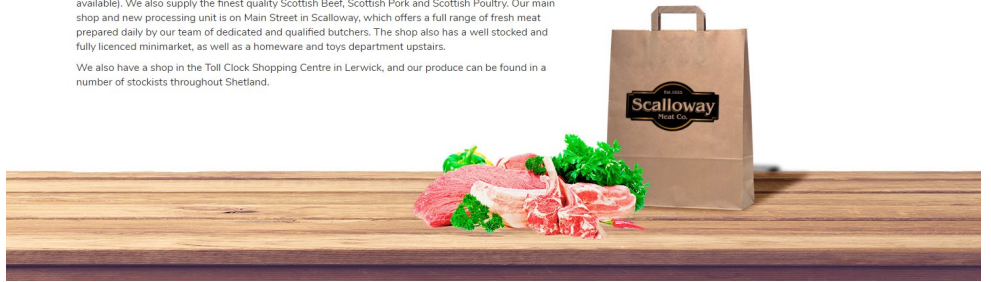
BUSINESS FOR SALE



ABOUT OUR BUTCHER

The Scalloway Meat Company is one of Shetland's most popular butchers, with a wide range of high quality Shetland reared meat including Shetland Beef, Shetland Lamb and Shetland Pork (when available). We also supply the finest quality Scottish Beef, Scottish Pork and Scottish Poultry. Our main shop and new processing unit is on Main Street in Scalloway, which offers a full range of fresh meat prepared daily by our team of dedicated and qualified butchers. The shop also has a well stocked and fully licenced minimarket, as well as a homeware and toys department upstairs.

We also have a shop in the Toll Clock Shopping Centre in Lerwick, and our produce can be found in a number of stockists throughout Shetland.



SCALLOWAY MEAT COMPANY LIMITED

Due to proposed retirement, the wholesale / retail butchery and grocery business of Scalloway Meat Company, which has been operating for nearly 100 years and is now the only retail butcher in Lerwick is offered for sale. Both leased retail unit in Lerwick and the main freehold premises in Scalloway, which includes the licensed grocer, ATM, lottery, toys and fancy goods and main butchery are included in the sale as is the recently refurbished meat processing unit as well as our pie production and cooked products unit which is next to the shop.

For more information contact mail@scallowaymeat.co.uk



We need your help with the average price reporting!



The average price report has been updated this month but we have lost a number of regular contributors. If you can help us with this we would really appreciate your input to allow us to give the members a better reflection of the average retail prices each month.

Please e-mail Bruce McCall and he will let you have the information to allow you to contribute:- Bruce@sfmta.co.uk

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FDF SCOTLAND RESPONSE TO THE SCOTTISH GOVERNMENT ANNOUNCEMENT ON THE RESTRICTING FOODS PROMOTIONS BILL

The Scottish Government has announced, in an answer to a written Scottish Parliamentary Question, that they no longer plan to introduce the Restricting Foods Promotions Bill in this Parliament. They have cited the economic impact of coronavirus as the reason it makes it impossible to go ahead at the current time. It is possible this issue could return after the Scottish Parliament elections in May 2021.

David Thomson, CEO of Food and Drink Federation (FDF) Scotland, said:

“We welcome the announcement that the Scottish Government will not bring forward legislation to restrict the promotions of food and drink products.

“The Scottish Government has listened to FDF Scotland and our members’ concerns that these proposals would have had a devastating economic impact on smaller Scottish food businesses, who sell the majority of their products in Scotland.

“Our food and drink manufacturers are facing increasingly difficult times due to the impact of the coronavirus crisis, as well as the uncertainty around the UK’s future trade deals with the EU and further afield. We call on the Scottish Government to continue to work with us to ensure our vital sector is supported to recover and prosper into the future.

“Our members take their role in improving the health of the Scottish people seriously and will continue to play their part. FDF Scotland’s Reformulation Project Manager, funded by the Scottish Government, is helping small to medium-sized food companies to make their products healthier.”

