

FEDERATION NEWS

The Newsletter for Scotland's Craft Butchers



SCOTTISH CRAFT BUTCHERS

A Winning Formula

The days are long past when butchers could set up their window and counter displays and expect customers to stream through their doors to buy up the contents. Life is not that easy and as well as being master crafts men and women, butchers have to be expert marketers and promoters.

The Federation from time to time supplies its members with point of sale material that hopefully allows themes to change and portray a more professional image to the customer.

We feel that there is an opportunity in August for shops to pick up on the Festival theme that extends out of Edinburgh to all sorts of other festivals throughout Scotland. In July Craft Butchers will receive point of sale material to use with the message being Festival of Steak. This will allow members to push whatever cut and species they choose.

Those of you who can possibly remember their geometry will recall that Pi equalled 22/7 when working out circle formulas. 22/7 is also 22nd July so with your help that's what when we will try to promote Pie Day.

Experience from other marketing activities tells us that a good picture on Social Media can make a big impact and it tends to target individual business' customers better than other media types. This is a low cost exercise and we are encouraging all those with social media activity to take part. The image below will automatically go out to all members whose email addresses we have but if you are not on the mailing list please email douglas@sfmta.co.uk



JULY 2015

Featured this month:-

No bee in Jamie's bunnet

Focus on top Suckler Herd

**Pork Sausage Champion
crowned**

Developing your staff

Contest with X Factor

**Culloden butcher sets a
new World Record**

Burger Ideas

Red Meat's Fantastic Story

**SFMTA Golf Day Photos and
Results**

Market and Retail Prices

www.sfmta.co.uk

Tel: 01738 637472

Fax: 01738 441059

email: sfmta@sfmta.co.uk



SFMTA CORPORATE MEMBERS –

These businesses contribute substantially to the Federation, members are requested to support them since they support you.

2 VISUALISE LTD. 4 Woodside Place, Charing Cross, Glasgow G3 7QF

Contact: Campbell Orr. Tel: 0141 255 0002 Email: campbell@2visualise.co.uk Web: www.2visualise.co.uk

AES (EQUIPMENT CLEANING) LTD Supplier of Equipment Washers & Tray Cleaner, Crossbush Cottage, Riccarton, Kilmarnock KA1 5LN Contact: Malcolm Crawford Tel: 01563 551122, Mobile : 07788 926 925

BAKO NORTHERN & SCOTLAND Mill Road, Littleburn Industrial Estate, Durham DH7 8HR

Tel: 0191 3780088. Email: sales@bakoscotland.co.uk www.bakonorthern.co.uk

BELLS BAKERS Hawthorn Bakery, Torbothie Road, Shotts Lanarkshire, ML7 5BD

Tel: 01501 820222, Website: bellsfoodgroup.co.uk Email: info@bellsfoodgroup.co.uk

BIZERBA (UK) LTD 2-4 Erica Road, Stacey Bushes, Milton Keynes MK12 6HS

Contact: Liesl Marchand, Marketing Manager Tel: 01908 682740, Direct: 01908 682756, 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 LTD 12 Dunnet Way, East Mains Ind Est Broxburn EH52 5NN

Contact: Gerry Simpson Tel: 01506 859000 Email: sales@capitalcooling.com www.capitalcooling.com

COPAS TRADITIONAL TURKEYS LTD Kings Coppice Farm, Grubwood Lane, Cookham, Maidenhead, Berkshire, SL6 9UB Tel: 01628 474678. Email: emmaw@copas.co.uk. www.copasturkeys.co.uk

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

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

COLIN HEWITSON KRH 2 Elms Way, Ayr Ayrshire KA8 9FB

Contact: Colin Hewitson Tel: 01292 283111

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 E: sales@wjpackaging.co.uk W: 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 Email: mailbox@lawrieandsymington.com Website: 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; Email: office@mcauslandcrawford.co.uk

McDONNELLS (Queen Street) LTD 19-20 Blackhall Street. Dublin 7

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 Units 4a,4b & 4c Blochairn Ind Est, 16/24 Siemens Pl, Glasgow G21 2BN

Contact: Ian Queen, T: 0141 552 7577, E: sales@marshall-wilson.co.uk W www.marshallwilson.co.uk/

GEORGE MERCHANT PRINT / PACKAGING 200-202 King Street, Broughty Ferry, Dundee DD5

Contact: Neil Merchant Tel: 01382 778779, Mobile: 07831390552, E: geomerchant.aol.com W: www.merchantprint.co.uk

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 Web www.scobiesdirect.com E-mail info@scobiesdirect.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 33-41 Kelvin Avenue, Hillington Park, Glasgow G52 4LT

Contact: Elaine Holmes Email: office@tps-scotland.co.uk Tel: 0141 883 6260 Mobile : 07821 676381

WALKERS SHORTBREAD Aberlour House, Aberlour-On-Spey, AB38 9LD

Tel: 01340 871555 enquiries@walkers-shortbread.co.uk www.walkersshortbread.com

WATCO SYSTEMS LTD. Unit 44/2 Harden Green Ind Est, Dalkeith, nr. Edinburgh, EH22 3NX

Tel: 0131 561 9502 Fax: 0131 561 9503 Email: info@watco-refrigeration.co.uk

VERSTEGEN LTD Unit A9B Plough Road Centre, Great Bentley Essex CO7 8LG

Tel: 0800 011 3246 Email: info@verstegen.co.uk

Developing your own staff

Scottish Meat Training's Assessor Stewart McClymont explains how the training process works.

At Scottish Meat Training we feel that having a candidate working towards a Modern Apprenticeship is about progression. Whether it is a promising youngster or experienced journeyman, our aim is to work **with** you as an employer to guide the individual towards becoming not only what you want for your business but what you need.



It's about getting the candidate to understand that when they have completed it is a great achievement but that realistically their journey in the trade has only just begun and there is much more to learn and perfect.

This of course means that time must be spent with the candidate to train them in the shop on skills they don't currently have. At busy times during holidays or Christmas when the pressure is on, another experienced pair of hands is of course very welcome and a massive help.

