

FEDERATION NEWS

THE NEWSLETTER FOR SCOTLAND'S INDEPENDENT BUTCHERS

SCOTTISH MEAT TRADES FAIR
SUNDAY 8th MAY 2005
DEWARS CENTRE, PERTH



Marching Forward

The first **Product Evaluations** of the year are upon us and entry forms are enclosed. This time, for the first time ever, we are holding an evaluation for cooked meat and so there are opportunities for everyone who cooks anything from traditional Roast Beef to the most elaborate cured, stuffed and glazed joint of Pork to gain recognition and constructive criticism for their products.

We are already thinking ahead to what members will be able to promote this summer. Two concurrent evaluations will feature burgers and barbecue products. Awards will be presented at the Scottish Meat Trades Fair in Perth on 8th May just in time to cash in on what we hope to be a great barbecue summer in 2005.

Entry is free to every member. Last time around we were very pleased to see first time entrants pick up awards and impress both their potential and current customers with extensive publicity.

This is a serious evaluation. The judges will not give you an award unless they feel you merit it. It is not a lottery but its motto does apply – you have to be in it to win it! Yes, it could be you.

Labour Market Survey

Thanks go out to those members who returned forms on our labour vacancies survey. Results are reported in this issue and we will be interested to keep monitoring this situation. Initial thoughts on reading the results is that shortages are not as severe as we imagined but then have we been told the full story?

Wages Survey

This month we are repeating the exercise we undertook last March to record wage rates actually paid in the Scottish Postcode areas. Many members made use of this information which is sent out as requested by members. Please take part in this year's survey – it is anonymous – and is of great use to the industry.

MARCH 2005

This Month

**Sudan 1
Scare**

**Tasting Beef
with Laurent**

**Labour Survey
Results**

**Butchers Licensing
our response**

**Opportunities for
Grampian
Businesses**

**Scottish Market
Prices**



Europe and Scotland
Making it **work together**

YOUR FEDERATION IS THERE TO HELP YOU:

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

Health and Safety Advisory Service

From the 1st March 2005 a specialist health and safety advisory service will be available to members of SFMTA. Our legal obligations grow day by day and the cost of non compliance can have a major influence on a small business.

If you require information on risk assessment, manual handling or accidents at work or any other safety related matter you can contact John Gunster by phone or e-mail, details below. He will also be available to talk to at the Trade Fair on Sunday 8th May in Perth and looks forward to seeing some of you then.

John Gunster MIIRSM, 01383 728576, mob. 07747686572, e-mail jgsafety@aol.com

Trade Fair

Bookings for stands at the Scottish Trade Fair are still coming in. So far the following companies have reserved space. Dalziel, F M S Scotland, Unitech, East of Scotland Contracts, Devro (Scotland) Ltd, Wm Sword, Bank of Scotland Merchant Services, Macnaughton & Watson, Forest Products, D & R Stevenson, Scotweigh, A E S, Marshall Wilson Packaging, Paragon Products, Watco, Verve Van Centre, Clippertech, Celtic Food Machinery, Avery Berkel, AMKO, McAusland Crawford

KRH have also agreed to host a Refreshment area in the centre of the hall.

QMS have agreed to sponsor a display competition for businesses see page 18.

New Members

Welcome to the following new members who have joined in the last month.
Mr DM Lang, Geo G Lang & Sons Ltd. 138 Easter Road, Edinburgh EH7 5RJ
T & R Skinner, Main Street, Kippen, Stirlingshire FK8 3DN
Scott Carson, TH Carson, The Cross, Dalbeattie DG5 4HE
E Williams (Butchers), 1 Tandlehill Road, Kilbarchan, Johnstone, PA10 2DE

An up to date list of members can always be found at www.realbutchers.com

For Sale

BARBECUE KING ROTSIERRE

Very Good Condition £ offers, Neil Watt Tel 01674 672777

WASHING MACHINE:- nearly new

Maidaid, halcyon by ELFRAMO. Type MR160, 240V, 1 phase

Wash volume = 460x460x300mm high £1000 +VAT

Telephone Malcolm Crawford 01563 551122

Minimum wage rises to £5.05 an hour

The minimum wage is to rise above the £5 barrier for the first time to £5.05 an hour from October and to £5.35 an hour in October 2006, the Prime Minister announced on Friday 25th February.

Around 1.4 million workers, two thirds of them women, will benefit from the increase from the current level of £4.85 an hour. The rate for young adults aged 18 to 21 will also go up, from £4.10 to £4.25.

The 4.1 per cent increase in the adult rate means that someone working 40 hours a week at the minimum wage rate would earn £202 a week, or £10,504 a year - up £416 from the current level of £10,088 a year.

Speaking at his monthly press conference in 10 Downing Street, Mr Blair said the minimum wage was "a powerful symbol of how this country is changing for the good" adding that the increase in the minimum wage should be seen "in the context of an economy that is getting stronger and a society that is getting fairer".

The increases planned for October follow the recommendations made by the Low Pay Commission. The recommended increase to £5.35 for October 2006 has been "provisionally" accepted by the Government, subject to further advice from the Commission early next year.

Ministers have accepted the Commission's recommendation that the minimum wage for 16-17 year olds should remain at £3 an hour in 2005.

The Commission will review the rate and advise the Government further in February 2006. The National Minimum Wage was set cautiously at £3 an hour when it was introduced on 1 April 1999.

The rise was above the Consumer Price Index measure of inflation, which was 1.6 per cent in January.

The impact of the Government's announcement, coupled with tax credits already in place, mean that the Government could now guarantee a minimum income of £252 a week for a family with one child and one earner in a full-time job.

RESULTS OF THE VACANCIES SURVEY CARRIED OUT IN FEBRUARY 2005

POSITION	AB	DD	DG	EH	FK	G	HS	IV	KA	ML	PA	PH	TD	ZE	TOTAL
Butchery Manager										1		1	1	1	3
Butcher	3			1	2	1	1	1	1	1	1		3		15
Trainee Butcher	3		3	1	1							2	2		12
Counter Assistant	2		3		2					1		1	1	1	10
Baker / Cook		1	1	1	1						1	1			6
Delivery Person		1		1									1		3
Other															0
TOTAL BY POSTCODE	8	2	7	4	6	1	1		1	3	2	5	8		49

NUMBER OF SURVEYS
RETURNED

57

Beef Tasting Workshops

Two Beef Tastings Workshops were held in association with Quality Meat Scotland in February. Events in Glasgow and Dunfermline were well attended by members and everyone attending found the evenings interesting, informative and thought provoking.

