FEDERATION NEWS

THE NEWSLETTER FOR SCOTLAND'S INDEPENDENT BUTCHERS

MARCH 2004

Trade Fair's Leap Year

There will be no Scottish Meat Trades Fair in 2004 following the decision of the SFMTA Executive. Reluctantly it was decided to give this year a miss after consultation with both exhibitors and members.

With the estimated cost of £2000 for exhibitors to attend and staff the Fair in Perth it was felt that the return did not match the resources and effort deployed. The number of butchers attending the annual fair has been steadily dropping and even those attending have only been making fleeting visits.

Before taking the decision to axe this year's Trade Fair alternative venues and dates were considered. Front runner in alternatives was Dundee where their ice arena was available and the Dundee Flower and Food Festival was on the doorstep to provide a good alternative for those travelling who didn't want to spend the whole day at the Trade Fair.

Despite the apparent idea scenario the location went against Dundee. Comments are always made about taking the show further west so the Executive feared a reaction if the event moved 25 miles further east. Had the location been Stirling this would have been better. Other venues are under consideration for the 2005 Trade Fair. These include Braehead and the Royal Concert Hall, Glasgow.

Remember Regional Meetings

1st March St Boswells, 2nd March in Elgin,
8th March in Glasgow, 9th March at Ingliston and
10th March in Dundee

This Month

YOUR FEDERATION IS THERE TO HELP YOU:

Telephone 01738 637472 fax 01738 441059 e mail: sfmta@sfmta.co.uk
or find us on the web at www.sfmta.co.uk

Meat crime case collapses on technicality

Thursday, February 12 2004

A high-profile food safety prosecution in west Wales brought against three men charged with involvement in meat crime has collapsed on a legal technicality.

Colin Patterson of Ffostrasl, Carmello Gale of Llandysul, and Peter Maguigan of Pontshaen, a former senior Meat Hygiene Service meat inspector, had all pleaded not guilty to conspiracy to supply unfit meat, in a prosecution brought by Ceredigion Council. But the three men were formally cleared of all charges at Swansea crown court last week. No order was made by the judge in relation to costs.

A statement from Ceredigion Council explained: "The Food Safety Act requires that offences must be laid before the court within a specified time limit from the dates of discovering the offences. A high court decision in November 2003 had the effect of changing the legal interpretation of when this time limit starts." The case was dropped, the statement said, because of the new "discovery" ruling.

The high court decision was that of Harrow LBC vs Tesco, involving bread contaminated by metal. The case was won on appeal by the supermarket. The judge ruled that the council would have "discovered" that the bread was contaminated before receiving a public analyst's report, which was one year before information was laid in court.

In the Welsh case, seven men were arrested in March 2002, following raids on nine premises in England and Wales by EHOs and Dyfed Powys police. The raid led to the seizure of more than 1,000 boxes of meat from an unlicensed cold store at Tanner's Park, north of Aberystwyth. The meat, valued at £37,000, was later condemned. Some of it, magistrates heard, showed signs of decomposition.

Those arrested at the time included businessmen Colin Patterson and Carmelo Gale, and Peter Maguigan, an inspector at the MHS office at Oriel Jones and Son abattoir, near Lampeter. Dafydd Raw Rees, a former Ceredigion councillor who had leased the cold store to Mr Patterson, was arrested but not charged. The council's case against Patterson, Gale and Maguigan was laid in court in February 2003.

An MHS spokesperson told EHN that, following abandonment of the case, Mr Maguigan remains on precautionary paid suspension pending an investigation of any disciplinary action.

In separate cases, one of the defendants faces court appearances under food and health and safety laws, in prosecutions brought by the London boroughs of Wandsworth and Haringey. Court dates are scheduled for this and next month.

Barristers for the three Swansea defendants said that all the meat had been correctly slaughtered at the Oriel Jones slaughterhouse in Llandysul and that all the sheep except one had shown the correct tag. But Ceredigion Council's statement said that the decision not to pursue the case "was based on matters surrounding the new interpretation placed on the time limits set by the Food Safety Act and not any evidential concerns".

Meat Skills Competition 2003

Entry forms and details are included with this Newsletter. A new category has been introduced to encourage new entrants; those under 22 years of age and with less than 18 months experience in the industry.
The regional heats will be held during April and May. See separate insert.