Anyone willing to work hard, listen and learn can become a butcher over time provided they are given the relevant training and time to learn.

All assessors at SMT are time served butchers and we know that the Modern Apprenticeship is a far cry from what an apprenticeship was years ago. We visit every trainee in their own workplace, see them working on manufacturing products, boning, seaming etc. to your criteria all in a safe and hygienic manner and we ensure this meets the standards required set down by the industry.



From Skills Development Scotland



We talk with an employer to understand what kind of development plan they'd like in place and make sure that it is specific to their business. We can customise the qualification so that all units included are 100% relevant and reflect what the candidate is/will be working on.

Both parties benefit. The trainee is earning while learning in a training programme that will generate a qualification, and the employer who will end up with a member of staff qualified in what the business requires.

Speak to Claire at SMT (Tel: 01738 637785) or one of our assessors about what we can do for you and your business.

Training Opportunities

Scottish Meat Training can deliver Modern Apprenticeships in Meat and Poultry Processing at Level 2 and Level 3. The Modern Apprenticeship comprises of units of a Scottish Vocational Qualification chosen in consultation with the candidate and employer.

The Modern Apprenticeship is delivered on the job at no cost other than the commitment of the employer to allow the candidate to develop skills and to permit time for assessment. In many cases a Wage Subsidy is available through your local authority.

For more information please contact Claire on 01738 637785. Email: Claire@meattraining.net

COLIN HEWITSON
WEIGHING & FOOD PROCESSING EXPERTISE



XT420

13.3"

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

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

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

The greatest advantage XT420 has over any EPoS

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

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



**ONLY
£27 PER
WEEK**

☎ 07769 686985 ✉ colinhewitson@dslmail.co.uk

2 Elms Way, Ayr,
KA8 9FB

COLIN HEWITSON
WEIGHING & FOOD PROCESSING EXPERTISE

Avery Berkel

Sausage-Making World Record Set at Royal Highland Show

A sizzling new Guinness World Record was set last month for the most sausages produced in one minute, on the Quality Meat Scotland stand at the Royal Highland Show.

Subject to official verification by Guinness, Alistair Paul from A&I Quality Butchers in Inverness is set to be crowned the world record holder after successfully casing and linking 36 sausages – made with Specially Selected Pork – in one minute.

It was north against south as Mr Paul went head to head against Nigel Ovens from Mearns T McCaskie butchers in Wemyss Bay to see who would take home the victorious sausage title. Mr Paul narrowly beat Mr Ovens who succeeded in making 35 sausages, just missing out on the top accolade.

A large crowd gathered to witness the landmark moment in sausage history which which was commented on by TV and radio presenter Dougie Vipond.

Carol McLaren, Head of Communications at Quality Meat Scotland, said: "One of the main aims of the world record attempt was to raise the profile of the skills and commitment of our butchers who are at the heart of communities around the country. The Guinness world record attempt made for a fantastic fun spectacle and our thanks go to both butchers for a very exciting showdown."



Alistair Paul from A&I Quality Butchers in Inverness pictured with his record-breaking sausages.

Ms McLaren also thanked the four official witnesses to the Guinness record attempt – including judo Olympian Sarah Clarke, who was one of two official time-keepers, along with Scott Hollinshead from Street Soccer Scotland. Surveyor Rhona Scott from Savills and Dame Sue Bruce, Chief Executive of Edinburgh Council were two further official observers.



Presenter Dougie Vipond pictured with Alistair Paul from A&I Quality Butchers in Inverness after setting his record-breaking for linking sausages.



QMS afforded butchers the opportunity to have a presence at this year's Royal Highland Show on the Quality Meat Scotland stand.





Sausage-Making World Record

Highlight on the QMS stand at this year's Royal Highland Show was the attempt on the world sausage making record by two of the country's top butchers. The story was recorded, tasted and shown on BBC Landward.



CONSUMER REACTION

Prior to bringing the new burger products to market, EBLEX commissioned research to determine firstly, how the products would perform against a 'control' Premium Steak Burger and secondly, whether consumer opinion could be influenced by knowing the primal name of the burger.



In tests carried out by Leatherhead Food Research, panellists were asked to taste the Premium Rump, Chuck, Brisket and Extra Lean Steak burgers and score them on a 1-9 hedonic scale for five key attributes: appearance, aroma, flavour, texture and value for money. They were also asked to score them for 'overall preference'.

All of the cut specific burgers scored more highly than the control burger for overall preference:

Premium Rump Steak Burger	- 6.82
Premium Extra Lean Steak Burger	- 6.76
Premium Chuck Steak Burger	- 6.41
Premium Brisket Steak Burger	- 6.33
Control Premium Steak Burger	- 6.30

IT'S ALL IN THE NAME

In terms of quality, the products clearly stack up. But would consumers be more or less likely to buy a burger which is named after the primal from which it originates?

In order to determine this, the panellists were given two identical burgers to sample, but they were named differently. In the case of the Premium Rump Steak Burger, one of the

burgers was labelled 'Premium Steak Burger', the other as 'Premium Rump Steak Burger' – although both were Premium Rump Steak Burgers from the same batch.

The results varied. Consumers showed a clear preference for the Rump Steak and Extra Lean Steak burgers but, perhaps not surprisingly as shoppers are less familiar with the Brisket and Chuck, these proved to be less popular.

With increased margin to be had from all of these cut-specific burgers, the opportunity to profit is there for the taking. We know from the 'overall liking' scores, that the quality of the burger itself is clearly not an issue.

Although consumers are currently less familiar with some of the primal names, that will soon change once they become a regular feature on supermarket shelves, in butcher's shops and on menus. You only have to look at the success of the previously unheard of 'Flat Iron Steak', to see just how quickly consumer perception can alter.

Much of EBLEX's work over the coming months will focus on helping industry bring these products to market and a range of marketing and promotional support material will be made available to Quality Standard Scheme members.

PREMIUM RUMP STEAK BURGER

Using good quality rump trim to produce Premium Rump Steak Burgers will result in a **9% margin increase**.