This rather weird idea started in a small way at the Royal Highland Show last year and then was developed for a 170 strong audience at the 2004 BBC Good Food Show. The presenter for this special interest event is Laurent Vernet, the Market Development Manager for Quality Meat Scotland.

Laurent hails initially from La Rochelle on the west coast of France. Anyone from that region will know a good Bordeaux and be able to discuss the differences between Shiraz and Cabernet. Laurent sees no reason why steaks are not compared in the same way. He wants to encourage consumers to re-discover the taste of beef and asked butchers to be passionate about their meat.



Members travelled from Tiree and Stornoway to be at the Glasgow event in Oran Mor in Glasgow where Executive Chef Colin Bussey cooked up the steaks for examination. At Dunfermline Sheila Howarth of Lauder College served up steaks to a local audience including again members who had travelled greater distances to be present. Ian Jack travelled up from Stranraer and the event also attracted members from as far apart as Galashiels and Brechin.

There are over 1000 components of taste. Texture and flavour was the focus and Laurent explained the influences of inter muscular fat and connective tissue. He gave hints on how we should taste the steaks; the flavour goes to the back of your palate and reminded us that it was important to keep breathing!



Europe and Scotland
Making it **work together**



Steaks were brought forward for everyone to sample. Aged beef versus fresh beef; young bull v steer, Scotch v Brazilian, rib eye v skirt and different breeds were introduced into the equation. Members discovered that there were indeed many different tastes to steaks but most importantly that they should be "intoxicated" by their beef; tell the customer all about the steaks they are buying and build up the customer's excitement, experiment, enthusiasm and expectations.



Unfortunately the third event in Inverness on Monday 21st fell foul of the wintry weather and had to be called off at late notice. Sincere apologies are extended to those members who were inconvenienced by the late postponement. Your Chief Executive had to turn around at Pitlochry despite no sign of snow on the A9 or the hills around it.

The good news is that the Inverness event has been re-arranged for Monday 21st March. Members who had intimated their interest first time around will be contacted to check if they can make this date.

Any other members wanting to attend the Beef Tastings in Inverness please tel 01738 637785 to book a place.

Gauging by the success of these events we will be trying to fix up with QMS more of them in the future to accommodate areas of Scotland that were not covered this time around.



Sudan 1 Recalls Could Cost Sector At Least £100m...

from the editor@readymealsinfo.com

The biggest product recall in British history affecting over 400 products. So let's have a look at it. Italian authorities reported traces of the banned dye Sudan 1 in foods imported from the UK.

Since being banned back in 1995, detections of Sudan 1 have been a regular event among the FSA product warnings and recalls. The affected chilli powder was imported into the UK in 2002, and was traded twice before being bought by Premier Foods and used in their Crosse & Blackwell Worcester Sauce, which was then sold to other processed food manufacturers as an ingredient in November 2003. The EU declared that Sudan 1 was dangerous in December 2003. Therefore as there was no need to test for Sudan 1 before that time, it was not tested.

This starts to sound more like a problem of waiting for any problem ingredients to make its way through the supply chain. It's an expensive problem which will probably cost the sector over £100 million by some estimates. It's an expensive problem for the companies that will go bust in the wake of the food scare.

On Friday 18th February apparently a cancer charity spokesperson on TV struggled to come up with anything scary about Sudan 1 at all. She said there were no known cases. In laboratory conditions it has been proved to be carcinogenic to mice. The FSA say that it is unlikely to produce any health problems to anyone who has consumed any of the recalled meals.

That seems a bit of an understated food scare. But that does not stop calls for more tests and more visibility in the food chain, and more measures to assure the consumer that what they are eating will not kill them.

One interesting take on the scare, is that the root cause is not so much in the ingredient trader or the food manufacturer but in the dominance of the supermarket and multiple retailer. Because all of the biggest retailers

are squeezing the margins on the food production from their suppliers, they in turn pass the squeeze down the food production chain, so that somewhere along the line someone is tempted to cut corners.

There used to be a business adage about leaving the next man down the supply enough slack to take his cut. The problem is that in today's supply chain there is very little slack, and when something gives, then it is all very expensive.

Ask Premier Foods. Ask the supermarkets. Ask the institutional investors in food companies who will increase the risk factor for the sector.

Personally I am going to stick to eating shoe polish. At least I know that it's not good for me, and that's my responsibility.

Questions that arise?

What series of events led to the system breaking down and allowing such widespread use of material that shouldn't have reached the food chain?

Did businesses disregard public health by knowingly continuing to distribute contaminated ingredients?

Will consumers change their buying habits away from mass produced processed foods to the benefit of fresh food suppliers?

What is Sudan 1?

Sudan 1 is a synthetically produced red dye normally used for colouring solvents, oils, waxes, petrol and shoe and floor polishes.

It is rated a "class three" carcinogen, or cancer-causing agent, by the International Agency for Research on Cancer and has been banned from use as a food additive in Britain and the rest of the European Union since 1995. America banned its use in 1918.

Sudan 1 is genotoxic, which means it can damage cellular DNA if consumed. Laboratory tests have shown it to cause cancerous liver tumours in mice, rats and rabbits.

How has it got into the food chain now?

Sudan 1 is used to colour some chilli powders produced in India and exported around the world.

Since July 2003, chilli powder imported into Britain has had to be certified free of the dye, but the batch at the centre of this scandal is thought to have arrived before then.

It passed through at least two suppliers in Britain before ending up with Premier Foods, a large food manufacturer which inadvertently used the chilli powder to produce a batch of Crosse & Blackwell Worcester sauce. This sauce, in turn, has been used as an ingredient in a wide range of other products.

What food products are affected?

More than 400 different products contain the illegal powder. Many are ready-made meals such as shepherd's pie, pasta bake, chicken wings, sausage casserole, pizza and chilli con carne.

The list of affected products includes 68 own-label lines from Asda, 55 from Waitrose, 45 from Morrisons, 42 from Sainsbury's, 39 from Tesco, 26 from Somerfield, 15 from Marks & Spencer and 14 from Iceland.

A number of products made by British food companies have also been contaminated. They include three flavours of Unilever's Pot Noodle brand, products from Heinz and WeightWatchers and a low-fat caesar salad dressing made for McDonald's.

The full list of affected foods can be found at www.food.gov.uk.

What is the health risk?

Although the effect of Sudan 1 on humans has not been tested in clinical trials, scientists are in no doubt that it is a carcinogen. It is not possible to quantify precisely the risk it poses to humans.

However, the Food Standards Agency says that at the levels which are present in the affected food products in the current scandal, the risk of anyone contracting cancer specifically because of it are small.

If people have any of the affected products they are advised to destroy them or contact the store where they bought them for a refund.

What is being done to tackle the problem?