Scottish Pig Producers Benefit from Firm Prices

Scottish pig producers continue to benefit from firm farmgate prices around 10% higher than a year ago, according to the latest market commentary by Quality Meat Scotland (QMS).

Producer prices have also been remarkably stable throughout 2020. However, this firmness in the domestic market has not been repeated elsewhere.

“European pig farmers are typically seeing prices 7-8% lower than this time year with larger falls reported from Brazil, the USA, Canada,” said Stuart Ashworth, Director of Economics Services with QMS.

“As a result, UK pig producers are getting a price well above the EU average which is in sharp contrast to the position at this time last year when the UK price was, unusually, lower than the EU average when quoted in Euro.”

According to Mr Ashworth, the general firmness in the UK market has been achieved despite slaughter statistics showing a small increase in both the numbers slaughtered over the first third of the year and increased prime pig carcase weights.

“Market firmness has been helped by firm retail demand particularly for bacon and sausages, although the market for pork roasts has been more challenging,” said Mr Ashworth.

“Market sentiment has also been helped by continuing firm demand from China and reduced imports,” he added.

Looking at the major pig meat exporting countries, all have reported considerable growth in exports to China despite the Coronavirus outbreak.

“The European Union, for example, reported exports to China in the first quarter of 2020 75% higher than the same period last year,” said Mr Ashworth.

“Similarly, and despite trade tensions between China and the USA, the US reported exports to China in the first quarter of the year nearly five-fold higher than a year earlier,” he commented.

The longer-term effects of African Swine Fever in China are expected to result in continued firm demand from China for pig meat well into 2021. However, according to Mr Ashworth, recent indications are that import prices paid may not remain as firm as they currently are as Chinese producer prices, although about double the levels of a year ago, have fallen more than 20% over the past quarter.

As attention once again turns to Brexit negotiations, the importance of global trade patterns and access to markets is a key area of concern for the sector.

“The UK has published its new import tariffs to apply from January 1 2021 and they include import tariffs on pork and pork products,” said Mr Ashworth.

“With no indication of any new quotas in the document, this would mean that all pig meat imports from the EU, and elsewhere, would face import tariffs unless negotiated otherwise,” he added.

The European Union report that, historically, around 20% of EU pig meat exports come to the UK making the UK the second most important export market for the EU, although growth in trade with China has reduced the importance of the UK market to Europe more recently. In the same way, the EU is an important export market for the UK; as is the Chinese market.

“While import tariffs would offer some protection to producer prices, without tariff-free access to export markets for cuts less popular in the UK, the benefit would be less robust,” said Mr Ashworth.

According to Mr Ashworth, tariffs are only one part of trade terms and conditions, of equal importance are the non-tariff barriers. These can include, for example, abattoir operating standards, the level microbiological and medicine residues and border control inspections.

“As the UK exits the EU, it will bring current EU food safety and hygiene standards into UK law maintaining the status quo,” said Mr Ashworth.

“However, when the UK then enters into trade negotiations with the EU and other countries, concerns have been raised that the UK may revise the non-tariff barriers to trade with the potential for imports from third countries that are produced to lower standards than are currently applied in the UK.



“An example in the pig sector is the use of growth stimulant ractopamine in the US pig sector, which, in turn, could compromise our trading position with the EU and other countries,” he added.

The implications of trade disruptions can be considerable not only for the pig sector but also for the cattle and sheep sectors.



“Historically, agreeing the terms and conditions of trade take considerable time to negotiate and inevitably involve compromise,” said Mr Ashworth.

“However, that compromise should not result in the high standards of animal welfare and food safety demanded of Scottish producers being compromised by relaxation of non-tariff barriers to trade,” he concluded.



A young farmer from Aberdeenshire has picked up a top prize after winning Quality Meat Scotland's 'Farm Kid Diaries' competition.

Logan Cameron (9) from Corse of Kinnoir farm near Huntly submitted three videos as part of the Farm Kid Diaries video series initiative, one of which was the highest viewed video, reaching over 10 thousand people.

The Farm Kids Diaries initiative, which was launched in May, aimed to connect country kids with their city counterparts whilst supporting home schooling during lockdown, has received over 120 thousand views.