Through this initiatives businesses can access a number of services that can offer help with all aspects of occupational health and safety.

Safe and Healthy Working

Safe and Healthy Working offers advice on all aspects of occupational health and safety.

Safe and Healthy Working Advisers can also visit your workplace to carry out a needs assessment to assist you in managing safety and health in the workplace, all aspects of the service are completely FREE and confidential.

After the initial visit you will receive a report specific to your premises and thereafter a follow-up visit.

The project works in partnership with local Environmental Health Services and with the Health and Safety Executive so that there will be no conflict between the project and the enforcing authorities.

Contact the Safe and Healthy Working advice line on 0800 019 2211

Gourmet food market set to grow 30% in five years

Friday 13 February 2004

The UK gourmet food market is set to grow by 30% in the next five years as consumers become increasingly uninspired by mass-produced food, according to a new report from market analyst Datamonitor.

The UK is Europe's second-largest gourmet food market, behind France. In terms of per capita consumption, however, British fine food consumers take the lead, spending over £900 per year each on fine foods.

"One of the most important trends in grocery over the past ten years has been the emergence of the market for organic, natural and fresh produce. This rapidly growing market stands as proof that today's consumers are prepared to spend a premium on food provided that they can see a clear value in it for them," said Datamonitor's Andrew Russell, author of the report.

According to Datamonitor, 2003 sales of fine dining foods were worth £4.2bn in the UK and are forecast to increase by 31%, to £5.5bn in 2008. France is far and away the biggest market, in Europe, followed by the UK, Germany and Italy. The fastest growing markets, however, are Italy (+33%), the Netherlands (+32%) and the UK (+31%).

Datamonitor's research reveals that other consumer groups, such as wealthy seniors and urban singles, are now taking an interest in fine dining at home, especially now that premium foods, such as such as shiitake mushrooms, corn-fed free range chicken and rosemary flavoured cold pressed extra virgin olive oil are appearing in UK shops.

Scottish Federation Golf Day

King's Course, **Gleneagles**

Date: Wednesday, 28. April 2004

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

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Golf - King's 10:10-15:30
Buffet Lunch 14:00-16:30
In the **Dormy Clubhouse Grill Included**

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Package £75.00 per person
Package includes:
Coffee/tea and Bacon Rolls
1 basket of balls for Golf Academy
1 round of golf on the King's course
Golfers buffet lunch
VAT

Entry Form is enclosed with this Newsletter.

Gleneagles Golf Club is former home of the Scottish Open and the King's Course is still regarded by many as the No.1 course at what has become one of the leading golf resorts in the world.

Designed by the legendary James Braid, the Kings Course was opened in 1919, since when hundreds of thousands of golfers have fallen in love with both it and the surrounding scenery.

A moorland course, it requires good course management from start to finish, with many of the holes becoming known throughout homes all over Britain in the Seventies and Eighties through the BBC's popular 'Pro-Celebrity Series'.

The 14th, for instance, is a short par-4 where an accurate tee shot can glean a rich reward while the closing hole, a par-5 where the tee shot is played towards a huge saddle in the middle of the fairway, is another gem.

Entries by Wednesday 14th April please.

Trade Fair: Where next?

The Federation would welcome suggestions from members if they know of a suitable alternative venue that should be considered. Give us a call; we do not know of the suitability of such places as Hamilton Racecourse or Hampden Park for example. All suggestions will be taken seriously.

With no Trade Fair planned the proposed Beef Sausage and Black Pudding competitions will still go ahead with the judging taking place along the lines of the Make it With Meat Awards. All these competitions could take place in October with the presentations possibly made at a special presentation luncheon maybe to coincide with the SFMTA Annual General Meeting in November.

The Meat Skills competition will also need to find a new venue for the finals and this is currently under investigation as well.

Livestock Report to SFMTA Executive

Jamie Chapman 11th February

Cattle numbers remain steady at the markets with good quality animals continuing to make a good premium and farmers seem happy with this trade. Hoggets on the other hand have increased in price especially lighter (40kg- 42kg) hoggets which are making over £ 1.50/kg. Farmers are particularly pleased with this. Lack of numbers seems to be the cause of this rise.