The scandal prompted the largest recall of food products in British history. All affected items are being removed from supermarket shelves. The Food Standards Agency is working with the food industry and local authorities to trace any other products which might be contaminated.

Concerns have been raised about why the public was alerted to the problem as late as mid February. The agency knew on February 7 that Sudan 1 may have entered the food chain after routine tests by an Italian company on a batch of Crosse & Blackwell Worcester sauce.

The Food Standards Agency was set up as an independent watchdog after the BSE debacle.

What measures are in place to stop this happening again?

Since July 2003 — following the discovery of traces of Sudan 1 in chilli powder samples in France — all dried and crushed or ground chilli coming into the EU must be accompanied by a certificate showing that it has been tested and found to be free of the illegal dye.

Any consignment that does not have a certificate is detained for tests and destroyed if it contains Sudan 1. But chilli powder has a long shelf life and some of the batches now in Britain arrived before the testing regime was introduced.

Opportunities for Butchers too

Comment from Sunday Times 27/02/05

There is an opportunity for any supermarket chain offering genuinely healthy food, alongside openness and honesty about ingredients. Better labelling is essential. The more we know about the industrial processes that go into the artificially coloured and flavoured products that reach our table, the more likely we will be to opt for something more wholesome, even if it takes longer to prepare. The Food Standards Agency, once it has recovered from its less-than-expert handling of the Sudan 1 crisis, has a role to play in this.

We also have to start by improving the diets of children. Studies show not only that eating habits we acquire when young carry through to later life, but that better-nourished children have an advantage when it comes to learning and development. Yet schools are restricted to a budget of 37p a meal — even guests of her majesty's prison hospitality get £1.74 — and install machines offering pupils crisps, chocolate and fizzy drinks. The chef Jamie Oliver has discovered that it is impossible to put a nutritious meal together for 37p, and that many parents do not instil good eating habits in their offspring.

The fastidious (and healthier) French spend between £1.50 and £4 on a school meal. Why can't we budget a minimum of £1 in Britain? That would not be cheap — an extra £300m a year — but it is a mere 0.6% of the education budget and it would be worth it. To ensure the next generation eats more healthily, we have to be more honest with our food labelling and we have to start them young.

Suppliers of sauces and spices to the trade including Raps, Verstegen, Degens, Lucas, Spicemans, MRC, Dalesman all have verified through policy statements that none of their products contain Sudan 1.

Federation response to FSA on Butchers Licensing

Thanks to members who responded to appeals for opinions on the future of butchers licensing. Here we re-print the response that was formed following your feedback. If you disagree with what was the consensus of opinion expressed please let us know. Your opinions count and if they are not reflected in the following you should point that out. The synopsis of what follows is that SFMTA cannot form an opinion until the Food Standards Agency makes decisions about the application of EU legislation which will impact upon the food industry in January 2006.

The future of butcher shop licensing in Scotland

This response to the above consultation is submitted by the Scottish Federation of Meat Traders Associations (SFMTA). SFMTA is the trade organisation representing 355 members and some 75 branch shops operating in the retail sector in Scotland. The views expressed are the condensed views of the membership who have fed back their thoughts to us either at Regional meetings, Executive meetings or through telephone calls.

Background

In the period after the 1996 John M Barr / Wishaw incident Scottish butchers took steps to prevent such an event recurring. Such was the damage to all independent butchers trade the industry raised its standards, instigated training and implemented HACCP. When licensing came along in October 2000 most butchers' businesses had much greater controls and separation and much improved hygiene awareness. The licensing process had its initial teething problems principally because neither the trade nor the enforcement authorities had clear guidelines as to requirements of HACCP systems.

Now butchers see HACCP as a clear benefit to their business and would work with it even if there was no legal requirement to do so. The main complaint from butchers since 2000 is the apparent singling out of butchers shops for licensing, the annual fee and the fact that the suggested extension of licensing into other areas of the food industry never happened.

Option 1

SFMTA agrees that there are good reasons to apply the new EU hygiene regulations to retail butchers handling both unwrapped raw meat and ready to eat food from 1 January 2006.

Training of supervisors to Intermediate Food Hygiene Certification has from the outset been the wrong requirement. It would have been much more practical and useful to have supervisors trained in HACCP. SFMTA agrees that persons responsible for the development and maintenance of HACCP systems must be adequately trained in the application of HACCP principles but the level of training has not been identified.

Butchers should be subject to the same hygiene requirements and enforcement controls as other retail and catering businesses. It is SFMTA's view that most catering establishments are greater risk than butchers' shops.

Option 2:

SFMTA believe it may be preferable to make new national provisions to continue licensing of butchers beyond 1 January 2006 in addition to the new EU hygiene legislation **only if** the licence fulfils the approval requirements for businesses supplying more than the 25% (marginal) limit to other than the ultimate consumer. In this case we feel licensing of butchers shops should be at the business's discretion.

The compliance with general hygiene requirements, the operation of HACCP-based procedures and HACCP training, should be those in Regulation (EC) 852/2004.

The requirement for mandatory training of food handlers in licensed butchers' shops should cease.

Specific questions and issues

- **Public health considerations**

What would the public health justification be for making new butchers' licensing requirements?

There is no reason to single out butchers. As already stated most catering establishments impose a greater risk. The only reason for retention would be to satisfy approval. With low throughput cutting plant status being removed in 2006 and approval required for catering butchers it would be more useful to maintain Butchers Shop Licensing for this purpose than involved Meat Hygiene vets inspecting butchers' shops. This would be a waste of resource and should be one that continues to be covered by Local Authority Environmental Health Officers.

Has licensing as envisaged by the Pennington Group served its purpose?

Yes. Butchers, under the very much more aware eye of the ultimate inspectors – their customers – are maintaining the improvements that licensed butchers achieved. Standards would not slip if licensing were discontinued and we would be disappointed if the powers of the new EU regs had not sufficient powers to cover all of the food industry.

Whether new licensing legislation could be justified solely to maintain the mandatory training requirement when the general training requirement in the EU regulations is considered appropriate for all other food businesses?

As already pointed out SFMTA feel that training in butchers' shops should be no different to that of other food businesses.

Are there any other public health aspects that we have not identified which need to be taken into account?

SFMTA do not notice any omissions.

- **Better regulation issues**

(i) How would new butchers' licensing requirements match up with Better Regulation principles?

Our suggestion to retain, if need be, butchers' licensing for the sake of approval is not gold plating the EU requirements, merely using them to comply with an EU requirement.

SFMTA would view the new licensing requirements as in option 2 to include those butchers for which licensing was originally introduced and those possibly trading solely in raw meat.