Using seam butchery techniques, the rump primal (with part tail) (Fig. 1) is cut into three individual muscles: the Bistro, Prime Rump and the Cap (Picanha) (Fig. 2). These are then cut into steaks ready for sale.

"Premium" Bistro Rump Steaks derive from the Bistro muscle, Picanha steaks are from the Rump Cap and "Premium" Prime Rump Steaks come from the heart or prime muscle.

What remains is trim (Fig.3) and EBLEX has calculated that by mincing the rump trim – a mixture of 98% visual lean (VL), 85% VL and some fat (which would normally go to waste) the profit potential is significant.

To explain, a primal cut weighing 6.21kg will normally yield 5.29kg (85.2%) of total saleable meat. The retail value of that is £78.07, which delivers a gross margin of £28.39 or 36.36%.



But by mincing the remaining good quality trim (which must contain no gristle), the total saleable meat increases to 5.75kg or 92.6%.

That equates to a total retail value of £90.54 and a gross margin of £40.86 or 45.13% (a 9% margin increase).





PREMIUM BRISKET STEAK BURGER

Using good quality brisket trim to produce Premium Brisket Steak Burgers will yield a **14% margin increase**.

The Flat Brisket (Fig.1) is boneless and highly trimmed. After harvesting Brisket Mini Joints (Fig.2) from the Flat Brisket, all that remains is trim, a mixture of 98% VL, 85% VL and fat (Fig.3).

By mincing the brisket trim to produce an 85%

visual lean burger mix, the additional profit potential is significant.

A Flat Brisket primal cut weighing 5.09kg will normally yield 4.49kg (88.2%) of total saleable meat. The retail value of that is £39.32, which delivers a gross margin of £15.76 or 40.07%.

But by using the whole brisket, ie the Mini Joints and the trim, the total saleable meat increases to 100% (5.09kg), resulting in a total retail value of £50.83 and a gross margin of £27.26 or 53.64%. That's equivalent to a 14% margin increase.



PREMIUM CHUCK STEAK BURGER

Using good quality chuck trim to produce Premium Rump Chuck Burgers will result in an **8% margin increase**.

Two cuts are derived from the Chuck Roll (Fig.1), a single Rib Eye Fillet (Fig.2) and Denver Steaks (Fig.3).

When taken from a Chuck primal weighing 8.45kg, these two cuts will result in 8.02kg of total saleable meat; a 95% yield, worth retail sales of £74.64 and equating to a gross margin of £39.17 or 52.48%. Remaining is the trim, 98% VL, 85% VL and fat (Fig.4).

But by mincing the good quality trim to produce an 85% visual lean burger mix, the total saleable meat increases to 8.4kg (a 99.5% yield), which equates to a total retail value of £89.82 and a gross margin of £54.35 or 60.51% – an 8% increase.



PREMIUM EXTRA LEAN STEAK BURGER

Use good quality trim to produce Premium Extra Lean Steak Burgers.

Premium Extra Lean Steak Burgers are made from cuts which can come from anywhere on the carcass – the only specification being that the meat must be 95% visual lean. Many retailers currently offer a Premium Extra Lean Burger but it's important to get the retail selling price right to ensure you are getting the best return.

Visit www.eblextrade.co.uk to view the full range of cutting specifications in the EBLEX Cutting Specification Manual and Meat Purchasing Guide.



**Look out lads,
TPS have reduced
the cost of their
casings again!**



To place an order call
our helpful team today on
0141 883 6260

Yellow ring @ £15.50 / Red ring @ £17.50 / Blue ring @ £15.00

TPS Scotland Ltd, Lothian House, 33-41 Kelvin Avenue, Hillington Park, Glasgow G52 4LT

www.tps-scotland.co.uk

Terms & Conditions: Priced per bundle, minimum order 25 bundles. Guaranteed 80 yards per bundle. Special Offer closes 30th August 2015



Greenwood Academy Have Schools Burger Competition X-Factor

Greenwood Academy, winners of the QMS #tastescotland schools burger competition, pictured with X-Factor star Emily Middlemas.



Pupils from Greenwood Academy in Irvine emerged as overall winners in a design-a-burger competition run by the Scotch Butchers Club. The nationwide search for a winner began several months ago when form one pupils in Scottish secondary schools were invited to come up with their ideas for home-made burgers created using Scotch Beef PGI, Scotch Lamb PGI or Specially Selected Pork.

As 2015 is Scotland's Year of Food and Drink the over-arching theme was "#tastescotland" to celebrate this special year. From an initial 124 entries, six were initially short-listed to work with their local butcher member of the Scotch Butchers Club to bring their recipe concept to life.

The three finalist schools battled it out at the final on the QMS stand on Thursday 18th June at the Royal Highland Show with Greenwood's Specially Selected Pork "Clapshot burger" emerging as the overall winner.

Overall winner: Greenwood Academy, Irvine, Ayrshire – Clapshot burger (Specially Selected Pork)

Runners-up:

Websters High School – Tartan Sizzlers (Scotch Lamb)
Airdrie Academy – Crackin' wee burger (Scotch Beef)

The other semi finalists schools were:

Smithycroft Secondary School, Glasgow - Lamb Springer (Scotch Lamb)
Inverkeithing High School, Fife - Ma Wee burger (Specially Selected Pork)
Balerno Community High School, Edinburgh - Nettle Surprise (Scotch Beef)

Sixteen year old Scottish X-Factor star Emily Middlemas, who got to Cheryl Fernandez-Versini's house stage in the 2014 show, presented the awards and then performed three songs for the finalists, their teachers and supporters at the QMS stand.

The pupils worked with local Scotch Butchers Club member butchers to develop their ideas. They included: Cliff Bertram from Bertrams Quality Butchers, Kirriemuir; Graeme Johnston from Ferguson's of Airdrie and Stewart Duguid and Kenny Boag from Pollok Williamson in Ayrshire.

The main objective of the competition is to encourage youngsters to take an interest in quality, local ingredients such as Scotch Beef, Scotch Lamb and Specially Selected Pork and to understand how simple it is to cook tasty, healthy food.