Logan took part by sending in videos showcasing his sheep, cattle and horses on his farm and covering topics from calving to cropping and planting.

He was surprised to be presented with his prize, £50 of Amazon vouchers, when judge Kate Rowell, QMS Chair, Zoom called him during QMS's Virtual Highland 2020 to announce the good news.

“Many congratulations to Logan on winning the top prize,” said Mrs Rowell.

“We received fifteen fantastic videos, featuring children from farms across Scotland as part of this initiative. Logan was therefore up against really stiff competition, so his win is a great achievement and he should be extremely proud of himself.

“What struck me most about Logan's video was that he did a great job of showcasing and explaining what happens on his farm, how animals are reared to the highest of welfare standards and where our food comes from, providing a valuable and fun resource for parents to use with their families.”

Logan said he was absolutely over the moon to have won the competition.

“I had great fun recording these videos with my mum and dad because I absolutely love working on the farm,”

Due to the success of the series, it has now been extended to include children whose families own a butcher's shop and these videos are available to view on QMS's social media channels.



Quality Assured Scotch Brands Must be Protected in Post Brexit Deals

It is essential that the Scottish red meat industry is provided with concrete assurances that our world-renowned, whole-chain assured brands - Scotch Beef PGI, Scotch Lamb PGI and Specially Selected Pork – will not be undercut by imported products produced to lower welfare and environmental standards, post-Brexit, says Quality Meat Scotland (QMS) Chair, Kate Rowell.

Since 1996, Scotch Beef and Scotch Lamb have held the coveted European Protected Geographical Indication (PGI) status. Meanwhile, the Specially Selected Pork label ensures high welfare standards in pork production, with the Scottish SPCA inspecting each farm annually.

“Scotland pioneered the way for whole-of-life and whole-of-supply chain quality assurance meaning that the farm, the haulier, the auction mart, the feed merchant and the processor are all quality assured to high-quality production methods.

“When you buy Scotch Beef, Scotch Lamb and Specially Selected Pork, you can rest assured that you are buying a premium product, produced within one of the highest quality farm assurance schemes in the world where animal welfare and wellbeing are of paramount importance with traceability from farm to fork,” said Mrs Rowell.

According to recent survey by UNISON/Savanta ComRes more than four-fifths (81%) of the British public have concerns about meat quality standards being relaxed post-Brexit, and, with the recent food production amendments to the Agriculture Bill being defeated, many producers fear that their world-class product will be undercut with imports that don’t adhere to the same standards.

“During an early Agriculture Public Bill Committee oral evidence hearing, QMS voiced concerns regarding imports entering our country which are produced to lower welfare and sustainability standards and the disastrous effect this would have on the Scottish red meat industry.

“When the issue returned to the agenda in May, a proposed amendment to the Agriculture Bill failed in the House of Commons. This amendment proposed that any trade agreement which allowed the import of agri-food products produced to lower standards than UK producers should not be ratified,” said Mrs Rowell.

“In the debate, the Government Minister indicated that the amendment was not required given that current EU law will be brought into UK law at the end of the transition period, meaning that if a product is currently ineligible for import, this will continue to be the case in the future. It is believed that, if the amendment had passed, it could have left the UK open to challenge at the World Trade Organisation (WTO).

Welcome to our new members!