SFMTA agree with the points for reflection:

- The Pennington recommendation envisaged licensing as a 'stopgap' measure until businesses fully apply HACCP principles, which will be a requirement from 1 January 2006
- There is evidence that hygiene standards in butchers have improved as a result of the licensing initiative and agree enforcement resources would now be better directed towards raising standards in other businesses
- The new EU hygiene regulations provide a substantially equivalent level of public health protection to the current butchers' licensing arrangements
- The proportionality of using licensing essentially as a way of imposing conditions on butchers that already apply to them under EU legislation is excessive unless it fulfils another requirement

(ii) *The cost of new butchers' licensing requirements*

Maintaining licensing as in option 2 should be optional and as such the £100 licensing fee should remain. Other costs, such as time preparing annual licence applications, would also be incurred. This would justify continuing to levy a licence fee on butchers, but not on other retail or catering sectors subject to identical EU provisions, is equitable.

We would welcome your thoughts on these cost implications and on any other cost-related aspects not identified above

At this moment in time in H123 there are many unanswered questions and little definitive guidance is available on the type of HACCP systems that will be acceptable.

It is unclear what approval means for those butchers with over 25% volume of trade to other than the ultimate consumer. Until such time as that is defined SFMTA cannot have a considered view on the way forward. We have fears that numerous shops currently exceeding 25% will have difficulty gaining approval because of their structure. We estimate from our own survey that approval will be required by at least 200 businesses in Scotland.

FSA is assessing the likelihood of compliance under H123 for low throughput cutting plants but it is extremely difficult to identify and assess those businesses not currently of that status that may require approval.

SFMTA is very concerned at the potentially escalating costs to meat businesses when MHS vets get involved in approved premises. They are costly to retain and probably much more expensive to operate with than the annual cost of licensing.

Summary

If SFMTA understood the requirements for approval come 1st January 2006 we would be better placed to respond to this consultation. There needs to be clarity set out in the national rules in interpreting H123. We believe that these rules have not been finalised and an agreement should be reached as soon as possible so that the industry can prepare itself in plenty of time for implementation.

Herald sings Butcher's Praises

Congratulations to Graeme Drennan on a nice double page article in The Herald's Weekend Living Magazine. Graeme took over the business of W Cranston in Nithsdale Drive Glasgow six months ago when his boss, Connell Cranston sold him the business that he joined as an apprentice.

Bakers Asthma Problems

Supermarket bakery workers are at considerable risk of developing work-related asthma according to researchers from Imperial College and the Royal Brompton Hospital. Their study, reported in the latest edition of the European Respiratory Journal, found that up to nine percent of bakers, four percent of bakery managers and three percent of bakery assistants may have symptoms of asthma caused by working in supermarket bakeries.

Dr Andrew Brant from Imperial College and Royal Brompton Hospital, and one of the researchers, comments, "While bakers' asthma is not a new phenomenon, this is the first time a study has been conducted in supermarket bakeries. Although the extent of bakers' asthma is comparable with levels found in other traditional bakery settings, the research shows that this is a new occupational health issue, which management and bakery staff need to be aware of. It is especially important given the high and increasing proportion of baking that now takes place in UK supermarkets."

The researchers looked at 239 employees from 20 in-store bakeries for a supermarket chain. They collected data from questionnaires on a number of respiratory symptoms including chest tightness, breathing difficulties, chest wheezing or whistling, running or itchiness of the nose and eyes and sneezing. They also used skin-prick tests to check for allergies associated with baking. They found 15 percent of employees reported work-related asthma symptoms, and 26 percent had eye or nose work-related problems.

The study also found high levels of sensitisation to ingredients involved in the baking process. Sensitisation to one or more allergens, including flour but also widely used additives, was found in around a quarter of those with work-related asthma symptoms. Sensitisation is the process by which repeated exposure to certain allergens causes hypersensitivity, inducing or exacerbating asthma symptoms.

Dr Paul Cullinan from Imperial College and the Royal Brompton Hospital, and another of the researchers, adds, "While bakers' asthma is unlikely to prove life-threatening, it can have a significant impact on quality of life, leading to poorer health and forcing most to change jobs. We discovered high levels of sensitisation to various ingredients, including flour, potentially increasing the likelihood of bakery workers developing work-related symptoms."

FOR SALE

BUTCHERS SHOP AND BAKERY (Central Belt Village):

Large Double fronted shop - currently run as one business with excellent passing trade - well equipped - easily managed - combined turnover £170k with good margin

Tel 01501 751426 or 07771 776911

The President's Patch

SFMTA President Duncan MacKenzie finely balances his presidential duties with running his Greenock business. He trades from premises in Inverkip Street immediately opposite a Tesco superstore.

The business was started in 1916 by his great great grandfather in West Blackhall Street in Greenock moved via Brymner Street to the current premises in 1961.



Duncan is everything that you expect from a traditional butcher always available for some chat with his customers and very keen to promote the craft aspect that maintains the independent butchers' competitive advantage.

The young MacKenzie attended 'Evening Classes' from an early age. From the age of 9 Duncan went into the shop to assist his father boning out beef on a Tuesday night.





School holidays and Saturdays were spent in the family business meaning that very soon after leaving school Duncan was able to go and work for FMC at Dumfries before going further south to manage a Dely's store at Ivorheath near Pinewood Studios. Duncan can recall Glenda Jackson as one of his most famous customers.



After a brief spell in Alyth where he had a business for a couple of years in the early 90s Duncan returned to the family business in Greenock.



Much more recently Duncan has gone "Doon the Water" to expand his business by taking on a counter within a new Londis store at Inverkip some five miles south of Greenock.

Inverkip has a large marina as well as a growing residential area. Current population is only 1600 but the new homes being constructed in the surrounding area means that there is rapidly growing customer potential.



The Londis store is their biggest in Scotland and boasts an instore bakery and pharmacy as well as his Butchery counter.

The Butchery counter is at the back of the store but is highly visible and has a clean smart appearance.

The unit on the roadside at the north end of Inverkip has a nursery on the first floor and an adjacent café.

The Inverkip trade is far from the traditional early hours until 5.00pm job. Responding to customer demand Duncan has worked out the most economical opening hours for his counter is Monday to Saturday from 9.00am until 7.00pm.

When the butchery counter is unmanned customers can still buy Duncan's meat. He has space in the refrigerated wall units that he and his staff keep topped up with freshly cut overwrapped product that customers pay for at the checkouts. Steaks and joints sell from the shelves on Sundays along with pies and products for cooked breakfasts.