Miss Scotland Ellie McKeating took high fashion to the high hills of Perthshire last month to raise the profile of the quality and versatility of Scotch Lamb and Scottish wool

Allan Paton (1942-2015)

Well-known and well liked Largs butcher Allan Paton has died at the age of 73. Allan, who passed away in the early hours of Saturday morning 1st June, came from one of the oldest families in the town.

He had successfully brought the award-winning family firm of AD Paton — formed in 1840 — into the 21st century, and through diligence and dedication, maintained a reputation for produce of the highest quality.

Both Allan and son Scott were ever present at the Aitken Street premises, always providing a friendly welcome to customers. Highly respected within the town, Allan carried on working into his 70s.

Having won a string of industry awards over recent years, including gold awards for beef burgers, sausages, and steak pies, AD Paton butchers serves the town of Largs and the surrounding area of Ayrshire and beyond, attracting retail and wholesale customers from near and far.

As well as family butchers, AD Paton is also licensed game dealers. In the past, Paton's have traded in various locations throughout the town, and it is currently one of the area's oldest businesses run in continuous ownership of the same family.



Allan himself had taken on the position of master butcher from his father George H. Paton, having married secretary Anne Scott, who passed away in recent years.

The couple, who lived in Aubery Crescent, had two children, Scott, and Jill, and their first grandson is Logan Allan Paton. Scott trained to be a master butcher like his father, and will carry on the running of the family business. The Federation expresses its condolences to Scott, Jill and the Paton family.

On a historical footnote, Allan's grandfather James, and great grandfather Dewar, were both Provosts of Largs, and played a major part in the development of the town.

Iain Hunter, the Singing Butcher, at the Edinburgh Jazz Festival

Thursday 23rd July, Queens Hall - Book online at www.edinburghjazzfestival.com

Me And My Girl with special guest: Georgina Jackson and The Eliot Murray Big Band.



Kinross butcher, Iain Hunter, is described as the classiest crooner in Scotland, and he loves the great songbook songs about love and romance and girls.

Following in the footsteps of Bobby Darin, Matt Monro, Nat King Cole, Frank Sinatra and Michael Buble, he'll sing a host of great songs about ladies and feature one of his favourites, Georgina Jackson.



They'll be accompanied by a first-class band – led by Eliot Murray – and Iain would be pleased to see fellow butchers and suppliers in the audience.

Butcher's Shop of the Year Awards 2015

Calling all UK butchers, it's time to get your entries in to this year's Butchers Shop of the Year Awards.

Every year the Meat Trades Journal has the pleasure in rewarding excellence and giving recognition to those leading the way in the UK's butchery sector.



This year they have a **NEW category, 'Best Local Catering Butcher Award'**. If you have something to celebrate, why not enter one of the categories to be in with the chance of scooping up a win and reaping the benefits from us.

This year's winners will be announced at an esteemed lunchtime award ceremony at Aspire in Leeds, on 12 November 2015.

WHY YOU SHOULD ENTER

Create a platform to promote and boost your business
Enhance your company profile and showcase your achievements
Benefit from the local media coverage
Reward your staff and boost morale in your team
Be recognised in front of industry VIPs at a prestigious lunch at Aspire in Leeds
Benefit from the coverage in Meat Trades Journal and on www.meatinfo.co.uk

CATEGORIES

- Best Local catering Butcher – NEW *
- Farm Shop of the Year **
- Halal Butcher's Shop of the Year
- Innovation of the Year
- New Butchery Business of the Year ***
- Young Butcher of the Year
- Midlands & East of England Butcher's Shop of the Year
- North of England Butcher's Shop of the Year
- Northern Ireland Butcher's Shop of the Year
- Scottish Butcher's Shop of the Year
- South of England Butcher's Shop of the Year
- Welsh Butcher's Shop of the Year

From the regional awards one overall winner will be selected and awarded the overall Butcher's Shop of the Year.

* Entrants to the Best Local Catering Butcher Award must fit the following: Food supplied through the catering arm should make less than 25% of the total food supplied by the business, less than two tonnes of meat per week is supplied through the catering side of the business (fresh or processed, excluding wild game and wild game meat) and supply radius is within 30 miles of the business.

** Entrants to the Farm Shop category and Catering Butcher of the Year cannot apply if they have won this award in the past three years – from 1 June 2012

*** This award is open to any butcher's shop that has opened within the last two years from 1 June 2013.

- See more at:

http://www.meatinfo.co.uk/news/fullstory.php/aid/12823/Butcher_Shop_of_the_Year_Awards_2011____Enter.html#sthash.sm1zkf0n.dpuf

The effect of the recent ban on exclusivity clauses and zero-hours contracts

On 26 May 2015, the use of exclusivity clauses in zero-hours contracts became unenforceable under the Small Business, Enterprise and Employment Act 2015.

lindsays

Zero-hours contracts have been in the news for some time now and were the focus of debate during the recent Westminster elections. Labour's proposal to allow staff on zero-hours contracts to trigger a 'regular' contract after 12 weeks regular work will of course no longer take effect. The current Conservative government has instead pressed ahead with the bar on exclusivity clauses set out in the Small Business, Enterprise and Employment Act 2015 (the Act). The bar came into force on 26 May 2015.

From this date, clauses in zero-hours contracts (defined as any contract under which there is no obligation on the employer to offer work), which either:

- (1) prohibit the worker from carrying out work under another contract or arrangement; or
- (2) prohibit the worker from doing so without the employer's consent, are unenforceable.

The Act contains provision for various anti-avoidance measures not yet in force, such as imposing financial penalties on employers, provision for zero-hours contracts to be modified or requiring employers to pay compensation to workers. Before these measures are introduced, employers using them should review any zero-hours arrangements to weed out exclusivity clauses or requirements for consent to undertake other work.

Employers should bear in mind that although workers engaged on zero-hours contracts may not be employees with the full range of employment rights, they will nevertheless be workers. As such, they are protected against discrimination, entitled to the minimum wage and have the benefit of the Working Time Regulations 1998 (the Regulations).