SCOTTISH
CRAFT BUTCHERS



Meet the Meat

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.scot

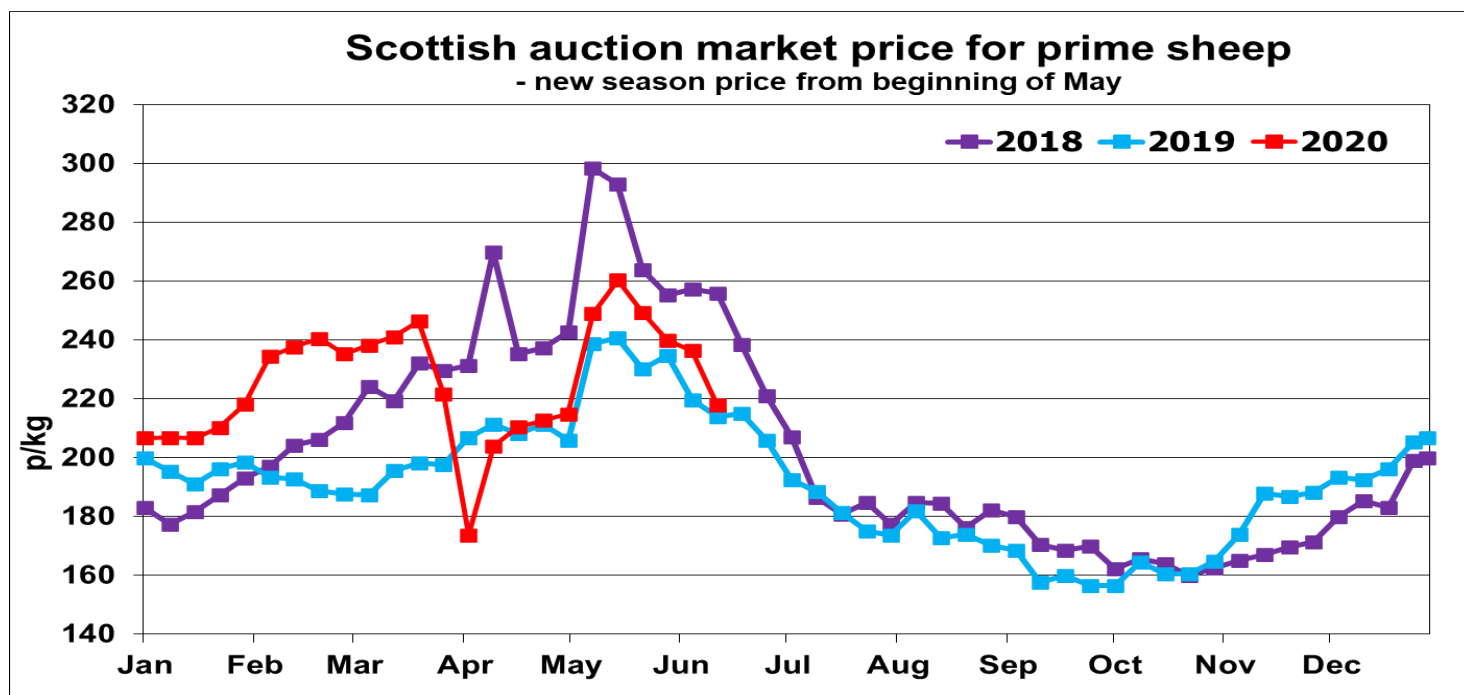
Scottish Craft Butchers Golf Day Cancelled

Our annual golf outing which was to be at LANARK GOLF CLUB on Wednesday 26th August has been cancelled. We will arrange another outing in 2021.