Hides are around £ 24 for cattle and £ 2.95 for hoggets. Yesterday President Mark, Douglas Scott, Hamish Deans, my father and I met with the Institute of Auctioneers for an informal talk about the trade and our feelings on various matters. The auctioneers are in a similar position to SFMTA within QMS. They have a personal appointment of one of their members to the board but that person is not their nomination nor are they allowed to report back to their association. Brian Sweenie, the person they had previously nominated to the board, was removed at the same time as Douglas Scott last year.

The auctioneers also objected to the change in the PGI. With the changes being made to the PGI the auction markets are getting a lot of new work placed on them quantifying what cattle are, Scotch, Scottish fed etc. It was felt we have a lot of common ground and that we should meet on a regular basis when things need discussing.

Last night I attended a local NFU discussion group that was being addressed by Andy McGowan from QMS and David Mitchell from the NFU who is also a QMS board member. The topic was the farm assurance scheme. There was a very anti-QMS feeling at the meeting. A lot of people felt that they were being blackmailed into joining these schemes and having to pay for them. The general feeling was most of it was either common sense or petty points.

The meeting felt that the farmers had to join the schemes or producers would not take their milk, their cattle or in some cases not pay subsidies due to them. On the milk and cattle it was felt this is just to take responsibility away from the processor, the person the farmers see as making all the money. When it was pointed out that not everyone can produce good cattle, I asked if we would not be better improving the quality of the animals rather than the paperwork that farmers produce.

This morning I met with the vet who looks after Wishaw and Shotts abattoirs to talk about the possibility of setting up a bone collection centre with or adjacent to the abattoirs.

Moira Brady's successor appointed

Richard H Sneddon

Training and Development Manager
Scottish Meat Training

As some of you may know. My background in the industry is varied, from the abattoir sector through to the retail sector. During my 17 years with the Meat and Livestock Commission I enjoyed knowledge benefits from three departments. I started in the Carcase Services department classifying live weight in the marts and dead weight in the abattoirs looking at their conformation and fat levels.

I then gained various qualifications whilst in this department and joined MLC's Quality Assurance Department in 1992. This lead me to becoming involved in farms, abattoirs , wholesalers, catering butchers and last but definitely not least retail butchers, carrying out hygiene inspections. In 1995 I joined the MLC's Marketing department where industry training was a combined activity within this department.

Devolution meant that MLC's national activities became restricted as did their income. In September of last year I left and took up the position of Training and Development Consultant with David Brown Training. I carried out assessor work on Scottish Vocational Qualifications in Meat and Poultry Levels II and III and assisted in development of projects and new products.

In February 2004 I took up my present position with Scottish Meat Training. At this time I am working alongside Moira Brady until she retires at the end of June this year. I only hope that I can serve the Federation and its members as successfully as Moira has done in the past 23 years of service.

Richard H Sneddon

New Appointment

Sandra Lennox
Member Development Manager

My career in retail began back in 1990 when I came back to this country from Germany. I started in a Fife bakery business where I managed shops, assisted in the opening of concession stores and developed the training of staff within the company.

In 1995 I became involved in Vocational Training as a mentor and then an assessor as part of a successful retail pilot programme. I then moved to working for private training providers working as an assessor / verifier with a varied retail customer base and gained valuable insight and experience in Scottish Vocational Qualifications and government funded schemes.

I then went on to work for the Scottish Association of Master Bakers as an assessor / verifier initially covering a designated geographical area which grew to encompass the whole of Scotland. As the uptake of their training services increased my area of responsibility included the development of assessors within individual companies.

I started in my present role on 5th February. I am at present meeting members on their premises and discussing the Federations training and general services with a very successful outcome. My role is to ensure that members are aware of all the services available from the Federation and that they are being delivered successfully to the members' expectations.

Sandra Lennox

PROJECT PART-FINANCED BY THE EUROPEAN UNION

Europe and Scotland
Making it **work together**

The Views from Greenock

Evaluation in the recent Make it with Meat Awards was undertaken at James Watt College, Greenock. The products were every bit as good as the view from the top of the James Watt College.