Under the Regulations, workers will be entitled to rest breaks and annual leave. Depending on the terms and practicalities of the zero-hours

contract, annual leave may continue to accrue in between assignments or a payment in lieu may be required at the end of each assignment. As the Regulations apply it's also important to bear in mind the overall 48 hour average weekly working limit. Clauses barring outside work without consent had the advantage of ensuring staff weren't exceeding that limit. Where regular work is undertaken, these clauses should be replaced by a requirement for workers to notify the employer of additional work undertaken, so weekly hours can be monitored with the 48 hour limit in mind or an opt-out may be agreed.

Paying the minimum wage also remains vital; especially as from 26 May the maximum penalty for breach of the rules has increased to £20,000 for *each* underpaid worker. Travel between assignments for zero-hours workers who travel as part of the job – for example home carers – is working time and should be factored in to calculate wages due and avoid paying under the minimum wage. The same would apply for zero-hours workers who are required to be on call on an employer's premises – such time is likely to be working time.

Although the exclusivity ban is aimed primarily at the low paid, it may also affect arrangements with highly paid consultants with non-compete clauses in their contracts who are not genuinely self-employed. Such contracts should be carefully reviewed to ensure such restrictions remain valid and are not caught by the Act.

Zero-hours contracts remain lawful and often useful for both employer and worker. In light of recent changes, however, care is needed to ensure they don't become more costly than anticipated.



Scottish Craft Butcher Materials

Exterior Projecting signs are available now at a cost of £105 + VAT.
Van Vinyls 30cm x 30cm available now, free of charge. Blue on white or white on clear. Blank SCB template posters available at small cost.
Coming soon: Shop Window Vinyls.

Scottish Red Meat Industry has Fantastic Story to Tell

The Scottish red meat industry has a fantastic story to tell in terms of social, economic and environmental sustainability, according to Quality Meat Scotland chairman, Jim McLaren.

Speaking on 18th June at an industry breakfast on the opening morning of the Royal Highland Show, Mr McLaren urged the industry to fully recognize the value of its brands – Scotch Beef PGI, Scotch Lamb PGI and Specially Selected Pork.

"The PGI (Protected Geographic Indication) status which goes with the Scotch Beef and Scotch Lamb brands is hugely important. It allows us to market our meat and differentiate it in a way that few others can match," said Mr McLaren.



He also highlighted the importance of the commitment of those who dedicate their lives to working in the Scottish red meat industry.

"The dedication of those who work in our industry is a great asset but we need everyone working in each link of the chain to pull together – rather than wasting energy on seeking to find fault - to communicate all that is exceptional about our industry and our brands. The potential, if we do so, is huge," said Mr McLaren.

"We have all the ingredients for success in a world which grows hungrier each year for high quality protein. We know that Scottish systems of livestock production are themselves less consumptive of protein which could otherwise be eaten by humans, such as grains and protein crops," he observed. "We know that in a world which is becoming short of water, Scotland and other high rainfall parts of the planet will become increasingly important food producing areas.

"We know that the carbon sequestered by growing grass, and the carbon stored in the soils below our permanent pastures make a positive contribution to mitigating the effects of climate change." He said it was true that those working in the Scottish red meat industry have very little control over many of the factors which can have a huge influence on individual businesses profitability – for example exchange rates, interest rates, weather and CAP reform.

"However, there are a great many aspects of our businesses that we can control. Our QMS industry development team is working hard on an impressive range of projects to help farmers lower costs and improve the efficiency of their businesses – from bench-marking initiatives to making the most of our grass.

"The appetite from the industry for this sort of information is very encouraging – for example we have had orders for almost 10,000 QMS grass sward sticks since we launched them a few weeks ago!"

QMS has recently launched a pioneering "Animal Welfare and Wellbeing Charter" which highlights the commitment to animal welfare in the production of beef, lamb and pork.

Mr McLaren said the launch of the Charter also reflects the importance of animal welfare to the long-term growth of red meat production in Scotland and research undertaken by the QMS marketing team highlights consumers' growing expectation of high welfare standards.

Rising cattle prices highlight stock specification issues



The Scottish Association of Meat Wholesalers (SAMW) issued a pre-Highland Show message to livestock farmers to re-sharpen their focus on making sure cattle are finished for sale as perfectly 'in spec' as can possibly be achieved.

"The livestock on display at the Highland are always a tremendous example of the quality which is available within Scotland and the cattle finishing and presentation skills of which so many producers are capable," said SAMW president, Alan McNaughton. "Unfortunately, we don't always see the same quality finish and presentation skills being applied to the stock arriving at abattoirs, which is a persistent frustration for our member businesses and has costly implications for all concerned, farmers included.

"The Scotch premium remains an important part of our business but you have to earn the right to that premium, especially when cattle prices are rising. We want cattle to be between 280 and 380 Kilos, and to satisfy the relevant fat and age criteria. Farmers who don't deliver according to those requirements will obviously not be paid as much as those who consistently provide 'in spec' stock.

"The real problem goes deeper than that, however, inflicting 'knock-on' trading negatives for the whole industry by reducing the total volume of premium product our members can offer to the UK, EU and global market. That, in turn, makes us a smaller player in the international marketplace than we should be, especially when you see the stock on show at the Highland.

"We can definitely punch above our weight on quality in the global marketplace but, at present, we're punching well below our weight on quantity, with persistent specification problems adding to the industry's pressures."

Choice on EU must not damage Scotland's meat export progress

Scotland's meat wholesalers have warned that whatever decision is reached on the UK's future relationship with the European Union, it must not be allowed to damage export links for Scotch beef and lamb, which are currently worth around £75 million to the Scottish meat and livestock industry.

Commenting during a visit to the Royal Highland Show by EU farm commissioner, Phil Hogan, SAMW highlighted the hard work done by its member companies to develop exports across Europe in recent years, adding that close attention needs to be paid now to ensuring such efforts aren't "wasted" in the years ahead.

"As a membership organisation, we are obviously neutral concerning the promised referendum on the UK's membership of the EU," said SAMW president, Alan McNaughton. "At the same time, however, we have very strong views on how the red meat sector may be affected by whichever route is chosen for the UK in the future.