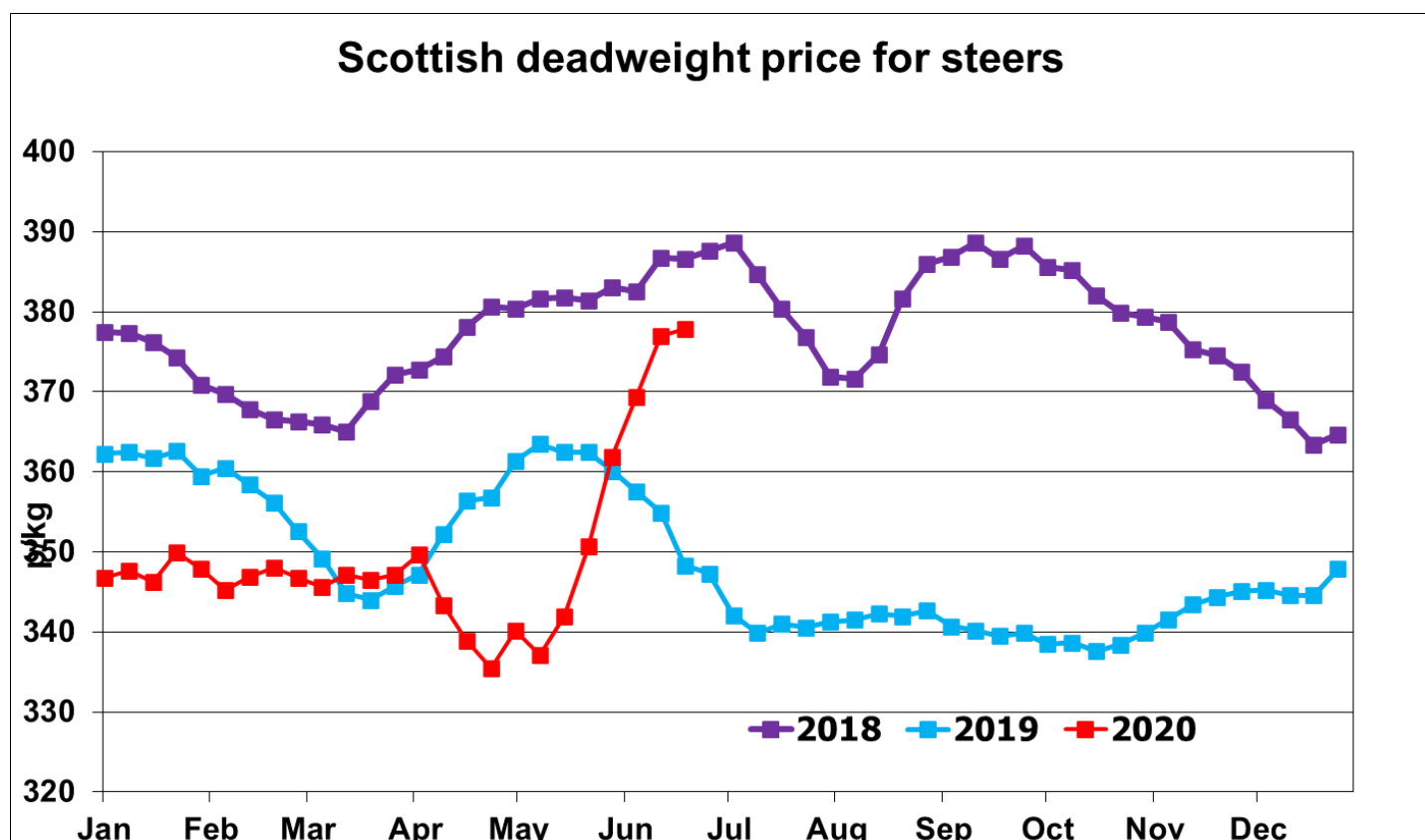
Next Executive Meeting 29th July 2020 @ 6pm via video conference

An e-mail invitation to join the meeting will be sent out to executive members. Next Executive Meeting held in the Federation Offices, **Will be arranged as soon as the current pandemic regulations allows.**