Scottish Federation Golf Day

Queen's Course, Gleneagles

Date: Wednesday, 27th April 2005

=====
Coffee/Tea and Bacon Rolls: 07:30-10:00
In the **Dormy Clubhouse Grill**

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Golf Tee Off- Queen's 10:00-11:30
Buffet Lunch 14:00-17:30
In the **Dormy Clubhouse Grill Included**

=====
Package £80.00 per person
Package includes:
Coffee/Tea and Bacon Rolls
1 basket of balls for Golf Academy
1 round of golf on the Queen's Course
Golfers buffet lunch
VAT

An Entry Form is enclosed with this Newsletter.



Gleneagles Queen's Course inspires the world's most experienced players. The Queen's Course, in its long history, has played host to some of the world's golfing greats.

Threading through high ridges on the north and west sides of the estate, the Queen's offers lovely woodland settings, lochans and ditches as water hazards, as well as many moorland characteristics. At 3,192 yards long, the challenge of the first nine can be deceptive, with even some of the best players finding it a test to make par into a fresh southwesterly breeze.

Do not be lulled into a sense of false security as you stand on the first tee. The 'Trystin Tree' or lover's meeting place, after which the hole is named, is a challenging opener. The ground falls away at your feet, the fairway swings round to the left and slopes towards the trees, and there are a couple of cunningly placed bunkers testing your approach into the miniscule green.

Entries by Monday 11th April please.

FSA talks tough on food crime

The Food Standards Agency is calling for tougher penalties for people convicted of food law offences and is suggesting a possible new offence of food fraud.

In its submission to the Hampton review, it says that, in cases of large-scale fraud: 'Local authorities have argued that penalties provided in food law are too low to be an effective deterrent.'

It adds: 'Conspiracy can be difficult to prove... as a result, cases are very resource intensive and will normally require input of police expertise.'

It also says the FSA 'suggests a study of the feasibility of creating a new offence in food law, attracting higher penalties – of breaching food law with wilful intent to defraud'.

As well as suggesting a possible new offence, the FSA says the judicial system should consider linking financial penalties to company turnover and to the potential implications of a crime on public health.

The submission notes: 'Provisions for linking penalties to "ability to pay" currently exist in UK competition law, under which penalties are set as a proportion of company turnover.' The FSA also raises the idea of enforcement officers issuing fixed penalty notices for certain food offences, with offenders paying an 'on-the-spot' fine or appearing in court, possibly linked to a points system.

Such penalties, it says, already exist in several EU countries and there are precedents, including parking fines and fixed penalty notices for littering.

The FSA says it has 'engaged with' the Magistrate's Association to raise awareness of the potentially serious public health implications of food offences, giving

examples of the types of penalty that might be appropriate.

It has also raised the option of using specialised courts for technical regulatory offences, and has suggested that there should be greater use of formal sentencing guidelines for magistrates.

The FSA also proposes a plaque or certificate as an incentive for compliant businesses. Such awards, says the FSA, are being piloted in Wales and Northern Ireland and are to be extended to Scotland. The FSA is also to research the feasibility of displaying food hygiene assessments in public, or 'scores on doors'.

Jenny Morris, CIEH policy officer, commented: 'It is gratifying that the FSA has some similar views to our own submission to the Hampton review, in arguing that current penalties available under food law do not act as a deterrent to those engaged in large-scale fraud.

'We are also pleased that the FSA is to pilot a "scores on doors" initiative, a move supported by CIEH policy. If it proves effective in improving hygiene, it will be recommended for adoption across the UK. We hope the review will take on board these proposals in its final report.'

The Hampton review of regulatory inspection and enforcement is being conducted by the Treasury, led by the Chair of Sainsbury's. Options in its interim report in December included a crackdown on cowboys, more deterrents, training for magistrates and fixed penalties. Its final report is set to be published before the March budget.

Working Time Directive to impact upon warehousing and distribution

The Freight Transport Association announced on Monday, 31st January, that a new study into the impact of the working time directive on warehousing and distribution will be published in March.

QMS Scottish Display Competition

To be held at the Scottish Meat Trade Fair Sunday 8th May

At the Butchers Fair held in Dublin last November Irish butchers demonstrated their display skills with a competition among four companies for the Display Championship for Dublin, Rest of Ireland and All Ireland. The companies taking part earned themselves some useful local and national PR while picking up cash prizes.

Quality Meat Scotland has agreed to put up prizes for a similar competition to be staged at this year's Trade Fair in Perth. Entries are invited from businesses who will be required to fill a section of refrigerated cabinet at the Fair. This is not a cutting competition; products can be prepared and brought to the event ready to plate. Displays can use any cuts of Beef, Lamb and Pork or products made from any or all of these three species. There is no age limits to competitors in fact there is an opportunity for those who may have previously been excluded from competition because of age to show their skills and ability.

Entrants will have 90 minutes to set up their displays. There will be two geographical area; North and South determined by the Clyde - Forth / Garelochhead to Bannockburn line.

As well as winning the prestigious Display Champion titles the overall winner will receive £400 with the other regional winner lifting £200. Members are invited to submit teams of two to take part in the event. An entry form is enclosed with this Newsletter. To qualify for the finals all you need do is to send SFMTA a photograph of a display of meat in your shop of at least 1.5 metres in width.

Below is a photograph of Martin Divilly from Galway's winning display that won him the All Ireland title. We are sure that Scottish butchers will be able to come up with some equally exciting displays.



Hail Caledonian

Jimmy M Whannel is a well known name around the auction ring although maybe to a lesser extent since his semi-retirement. Jimmy was a special guest of Robert Kirkhope at the Lanarkshire Butchers Dinner Dance on Saturday 26th February.

Robert explained that since Jimmy 'retired' in November trade was such that it was impossible to organise a special evening for Jimmy so the Lanarkshire function was an ideal opportunity to celebrate along with Robert's guests, John Broadfoot, Managing Director of Caledonian Mart, George Anderson, haulier and local supplier farmer John Bannantine.

Having left Stranraer High School in 1952 at the age of 15 Jimmy Whannel joined Stranraer Co-operative as an apprentice butcher. Two years Army service included working at the War Office in London before Jimmy returned to the trade. He became Manager at Lanark Co-op in 1962, moving to Bathgate Co-op in 1965 eventually running the factory unit and 10 shops for West Lothian Co-op.

Jimmy joined CWS London in 1979 becoming Assistant National Manager. He had responsibility for the Huddersfield meat plant that processed 120 sides of beef per day. He returned north to be in charge of the Co-op's boning hall at Lesmahagow and distribution centre at Wishaw.

In 1988 faced with redundancy as the Co-op pulled back on its Scottish operation, Jimmy took on board the suggestion of John Chapman that he should start his own business out of Wishaw Abattoir. He bought cattle out of Caley Market in Stirling supplying private butchers with quality beef from Wishaw Abattoir in Caledonian Road.