Judges Billy Petrie (left) of the Royal Concert Hall, Glasgow and Don McGovern from the James Watt College

Over 180 meat products winged their way to the James Watt College for evaluation on Wednesday 18th February. The collection scheme from Inverness, Stonehaven, Perth and Camelon worked well in getting the products to Greenock in pristine condition and food writer and demonstrator, Wendy Barrie set about the task of preparing the entries for evaluation.

All entries were coded and judged anonymously. The gold awards were then further assessed to decide a Diamond Award in each category: - Speciality Sausage, Chicken and Burgers.

The two chefs were joined by former training assessor Ian Thorburn (centre right) and two retired butchers to set about the massive tasting challenge.

Results of the evaluations will be announced at the Regional meetings where winners will be photographed receiving their awards and then press releases will be put out from the Perth Office.

A list of award winners will be posted on the SFMTA website on Thursday 11th March.

All entrants will receive their evaluation sheet back in due course.

Kilmacolm is a Diamond world

If rubbing shoulders with the rich and famous in the local pub is for you, you would be hard-pressed to find a better place to live than Kilmacolm in Renfrewshire. The leafy village has long been a popular choice with celebrities and wealthy business people, boasting international stars such as Chrissy Hynde and Jim Kerr among its former residents.

Approaching the village, it is easy to see why this area is reputed to have attracted more millionaires than any other in Scotland, with enormous mansions peeping out behind trees on the hills above plush green countryside below. Gracious villas flank both sides of the main road into the village centre, and there is an excellent 18-hole golf course, perfect for unwinding after a multi-million-pound business deal or sell-out world tour. Situated 18 miles from Glasgow, it is an ideal location for city commuters and only 15 minutes drive from Glasgow airport.

All this star quality, however, comes at a price - a traditional villa in the area can cost upwards of £ 1m and prices have risen by 20% over the past two years.

The village has a pleasant centre, with a fish shop, a coffee bar, restaurants, clothes shop and cosy pub, the Pullman Tavern.

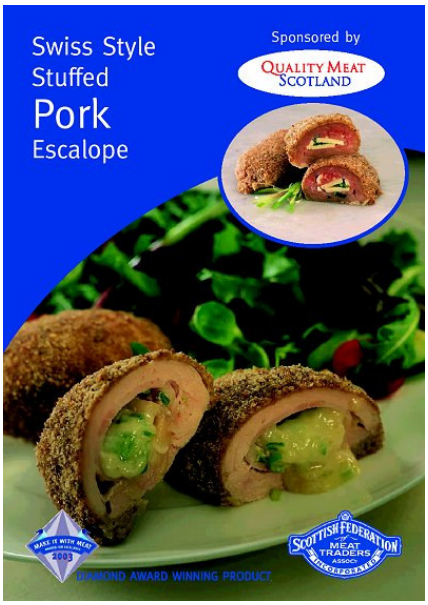
In the centre of the village there is the traditional butcher's shop run by Douglas Graham trading as Jas Blackwood.

Douglas won a Diamond Award in last year's Make it with Meat Awards and has enjoyed the publicity that his business has attracted as a consequence. In the last few weeks the recipe and colour poster for Douglas's Swiss Style Pork Escalopes has been sent out to all SFMTA members. This arrived in a postal tube and if you are still to look at it, it is time you did!

The Diamond winning product stood out in the pork category and all members are urged to try them since it is vitally important that members continually introduce new and tasty products that are not available from other outlets.

Douglas Graham took over the Blackwood business in 1995. He closed the Dumbarton Road shop in 2001 and now concentrates all his efforts into the success of the Kilmacolm shop.

Below: Douglas (with certificate) celebrates the Diamond with Scotch Meat's Glen flanked by staff Ronnie and Ricky



New Product Workshops

A great evening out is guaranteed at the New Product Workshops to be held throughout Scotland during the last two weeks in March. Dick Van Leeuwen will put on a demonstration of new products, recipes will be distributed and everyone encouraged to go back to their businesses and introduce some new ideas.

These will be quality evenings at quality venues that you should not miss. They will start with finger buffet, tea and coffee available from 6.30pm. A cash bar will be open and the demonstration will commence at 7.30pm and finish at 9.00pm.

The events are being partially funded by the European Social Fund in the Scottish Enterprise area and have the support of Raps and Kerry Lucas.