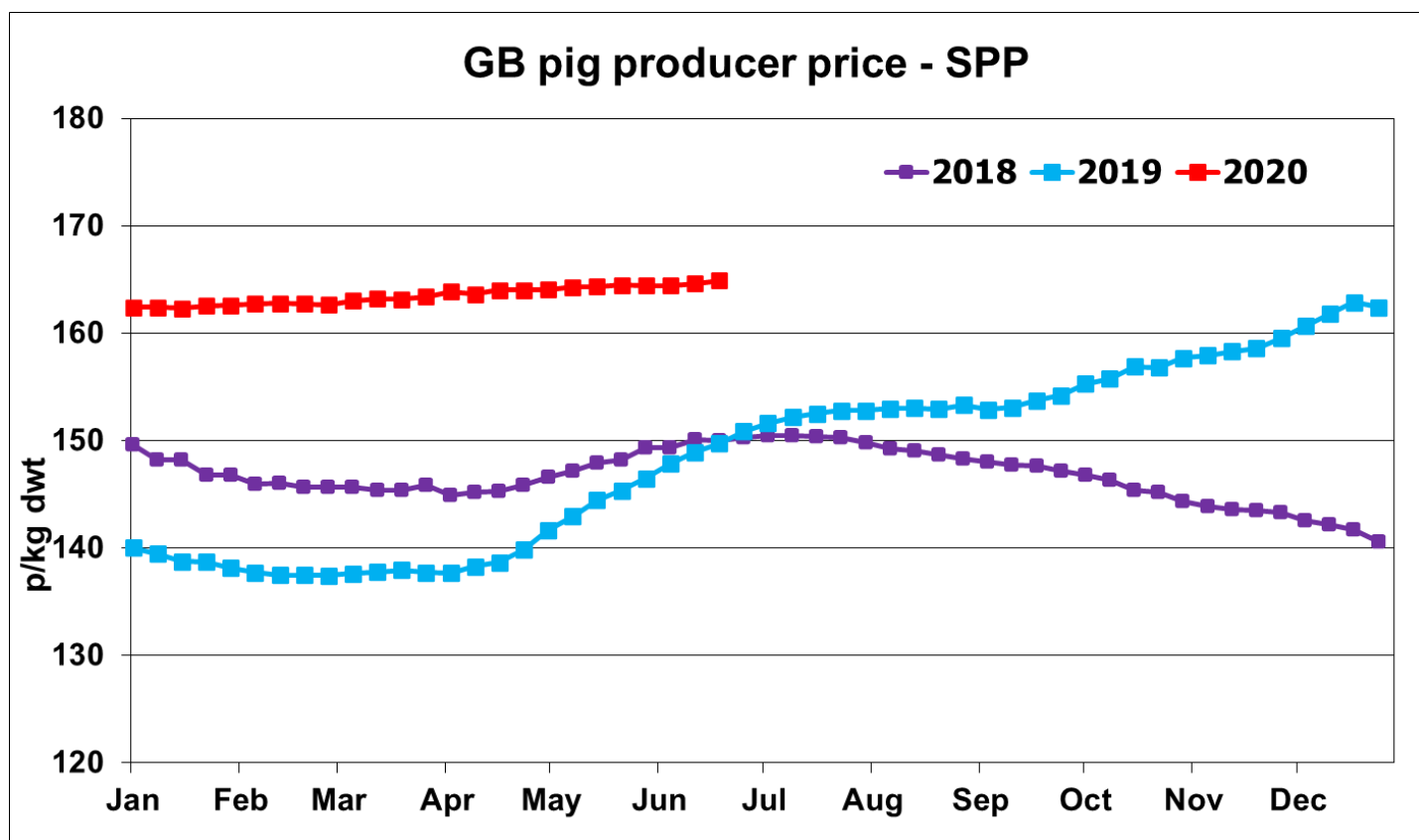
After the initial volatility of late March and early April after Covid-19 control measures were implemented across the UK and the EU, the sheep market has been performing well for more than two months. Indeed, prices for old season lambs, new season lambs and cull ewes have spent most of the time between Easter and the third week of June exceeding year earlier levels by roughly 5-10%.

- After Easter, the prime sheep market settled down. At auction sales, Scottish prices rose above those in England & Wales, having fallen more severely in late March and then taken longer to recover, while the farm assured premium eased back, having peaked at 13% - around three times its year-to-date average.
- Moving on to new season lambs, the week to June 17th was the first to see a dip in numbers at Scottish auctions, reducing by 2% on the week. Prior to this, weekly increases had been slowing from around two-thirds in mid-May to 30% in early June.



Following an almost remarkably stable first quarter of the year (Q1) when prime cattle had averaged 346-348p/kg at reporting Scottish abattoirs, Q2 has been characterised by considerable volatility. As April began, there was a 1% increase, driven by a surge in O grade prices. However, the market quickly reversed, sliding 4% over the next three weeks, to leave prices, at 336.5p/kg, marginally below their lowest level of 2019.