Jimmy claims that three quarters of what he bought tended to be Limousin. In 2004 Jimmy retired selling the business to Robert Kirkhope but Jimmy still goes to the market to source cattle for Robert who supplies over 40 outlets per week. Robert says that Jimmy will be staying on in indefinitely until such times as the requirements of customers and the purchasing need to meet these special demands is fully understood by the new owner.

Grampian Country Food Group considers £300m flotation

Grampian Country Food Group, Scotland's biggest private company, is considering a flotation that could value the pork and poultry producer at up to £300m.

Fred Duncan, Grampian's Chairman and biggest shareholder, travelled from Aberdeen to Edinburgh in February to attend a seminar for companies looking to float on the London Stock Exchange. Duncan has set his face against flotation in the past, but his position appears to have changed.

If valued on the same basis as other food companies, Grampian would be worth around £300m. But one City analyst said the company might command a low price ratio because of its exposure to low-cost food markets. If so, the group would be worth little more than £150m.

Honey Mustard and Pork Loin with Apricots

A tray highlighter for the recently mailed Diamond Award Winning product is enclosed with this Newsletter. If you have not already tried making and selling this product you might find this an ideal product to offer at Easter.

TUC report into Migrant Labour

In February the Guardian and Channel 4 reported that the release of a TUC report into the exploitation of immigrant labour had been delayed by the government, wishing to avoid the issue in the run up to the election. However the issue has now attracted some publicity which may lead to the spotlight falling on the treatment of migrant labour in certain sectors of the economy. Retail small businesses could be amongst these, especially considering the comment USDAW (Union of Shop, Distributive and Allied Workers) made to the DTI committee in their evidence session of 20 December:

National Minimum Wage and Small Retailers
Compliance and small retailers

- USDAW further suggested that the retail industry was a sector where many companies sought to bypass NMW. **They highlighted the problem of large companies subcontracting to agencies who employ cheap migrant workers.**
- While USDAW said it had the power to influence large companies to adopt best practice, **it was powerless to regulate small independent retailers who avoid NMW.**

The Guardian reported that the TUC report catalogues the coercive techniques used by private employers to force migrants to work for low wages and in poor conditions, from physical and sexual violence to debt bondage and blackmail. It also gave examples of where the government has paid wages well below the minimum legal wage, following deductions to agencies. The research focuses on building work, farming, contract cleaning and residential care. Its findings conclude that:

- many foreign migrants were forced to work through violence and intimidation and were prevented from seeking help;
- many have been forced into debt bondage, having taken loans to fund their travel to the UK repayable at exorbitant rates of interest; and
- migrants were often working in dangerous conditions, and for excessive hours. Some deaths of migrants at work had been identified.

London retailers suffer from congestion charge

Retail businesses in the congestion charge zone have hardened their opposition to the scheme and increasingly blame it for commercial problems which have hit the centre of the capital. This is according to a report from the London Chamber of Commerce, whom have just completed their third major study of the impact of the charge on the sector.

They found that some 84 per cent of retailers say that their takings are down compared with before the introduction of the charge and 62 per cent of these say that the £5-a-day road toll is "all" or "mostly" to blame. When the question was last asked - in advance of the c-charge's one-year anniversary - 70 per cent of respondents said takings were down and 42 per cent said the charge was "all" or "mostly" to blame.

Make Mothering Sunday Eggstra Special

British Egg Information Service has issued the following News Release

Mothering Sunday (6th March) was traditionally a day when domestic servants were given leave to visit their mothers. More recently Mums are treated to gifts, flowers or perhaps the best treat of all - breakfast in bed!

Why not use Mothering Sunday as an opportunity to teach children the cookery basics by serving Mum a fast and nutritious soft boiled egg? Dads should supervise kids when bringing the pan of water, containing the eggs, to the boil. At boiling point the heat should be reduced to a simmer. For a soft boiled egg simmer for 4 minutes, for a hard boiled egg simmer for 6 minutes. Serve with toast.

A boiled egg doesn't have to be restricted to a breakfast dish. Serve hot or cold as an accompaniment to any meal. For a healthy lunchtime snack serve with salad or try sliced in sandwiches. Eggs are the perfect fast food but also good for you. More simple ways of cooking with eggs can be found at www.eggrecipes.co.uk.

Look for the Lion! All eggs bearing the Lion Quality mark are laid by British hens that have been vaccinated against salmonella giving you the assurance that the eggs have been produced to the highest of food safety standards.

Tesco expanding neighbourhood stores

Tesco which has 29 per cent of the total grocery markets is attempting to navigate competition policy to pursue an expansion plan that may make it the leader in the convenience store sector. To the anger of some rival convenience store operators, the Office of Fair Trading allowed Tesco to take over 1,200 T&S stores in 2002, and 45 London stores trading under the Cullens, Europa and Harts brands last year.

At present the OFT has no concerns about competition in the convenience store sector. While competition authorities are wary of market shares that top 25 per cent, they see distinct divisions within the grocery sector. The OFT said: "Different types of stores have different competition constraints. We look at the type of shopping that happens in the market, whether consumers are doing a weekly shop or just top-up shopping."

Supermarket groups are attempting to break in on the fastest-growing sector of the food market, particularly in the face of tough out-of-town planning restrictions for large store developments. But while the regulators recognise divisions in the grocery sector, suppliers and retailers often do not. Many fear that Tesco's buying power will squeeze smaller convenience operators who pay wholesale prices rather than buy direct from suppliers.

Euro Beef Project

The EU is funding a two-year programme to promote and monitor good quality meat production in its 10 new eastern and southern member states.

The quality meat project will promote the production of healthy meat and will stage information sessions for meat producers. It will also hold 'brokerage events' for researchers and industry experts to meet and exchange ideas for consortia bidding for EU research money under the EU's ongoing sixth framework programme.

The quality meat meetings will focus on improving total food chain management, traceability, animal welfare, feed analysis, and detection and control, as well as health standards. A database of eastern and southern meat researchers and research groups will also be set up.

The scheme covers all kinds of meat, including poultry, bovine, sheep and pig meat. It is being extended to Romania and Bulgaria, who are scheduled to join the EU in 2007.

NEWS RELEASE

24 February 2005



**Skills chief welcomes 14 to 19-year-olds White Paper
“Employers have been crying out for better basic skills among the young”**

Employers throughout the land will be giving a qualified welcome to the government’s White Paper on education for 14 to 19-year-olds, according to the skills chief for the food and drink industry – the largest sector within UK manufacturing.

Jack Matthews, Chief Executive of Improve, the food and drink sector skills council, which works on behalf of more than 20,000 employers and more than 600,000 employees in the UK, said that the reforms will address one of the greatest frustrations faced by employers for decades – that of poor basic skills among young recruits. “Employers have been crying out for action on this issue,” he said.