"In 2014, for example, an estimated 98% of all Scottish beef and lamb exports went to Europe, at a gross value of about £75m. That is equivalent to about 9% of the sector's turnover. This trade is particularly important for sheepmeat, accounting for more than a quarter of ex-abattoir production. The trade is less significant for beef but is nonetheless important in terms of market diversification.

"In addition, many of our member companies have been working hard and investing heavily in recent years to further develop exports to the EU. This effort must not be wasted.

"The EU is obviously also well advanced in negotiating the Transatlantic Trade and Investment Partnership with the US, a process which comes on top of the current clearing of practical standards for UK beef exports to start flowing back into the US. Here again, it is vital that whatever future route the UK takes in relation to the EU, our members would not want to see export opportunities being lost."

 **Lucas**

**Butchers
Classic**

Burger Mixes

A range of truly delicious complete burger mixes in five stunning flavours!



Caramelised Onion & Cracked Black Pepper



Minty Lamburger



Pork & Apple



Beef & Onion



Sun Dried Tomato & Olive

Each variety in the Butchers Classic selection of Burger Mixes has been carefully blended, tested and tasted to ensure it is delicious and reliable. Take your pick, or choose them all for a really great range of burgers to tempt your customers.

- Simple to use: just add water and meat
- Packed in handy 8 x 340g sachets
- Premium range of mixes
- Excellent visual appearance
- Fabulous flavour profiles
- All contain Medium Rusk
- Meet the FSA 2010 Salt guidelines
- MSG free
- Best Lucas quality
- Consistent, reliable performance



For more information or free samples of the Lucas Butchers Classic Burger Mixes, please call our free Customer Helpline on **0800 138 5837** or visit **www.lucas-ingredients.co.uk**

 **Lucas**
INGREDIENTS



Beefing Up Butcher's Sustainability Credentials

SFMTA members James Chapman (Butchers) Ltd. are hoping to put the bee in beef and the honey in honey roast ham, by adopting four beehives from Plan Bee Ltd.

While modern retailers are only now jumping on the traceability bandwagon, it has been a central focus of Chapmans for more than 120 years. Director, Jamie Chapman, a Past President of SFMTA, says that is what attracted the company to working with Plan Bee:

"While it wasn't called sustainability back in 1893 when we first started, being able to trace our products from farm to table has always been our fundamental philosophy. Working with local companies, employing local people and sourcing local produce is central to that.



"Collaborating with Plan Bee, based just a mile down the road, allows us to take our environmental credentials to the next level. With four hives located next to the shop, we will be able to sell more than a hundred jars of the highest quality Wishaw honey directly to our customers. And, the only air miles are those put in by our bees."

Plan Bee works with some of the largest food producers in the country, from Highland Spring to Kelloggs and Glengoyne Distillery to meet

their sustainability needs and help them to manufacture their own high quality honey for use in their produce, to sell directly to customers, present to clients or sell in gift shops.

The sustainability business located on the border between Wishaw and Motherwell, leases and manages around 200 hives for clients from Aberdeenshire to Cornwall. Hives are located in idyllic country gardens, iconic Scottish Glens and on busy city centre rooftops. Plan Bee has lifted numerous awards in the last few years, making it one of the most successful start-up businesses in Scotland. Warren Bader, Plan Bee's CEO added:

"James Chapman Butchers has been about sustainability, traceability and above all else quality for over 120 years. If we can help to take them forward by adding our own brand of proactive, sustainable thinking then we're delighted. Quality and locality of produce are what Plan Bee is all about and that's why working with Jamie and his team to enhance their offering is the perfect marriage. To continually meet the needs of a community for more than a century and to deliver a quality product through such a changing historical climate is something most businesses would hope for, and Chapman's has managed that while continuing to deliver local produce to the highest quality."

2015 SFMTA Golf Day



This was played on Wednesday 3rd June as a Stableford competition with a Silent Pair competition running concurrently to give everyone something to play for over all 18 holes.



SFMTA Golf Day at Drumpellier Golf Club



Singles Champion: Hugh Pender 41 points
Longest Drive: Bruce McCall
Nearest the Pin: Paul Hebbourn
Silent Pairs Winners: Ian Bryan & Hugh Pender

Player 1	Pts	Player 2	Pts	Total Points
George Stuart	27	John Crossan	32	59
Jamie Cairns	31	John Maguire	29	60
Bruce McCall	39	David Lindsay	23	62
Paul Hebbourn	28	Martin Frame	27	55
Alan Elliot	27	Tom Lawn	29	56
Jim Preston	23	Derek Wynne	31	54
Mark Grant	27	Colin Hewitson	32	59
Ian Bryan	33	Hugh Pender	41	74



High Quality, Highly Productive Beef Suckler Herd Major Attraction at Scotland's 2015 Beef Event



The Scottish Beef Association could not have found a more appropriate venue for a beef event on the theme, Beef from the Hills, than Mains of Mause, in the Perthshire hills three miles north of Blairgowrie. Host farmers, Peter and Pat Alexander, and their son, Murray, have built up a commercial beef enterprise based on Limousin genetics which is renowned for the breeding and finishing of Limousin cross calves of the highest quality and attracted a huge attendance of beef farmers from all over the country for Scotland's Beef Event 2015 on 27 May this year.



The Alexander family know how to put on a show, having hosted Scotland's national sheep event, Scotsheep, in 2002, an open day for the Limousin World Congress in 2004 and the British Grassland's Society's annual tour in 2011.

Mains of Mause, with its focus on reducing costs and maximising returns from a hill suckler herd and sheep flock utilising all the latest technologies, is the ideal venue for the event at a crucial time for the beef industry in Scotland with considerable uncertainty about the future.

The farm is one of four units farmed by the Alexander's but Peter is quick to make light of the fact that a third of the 15,000 acres is ungrazeable hill rising to 3000ft above sea level and bordering Scotland's largest ski centre at Glenshee between Blairgowrie and Braemar.

Stocking comprises 1020 Limousin cross cow – the largest commercially run Limousin herds in the UK with a stud of 35 Limousin stock Bulls – and a flock of 2000 Blackface and Scotch Mule ewes.