- After a brief period of stability, the market turned again in the second week of May. Over the next five weeks, strong competition led to a surge in the prime cattle average. It climbed 12% in five weeks, reaching 376.8p/kg in the week ending June 13.
- At Scottish auctions, prices had fallen in the second half of April, having initially shown limited movement after the introduction of containment measures in March. Like deadweight prices, auction values quickly recovered through May and into June, but then decoupled. Indeed, having risen 7.1% over four weeks and reached 211p/kg in the opening week of June, the market was relatively steady for two weeks.



In June, producer prices for prime pigs have continued to rise seasonally. However, this year's upturn has been much slower than had been seen in 2019 and the year-on-year increase has eased from a peak of 19% in early April to 10.5% in the second week of June.

The GB SPP reached 164.64p/kg in the second June, while carcasses in the 70-104.9kg averaged 165.13p/kg. These were increases of only 0.59p/kg since the end of April.

- The average price for all pigs, which includes pigs eligible for premium schemes, slipped back in the second half of May before edging back above late April levels as June began, reaching 167.18p/kg. This followed a period in which it had outpaced the price of a 'standard' pig.
- Average carcass prices at SPP reporting abattoirs have fluctuated within a narrow range between £138.88 and £140.36 so far this year. However, a delayed seasonal slide in carcass weights saw prices trade at the lower end of this range in the first half of June, averaging £138.88 and then £139.05. Heavier weights than last year kept this rate elevated compared to the rise in per kilo prices, working out at 12.4% in the second week of June.

Livestock Prices

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

	W/E 20/06/20	Previous week	Previous year
Scottish Abattoirs			
Prices	377.8 p/kg	377.0 p/kg	348.3 p/kg
Steers dwt			
Heifers dwt	379.5 p/kg	378.4 p/kg	351.7 p/kg
Young Bulls dwt	370.4 p/kg	371.9 p/kg	341.4 p/kg
Numbers	3812	3601	3389
Steers			
Heifers	2504	2405	2409
Young Bulls	934	927	1074
Scottish auctions			
	W/E 17/06/20		
Prices	211.20 p/kg	206.63 p/kg	195.76 p/kg
Steers lwt			
Heifers lwt	211.88 p/kg	214.67 p/kg	214.07 p/kg
Young bulls lwt	170.91 p/kg	183.09 p/kg	181.82 p/kg
Numbers	147	149	122
Steers			
Heifers	193	204	191
Young bulls	22	31	11

Deadweight cattle week ending 20th June 2020

	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	383.6	381.8	371.3	388.7	386.8	382.3	380.9	376.2
R	380.9	383.0	377.6	380.0	382.7	382.5	374.2	371.5
O+	368.1	370.3	367.1	366.2	371.4	367.5	361.6	365.5
-O	350.6	356.8	-	319.7	338.0	320.0	318.1	315.0

Sheep prices Scottish

	W/E 17/06/20	Previous Week	Previous Year
New Season SQQ lwt	217.94 p/kg	236.47 p/kg	215.05 p/kg
Ewes lwt	£74.84 /hd	£74.02 /hd	£72.74 /hd
Sheep numbers			
Scottish Auctions			
New Season SQQ	5309	5002	5679
Ewes	3203	3121	2681
Sheep Prices	W/E 20/06/20	Previous week	Previous year
GB Abattoir			
New Season SQQ dwt	468.6 p/kg	492.7 p/kg	451.6 p/kg

Deadweight sheep week ending 20 Jun 2020

		2	3L	3H
	U	477.7	477.5	469.6
	R	468.6	467.9	461.9
	O	451.3	455.8	448.0

Pigs	W/E 20/06/20	Previous week	Previous year
GB abattoirs			
Standard Pig Price (SPP)	164.93 p/kg	164.64 p/kg	149.76 p/kg