“Too often they have been coping with having to teach new staff the basic employability skills such as literacy and functional maths, when this is a job that should have been done before the young people left full-time education. If we can now focus harder on preparing young people for work, then they will achieve more when they start their careers, giving themselves a higher starting platform for personal development, and at the same time lifting productivity for employers, which will be good for the country.

“Employers are also pleased about the strengthening of the vocational route for 14 to 19-year-olds. In the coming years, sector skills councils will take the lead in developing a vocational curriculum that responds to employers’ needs and provides young people with a high-quality programme leading to valued and rewarding jobs. Active employer involvement – for instance, through work experience, mentoring and input to classes – will make these programmes even more relevant.

“Employers support the greater degree of choice that will be available to young people through a vocational diploma. As this learning will be more flexibly delivered, across a range of providers – schools, colleges and work-based-learning providers – it can be tailored to suit the needs and learning styles of the individual. We shall work with our partners to make the vocational diploma a success, and over time expect to broaden this qualification so that it combines vocational qualifications with mainstream academic qualifications.

“The key proof of this to employers will be the government’s continuing support of the work that sectors skills councils are involved in to make the educational establishment more responsive to employers’ needs. This support must address the current over-emphasis on the academic route over that of vocational skills, and their consignment to second-rate status. The future productivity of the food and drink industry and UK PLC rests on the skills of our workforce. The 14-19 proposals are a key step in the right direction, but are only a step. We require further action to raise the status and access of vocational skills.”

Specialist Skills Tutoring from the Expert

Scottish Meat Training through support funding from the new Sector Skills Council for Food and Drink industry has been able to arrange specialist training for trainees, butchers and businesses in the Scottish Enterprise Grampian area.

For either a two hour session in the morning or a two hour session in the afternoon Dick van Leeuwen from the Meat and Livestock will call on your business and offer assistance in one of the following three areas.

1 Display Evaluation

Participant to set up their usual display for Dick van Leeuwen to evaluate.

Dick van Leeuwen to suggest tips on how to improve if possible and then would have time to discuss how to promote your business.

The aim of this session is to look at your business through the eyes of the consumer.

2 Seam Cutting Master Class

Participant to choose primal cuts they want to work on and Dick van Leeuwen will demonstrate the seam cutting method.

The aim of this session is to improve product eating quality and widen the range of cuts.

3 Product Development

Participant to suggest primals they want to add value to and Dick van Leeuwen will demonstrate and suggest ideas.

The aim of this session is to add value to cuts and products.

Dick van Leeuwen is available to call on the following Tuesdays and Wednesday to start with. Allocation will be made on a first come first served basis with geographical limitations being considered.

15/03/05 – 16/03/05

22/03/05 – 23/03/05

The cost of this tuition is only **£50 + VAT** per session

This is a great opportunity to have someone call in and have a good look at your business and offer technical specialist support. It is unlikely that this deal can be repeated. A written report will be produced and sent to the individual businesses visited. A copy of this will also be sent to Improve.

If you are in the area covered by Scottish Enterprise Grampian and interested in having Dick van Leeuwen visit your business please contact Scottish Meat Training today on 01738 637785. We will confirm and send invoice to you when booking is made.



Livestock Prices

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



BEEF PRICES		W/E 19/02/05	Previous week	Previous year
Scottish Abattoirs				
	Steers dwt	200.8 p/kg	202.3 p/kg	190.7 p/kg
	Heifers dwt	201.6 p/kg	203.4 p/kg	190.0 p/kg
	Young Bulls dwt	183.4 p/kg	184.1 p/kg	177.3 p/kg
Numbers				
	Steers	4450	4385	4296
	Heifers	2750	2636	2461
	Young Bulls	560	697	656

BEEF PRICES		W/E 17/02/05	Previous week	Previous year
Scottish Auctions				
	Steers lwt	111.83 p/kg	113.58 p/kg	108.03 p/kg
	Heifers lwt	112.99 p/kg	112.79 p/kg	108.87 p/kg
	Young bulls lwt	97.92 p/kg	96.87 p/kg	94.76 p/kg
Numbers				
	Steers	551	479	445
	Heifers	617	729	550
	Young bulls	68	51	61

Deadweight cattle week ending February 19th 2005								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	205.0	205.6	202.4	207.1	207.6	208.0	196.6	198.0
R	201.9	203.0	202.5	202.1	202.9	202.1	190.8	190.8
O+	196.4	198.8	198.6	192.8	198.4	196.5	186.6	185.2
-O	181.3	184.4	-	-	183.6	-	174.5	176.9

SHEEP PRICES	W/E 10/02/05	Previous week	Previous year
Scottish Auctions			
Hoggs SQQ lwt	110.76 p/kg	112.40 p/kg	128.54 p/kg
Ewes lwt	£24.44 /head	£26.24 /head	£42.07 /head
Sheep numbers			
Scottish Auctions			
Hoggs SQQ	18166	18353	22205
Ewes	7072	4975	5347

SHEEP PRICES	W/E 12/02/05	Previous week	Previous year
GB Abattoirs			
Hoggs SQQ dwt	246.4 p/kg	246.9 p/kg	282.2 p/kg

Deadweight sheep week ending February 12 – p/kg			
	2	3L	3H
U	257.3	257.5	248.2
R	248.8	248.7	246.3
o	237.2	240.9	242.5

PIG PRICES	W/E 12/02/05	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	100.90 p/kg	100.54 p/kg	101.34 p/kg

GB deadweight pigs week ending February 12– p/kg					
	Method 1 and 2	Change		Method 1 and 2	Change
	p/kg dwt			p/kg dwt	
Up to 59.9 kg	97.19	+0.22	80.0 – 89.9 kg	100.17	+0.57
60.0 – 69.9 kg	101.92	+0.05	90 kg and over	92.21	+0.70
70-0 – 79.9 kg	101.79	+0.34			

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

Scottish Retail Prices

Week ended	29 Jan		5 Feb		12 Feb		19 Feb	
BEEF	Range	Average	Range	Average	Range	Average	Range	Average
	p per kg		p per kg		p per kg		p per kg	
Topside	612-1065	838	612-1065	838	505-1065	815	505-1065	813
Sirloin steak	999-2289	1671	999-2289	1671	999-2289	1689	999-2289	1689
Rump steak	661-1350	1007	661-1350	1008	661-1350	1012	661-1350	1006
Fillet Steak	1567-3200	2157	1567-3200	2163	1567-3200	2185	1679-3200	2187
Diced stewing steak	399-860	713	299-860	707	299-860	707	299-860	707
Braising Steak	329-860	716	329-860	716	329-860	716	299-860	722
Premium mince	215-765	541	215-765	541	269-765	544	269-765	544
Standard mince	119-429	306	119-429	303	149-429	311	149-429	311