The suckler herd was started in 1995 with the purchase of 40 cross cows at Oban mart and a Limousin stock bull, Newhouse Nougat, bought from leading breeders, Drew and Bob Adam, Newhouse of Glamis, Forfar. They have never looked back since then and Peter has never regretted his choice of breed.



"We sold all our cows in the 1980s and increased sheep numbers to 4000 ewes. We also introduced a cattle finishing enterprise and saw the potential of breeding our own calves so we went back into suckler cows," he says.

"In my view, the Limousin is the ultimate dual purpose breed and enables us to breed all our own replacements as well as having a good quality finished article to sell."

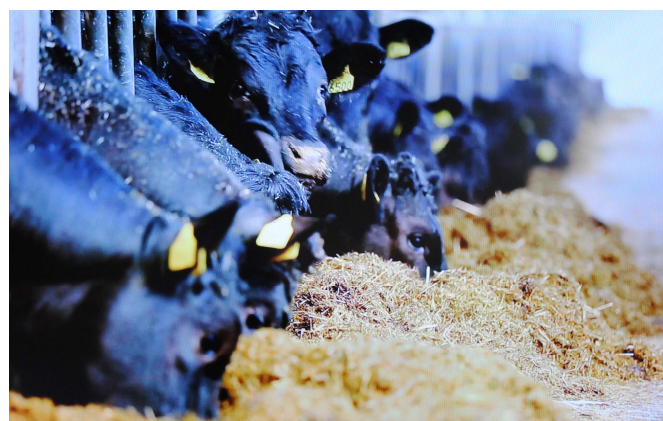
Top quality Limousin stock bulls have been critical to the success of the suckler herd and the Alexander's have never been slow to pay high prices – often into five figures – for the right genetics to take their herd forward.

"The Newhouse bull cost us £12000 but was worth every penny as he produced excellent foundation stock," Murray recalls. "We can justify paying five figure prices for stock bulls with good maternal traits as their daughters are retained in the herd."

Most stock bulls over the years have been bought from Newhouse or Robert Graham, Airthrey Kerse, Bridge of Allan, and Peter prefers to trust his own judgement rather than depending on EBVs in the selection of bulls. But he does insist on visiting the farm where a prospective purchase has been bred to assess the female lines before deciding to make a purchase.

"We like to buy bulls out of milky cows because our priority is the female qualities of milk, temperament and feet," he says.

Newhouse Nougat and Graham's Trooper have been two of the most influential bulls in the herd and more recently, Graham's Dynamite, their most expensive purchase at 21,000gns at Perth in 2010, is also breeding well.



They have also ventured into black genetics which started when they were looking for an outcross bull to put on their cows.

"We were fortunate to have the opportunity of buying the first black bull to come into the UK from Canada, Greenwood Black Poll Homerun, after his work with the pedigree herds which bought him was finished," Peter explains. "We were greatly impressed with his progeny and around 50% of the herd is now black."

Last year's most expensive purchase was Roxburgh Hoodoo, bought at Carlisle at 18,000gns, and other purchases include Haltcliffe Gary, Eltrick Falcon, Swarland Black Generator, Newhouse Black Frisky and Harestone Hermes. All these bulls were on show at the beef event as well as some of their first calves on the ground.

The purchase of top quality bulls is likely to remain an important part of the business but there are changes afoot. AI is being used for the first time this year to bring back some of the old successful genetics back into the herd and 300 cows and heifers have been inseminated using the latest technology to detect peak heat and the optimum time of service.

"We have semen available from Newhouse Nougat and other good breeding bulls, such as Greenwood Black Poll Homerun and Graham's Trooper, and it will be good to bring some of these genetics back into the herd," says Peter.

The vast majority of the cows calve in the spring and 100 in the autumn. Only heifers are calved inside. Cows are summered high up on the hills and most are out wintered on the lower lying farms in batches of up to 160 head.

They have access during the winter to concrete feed stances, designed by Peter and Murray, with covered feeding areas to keep the home-grown diet of silage, straw, barley and beans dry to eliminate waste, and have free access to stubble fields for exercise. This eliminates the need for bedding and dungs the field, thus keeping fertiliser costs down.



Up to 400 bullock calves are generally sold as yearlings at Lawrie & Symington's Forfar mart each April, where they are always a big attraction and command premium prices, but this year they have been retained for sale at the beef event which take place at the end of the day, starting at 4.00pm.

Murray explains; "We have enough housing for our young stock over the winter but grazing is in short supply in the summer. That's why we sell our most marketable product – the bullock calves – in the spring."

Last year 340 yearling bullocks weighed in at an average of 410kg and sold for an average of 259p/kg – just over £1000/head. Most customers for the bullocks are repeat buyers and the majority of the cattle head north to finishing units in the North East.

The remainder of the bullock calves and heifers not retained for breeding are finished at 18-20 months of age and sold to Scotbeef at Bridge of Allan. Bullocks sold last winter averaged 350kg deadweight and heifers 330kg with the majority grading U with a smattering of E grades.

The sheep flock comprises 600 blackface ewes and 1400 Scotch Mule ewes and is also self-contained with all lambs finished on the farm for Scotbeef except for ewe lambs retained for breeding. Bluefaced Leicester tups are crossed with the Blackface ewes to produce the Mule ewes which are crossed with the Texel. The aim is a 21kg deadweight lamb and most are grass finished. Last year's lambs averaged over £70/head.