GB deadweight pigs SPP week ending 20 Jun 2020

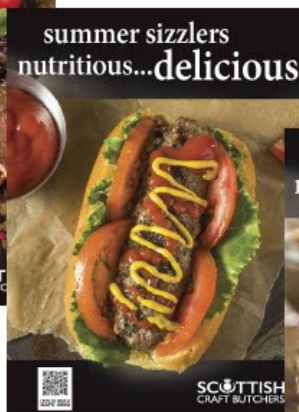
	Method 1 and 2	Change		Method 1 and 2	Change
	p/kg dwt			p/kg dwt	
Up to 59.9 kg	147.25	-0.73	80.0 – 89.9 kg	165.76	+0.32
60.0 – 69.9 kg	163.50	+0.53	90 kg and over	163.47	+0.13
70.0 – 79.9 kg	165.65	+0.41			



Remember to use your summer promotional material to maximise the opportunities for sales during UK BBQ week.
4th-12th July 2020.



summer sizzlers
nutritious...delicious



Grilling
Grilling is a dry cooking method that uses direct heat to cook food. It is a healthy way to cook as it requires little or no oil. Grilling is a versatile method that can be used to cook a wide range of foods including meat, fish, vegetables, and fruit. It is a popular method for cooking outdoors during the summer months.

Understanding Food Safety
Food safety is the practice of handling, preparing, and serving food in a way that prevents foodborne illness. It is a critical part of any food business and is essential for protecting the health of customers. Food safety involves a range of practices including proper food storage, handling, and cooking.

Safe Barbecue Cooking
Safe barbecue cooking involves a range of practices including proper food storage, handling, and cooking. It is essential to ensure that food is cooked thoroughly and that the grill is clean and free of grease. It is also important to use proper grilling techniques to avoid flare-ups and to ensure that food is cooked evenly.

Grilling and Barbecue Safety
Grilling and barbecue safety involves a range of practices including proper food storage, handling, and cooking. It is essential to ensure that food is cooked thoroughly and that the grill is clean and free of grease. It is also important to use proper grilling techniques to avoid flare-ups and to ensure that food is cooked evenly.

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Barbecue Salads, Sides & Sauces

Barbecue Salads, Sides & Sauces
This section provides a range of recipes for barbecue salads, sides, and sauces. These recipes are designed to complement the main barbecue dishes and provide a variety of flavors and textures. The recipes are easy to follow and use simple ingredients.

Salads
The salads section includes a range of recipes for barbecue salads, including a simple tomato and cucumber salad, a more complex salad with chicken and avocado, and a refreshing fruit salad. These salads are perfect for serving alongside the main barbecue dishes.

Sides
The sides section includes a range of recipes for barbecue sides, including a simple baked potato, a more complex potato salad, and a delicious corn on the cob. These sides are perfect for serving alongside the main barbecue dishes.

Sauces
The sauces section includes a range of recipes for barbecue sauces, including a simple ketchup, a more complex barbecue sauce, and a delicious ranch dressing. These sauces are perfect for drizzling over the main barbecue dishes.

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Fillet Steak	4395	4396
Sirloin Steak	2969	2969
Rib Eye Steak	2655	2634
Popeseye Steak	1870	1870
Topside	1577	1580
Round / Rump Steak	1519	1530
Shoulder Steak	1224	1235
Rolled Brisket	1250	1249
Steak Mince	1116	1116
Boiling Beef Bone In	710	710

DOMESTIC LAMB

Whole Leg of Lamb	1404	1404
Centre Cut Leg Bone In	1578	1578
Gigot Lamb Chops	1827	1832
Lamb Leg Steaks	1851	1824
Chump Lamb Chops	1781	1781
Double Loin Lamb Chops	1845	1845
Single Loin Lamb Chops	1675	1675
Rolled Shoulder Lamb	1280	1280
Lamb Shanks	762	762
Diced Lamb	1495	1498
Minced Lamb	1355	1357

PORK

Pork Tenderloin (Fillet)	1293	1300
Pork Leg Steaks	1010	1010
Double Loin Pork Chops	940	940
Single Loin Pork Chops	903	903
Rolled Shoulder of Pork	808	810
Belly Pork	809	809
Pork Loin Steaks	1114	1102
Diced Pork	879	879

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