Week ended	29 Jan		5 Feb		12 Feb		19 Feb	
LAMB	Range	Average	Range	Average	Range	Average	Range	Average
	p per kg		p per kg		p per kg		p per kg	
Domestic								
Whole leg	532-1068	797	532-1068	797	532-1068	803	532-1068	804
Fillet end leg	599-1299	1110	599-1299	1110	599-1299	1121	599-1299	1118
Shoulder (bone-in)	260-765	518	260-765	518	260-765	527	260-765	519
Shoulder (boneless)	359-950	777	359-950	777	359-950	783	359-950	781
Lamb steaks	769-1990	1294	769-1990	1293	769-1990	1309	769-1990	1299
Loin Chops	697-1343	1105	705-1373	1115	705-1373	1128	705-1373	1112
Double loin chops	767-1399	1184	767-1399	1184	767-1399	1184	767-1399	1184
Cutlet chops	799-1299	1065	799-1299	1065	799-1299	1071	799-1299	1054
Diced Lamb	589-1190	791	589-1190	791	589-1190	791	589-1190	791
Minced Lamb	169-900	751	169-900	751	169-900	751	169-900	751

Week ended	29 Jan		5 Feb		12 Feb		19 Feb	
PORK	Range	Average	Range	Average	Range	Average	Range	Average
	p per kg		p per kg		p per kg		p per kg	
Leg (Boneless)	349-765	582	349-765	582	369-765	582	369-765	582
Fillet end leg	373-765	667	373-765	667	373-765	667	373-765	667
Shoulder (Boneless)	239-800	508	239-800	507	239-800	512	239-800	507
Fillet of Pork	529-1250	958	529-1250	964	529-1250	979	529-1250	979
Loin Steaks	591-895	681	591-895	679	599-895	688	599-895	683
Loin Chops	399-900	613	399-900	613	449-900	618	449-900	619
Diced Pork	459-800	594	459-800	594	459-800	594	459-800	594
Minced Pork	169-765	444	169-765	444	169-765	444	169-765	444
Sausages	199-565	453	199-565	453	199-565	453	199-565	453

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

Beef No1 Choice For Scots Consumers

The Scots love affair with beef continues with consumers spending £164 million pounds on beef last year – that's £4 million pounds more and a jump of 2.3% on the year before. Latest research on consumer purchasing trends also indicates that not only are people continuing to buy more beef, they're opting for cuts and product at the premium end of the market.

Quality Meat Scotland, the red meat industry body, has welcomed the research saying it's great news for the the Scottish sector already firmly established as the number one supplier of beef in the premium market.

QMS Marketing Controller Andrew Ovens added: "With the increase in value of sales oustripping the increase in the volume of product sold, this is a sure sign that more and more consumers are looking for quality when they buy beef and are prepared to pay more for it.

"This is great news for the Scottish beef industry. The Scotch beef brand already enjoys huge loyalty from Scottish consumers with 75% saying it's the best available and this surely gives us an edge over our competitors for sales at the premium end of the market."

The research offered good news on lamb sales in Scotland, showing a significant upturn last year after a period of decline. Data indicates the value of fresh and frozen lamb sales increased by nearly 11% during 2004 and the volume of sales leapt by 16%.

The value of pork sales is also on the up, showing an increase of nearly 5% on 2004 against a 1% rise in sales volume also suggesting consumers are choosing to purchase at the quality end of the market.

Major Consultation Exercise For Scottish Pig Sector

Scotland's pig producers and processors are being invited to have their say on the future priorities and activities for the Scottish pig industry.

The Chairman of Quality Meat Scotland, Jim Walker, announced plans for an industry wide consultation exercise on the way forward for the pig industry at a major conference in Dundee today (Wednesday 23rd February).

He said: "QMS has drawn on the extensive knowledge of its Pig Forum members to develop the Scottish pig sector's first strategy, setting out a plan of action for the next three years with the twin aims of improving productivity and increasing product value. The next step is to make sure these proposals have the full support of the many businesses making up this vital sector of the Scottish red meat industry.

"We are sending out copies of the strategy to every pig producer and processor in Scotland setting out realistic measures to improve pig health, increase kilos of meat sold per sow, encourage best business practice and improve processing efficiency.

"The next five years will be crucial for the Scottish pig sector as we compete for a share of the growing global market for pork and pork products. Global pork consumption is expected to reach 120 million tonnes a year by the year 2015; if we are to take full advantage of the clear opportunities that are out there for us, we need to work together."

Corporate Members

Corporate membership is by invitation and the following companies have supported the Federation by accepting our offer.

Members should be aware that the following are supporting them: -

AES, Crossbush, Riccarton, Kilmarnock KA1 5LN	Tel 01563 551122, 07788 926925
Bizerba (UK) Ltd, Eastman Way, Hemel Hempstead, HP2 7DU	Tel: 01442 240751
Dalziel Ltd, 8 Belgowan Street, Bellshill Industrial Estate, Lanarkshire ML4 3JA	Tel: 01698 749595
East of Scotland Contracts, Ferryhills Road, Inverkeithing, Fife KY11 1HD	Tel 01383 418610
William Forrest & Son (Paisley) Ltd, Omoa Works, Motherwell ML1 5LY	Tel 01698 860149
Kerry Ingredients (Lucas) Portbury Way, Bristol BS20 7XN	Tel 01943 864443
KRH Ltd, 1 Macgowan House, Nobel Busn Park, Stevenson, Ayrshire KA20 3LJ,	Tel 01294 472755
Macnaughton & Watson, 423 Gallowgate, Glasgow, G40 2DY	Tel 0141 554 2757
McAusland Crawford, 79-81 Abercorn Street, Paisley PA3 4AS	Tel 0141 849 7033
Paragon Products, Newhailes Ind Estate, Newhailes Road, Musselburgh	Tel: 0131 653 2222
Scotweigh, Unit 2, Granary Square, Bankside, Falkirk, FK2 7XJ	Tel 01324 611311
Stockline Plastics, Grovepark Mills, Hopehill Road, Glasgow, G20 7NF	Tel 0800 262015
Styropack, Craigshaw Road, West Tullos Ind Estate, Aberdeen	Tel: 01224 873166
Turner Vehicle Bodies, Carseview Rd, Suttieside Ind Estate Forfar, DD8 3BT	Tel: 01307 462142
William Sword Ltd., Blairlinn Ind Est, Cumbernauld, G62 2TX	Tel: 01236 725094