Retail Prices for w/e 27/06/15

AVERAGE PRICES	SFMTA JUNE	SFMTA MAY	QMS JUNE	QMS MAY
SCOTCH BEEF				
Fillet Steak	3971	3971	3998	3998
Sirloin Steak	2789	2789	2521	2521
Rolled Rib Roast	2136	2136		
Popeseye Steak	1763	1763	1737	1737
Topside	1420	1420	1236	1236
Round / Rump Steak	1385	1385		
Shoulder Steak	1160	1160	1147	1147
Rolled Brisket	1106	1106		
Steak Mince	1025	1025	875	875
Boiling Beef Bone In	705	705		
DOMESTIC LAMB				
Whole Leg of Lamb	1360	1360	1271	1209
Centre Cut Leg Bone In	1566	1566		
Gigot Lamb Chops	1727	1727		
Lamb Leg Steaks	1782	1782	1794	1855
Chump Lamb Chops	1701	1701		
Double Loin Lamb Chops	1733	1733	1659	1691
Single Loin Lamb Chops	1616	1616	1516	1594
Rolled Shoulder Lamb	1240	1240		
Lamb Shanks	765	765		
Diced Lamb	1464	1464	1451	1391
Minced Lamb	1284	1284	1320	1263
PORK				
Pork Tenderloin (Fillet)	1224	1224	979	1014
Pork Leg Steaks	968	968		
Double Loin Pork Chops	931	931	891	848
Single Loin Pork Chops	909	909		
Rolled Shoulder of Pork	741	741	699	706
Belly Pork	719	719		
Pork Loin Steaks	1078	1078	1093	1063
Diced Pork	833	833	759	757
PRODUCTS				
Beef Link Sausages	805	805		
Pork Link Sausages	822	822	683	683
Speciality Pork Sausages	874	874		
Sliced Beef Sausage	732	732		
Sliced Black Pudding	675	675		
Ball Haggis	775	775		
Scotch Pie	103	103		
Quarterpound Beefburger	109	109		
1lb Steak Ashette Pie	704	704		

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

Livestock Prices

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

BEEF PRICES	W/E 20/06/15	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	351.0 p/kg	344.3 p/kg	345.6 p/kg
Heifers dwt	350.5 p/kg	345.8 p/kg	345.8 p/kg
Young Bulls dwt	343.1 p/kg	331.6 p/kg	332.0 p/kg
Numbers			
Steers	3448	3521	3973
Heifers	2121	2217	2191
Young Bulls	1076	1113	1041
BEEF PRICES			
	W/E 17/06/15	Previous week	Previous year
Scottish Auctions			
Steers lwt	205.80 p/kg	196.44 p/kg	192.51 p/kg
Heifers lwt	204.61 p/kg	204.71 p/kg	196.04 p/kg
Young bulls lwt	176.54 p/kg	186.03 p/kg	139.63 p/kg
Numbers			
Steers	150	203	225
Heifers	206	250	226
Young bulls	46	26	48

Deadweight cattle week ending 20th June 2015								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	357.3	355.1	356.9	357.7	359.7	357.2	354.2	352.7
R	351.5	353.1	354.7	351.0	353.0	351.8	344.5	346.5
O+	345.0	349.3	343.0	344.4	349.3	341.8	326.9	332.0
-O	328.3	321.1	317.7	304.4	302.0	330.8	307.8	-



2015 STEAK PIE & SPECIALITY MEAT PIE EVALUATION

Sponsored by Quality Meat Scotland and William Sword Ltd

A COMPETITION TO FIND SCOTLAND'S BEST ASHETTE PIES

Entry forms are enclosed. Five regional winners will receive a certificate.
Gold and Silver Awards to all those worthy of such recognition

To be held on Thursday 13th August 2015 in Brahan Campus, Perth College, Crieff Road, Perth

SHEEP PRICES	W/E 17/06/15	Previous week	Previous year
Scottish Auctions			
New Season SQQ lwt	192.10 p/kg	190.78 p/kg	227.37 p/kg
Ewes lwt	£69.06 /hd	£70.86 /hd	£74.28 /hd
Sheep numbers			
Scottish Auctions			
New Season SQQ	5911	3841	6323
Ewes	2517	2161	3498

SHEEP PRICES		W/E 20/06/15	Previous week	Previous year
GB Abattoirs				
Lambs SQQ dwt		411.4 p/kg	408.1 p/kg	502.1 p/kg
Deadweight sheep week ending 20 th June 2015 p/kg				
	U	421.7	420.3	405.8
	R	413.5	412.2	401.6
	O	397.8	398.1	394.9

PIG PRICES	W/E 20/06/15	Previous week	Previous year
GB Abattoirs			
Standard Pig Price (SPP)	132.38 p/kg	131.90 p/kg	163.44 p/kg

GB deadweight pigs ending 20th June 2015 – p/kg					
	Method 1 and 2 p/kg dwt	Change		Method 1 and 2 p/kg dwt	Change
Up to 59.9 kg	117.56	-1.01	80.0 – 89.9 kg	132.68	+0.31
60.0 – 69.9 kg	132.66	+0.62	90 kg and over	128.66	+0.61
70.0 – 79.9 kg	133.50	+0.54			

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

Welcome to new Corporate members

Lawrie & Symington Ltd. Lanark Agricultural Centre, Muirglen Lanark ML11 9AX

Contact: Hamish McCall, Managing Director: Tel: 01555 662281

Email: mailbox@lawrieandsymington.com Website: www.lawrieandsymington.com

FOR SALE:

4 inch Burger Press for a Mainca Sausage Filler

Contact: Paul Higgins, Tel: 01796 484948

FOR SALE:- Three Deck Baker Oven with Rack & Trays, Two x 2 metres refrigerated display cases with storage underneath, Mainca bacon slicer, Electronic scales and other butchers shop equipment including mincer, sausage filler and black display trays

Contact John Mackay on 01360 621 992 or Mobile 07854683101

FOR SALE: Bertrams Quality Butchers, 13 Bank Street, KIRRIEMUIR, **DD8 4BE**

Applied Agent is J & E Sheppard, Dundee Tel: 01382 878005

FOR SALE

WS15 Automatic Weigh Price Wrapping Machine No sensible offer refused. Tel: 07769686985

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

**Customer Accounts
Loyalty Scheme
Christmas Club
Cross selling
Order filling
Prepacking**



Stay Connected!



The app automatically shows your customers which promotions are on in your shop!

Want to tell customers about a new award? Put it in the news section and it will automatically be displayed in the app!



Featuring:

- Real time Reporting and Management by Pad
- Loyalty scheme with App for phones and NFC reader
- Christmas, Retail and Wholesale ordering
- Accounts, Invoicing and Statements
- Cross sell with pictures and prompts

Call us for a demonstration!

SCOTWEIGH

01324 611311

sales@scotweigh.co.uk