NEW PRODUCT WORKSHOPS	
Date	Venue
Monday 22nd March	Thistle Aberdeen Airport Hotel
Tuesday 23rd March	Kingsmill Suite Inverness Caledonian Thistle Stadium
Wednesday 24th March	Maxwell Suite, Hampden Park, Glasgow
Monday 29th March	Buccleuch Arms Hotel, St Boswells
Tuesday 30th March	Almondvale Suite, City Stadium, Livingston
Wednesday 31st March	Centenary Suite, McDiarmid Park, Perth

FSA Chairman re-appointed

Sir John Krebs, current Chair of the Food Standards Agency, has been reappointed for a further four-year term by the Secretary of State for Health, John Reid and the appropriate devolved authorities (Scottish Ministers, National Assembly for Wales, and the Northern Ireland Executive).

Sir John Krebs was first appointed as Chair of the newly-created Food Standards Agency on 24 January 2000, for an initial term of four years. On hearing the news of his reappointment, Sir John said:

'I am delighted to be given this opportunity to continue my role as Chair of the Food Standards Agency for another four years. I am extremely proud to have been involved in helping establish the Agency on a firm footing and look forward to building on this achievement in the future.'

Sir John is an internationally renowned scientist. He holds a Royal Society Research Professorship in the Department of Zoology, Oxford University, where he is also a Fellow of Pembroke College. Between 1994 and 1999, Sir John Krebs was Chief Executive of the Natural Environment Research Council. Sir John is a Fellow of the Royal Society, a member of Academia Europaea and of the Max Planck Society, an Honorary Foreign Member of the American Academy of Arts and Sciences, and a Foreign Member of the American Philosophical Society. He has received numerous awards and honorary degrees for his scientific work.

Sir John Krebs' reappointment runs from 24 January 2004 to 23 January 2008. He will continue to work for the Agency four days a week.

50 years since De-Rationing

John Chapman started his apprenticeship in 1946. James Chapman was President of SFMTA in 1947. The following are John's recollections of events at that time.

Fifty years ago in 1954, the de-rationing of meat took place. This event took place eight years after the end of the Second World War and rationing of meat had started in 1942. The Ministry of Food obtained three costings to determine the percentage of saleable meat from a cattle beast, two of which were prepared in Scotland. A copy of these costings can be seen at the offices of the Scottish Federation of Meat Traders Associations in Perth and images of them are reproduced here. A Chartered Accountant witnessed the cutting and weighing and signed the paperwork.

During the rationing period, the fixed prices, in old coinage were:
(shillings and pence, 1 shilling = 5 new pence)

Beef-		**Lamb-**	
Shoulder	- one and six	Leg of Lamb	- one and six
Brisket	- one and four	Lean	-one and eight
Topside	- one and eight	Shoulder	- one and six
Popseye	- two and two	Shank	- ten pence

From 1936 to 1946, the British Government had a contract with Argentina to supply a fixed quantity of beef. World prices firmed during the war period, but the British Government quite rightly held Argentina to the agreement. When 1946 ended this contract, Argentina refused to supply and so rationing became much worse after the war had finished. Although Scotland had been a very small market for imported meat before 1939, a very large percentage was supplied to England, both beef and lamb.

I remember very clearly a very sad aspect of this lack of supplies. The service men returning found poor conditions of employment in the meat industry and there were not enough supplies to keep them all in work. To give an example, in my father's business, 14 men were called to service and all returned. By 1954, only five of these men were still with the firm. Many men emigrated to Australia, New Zealand and Canada. This position was a heartbreak to many employers, to lose men who had been trained in the craft.

The de-rationing of sweets had been badly planned and had to be introduced again, and so, much thought was given to the de-rationing of meat. The Ministry of Food plan proved to be successful and when meat was de-rationed, there was no panic.

For months before, the market had been flooded with frozen box beef, and subsequently sausages and other manufactured items had been in ample supply. Also, cattle prices firmed after de-rationing and this helped to steady the demand for beef.

For a few years before de-rationing, much discussion had taken place about how meat should be marketed. The National Farmers Union of England and Wales, and the Farmers Union of Scotland and Ulster had prepared a scheme, which gave them total control. All meats had to be sold in carcass form, and although other wholesalers would be allowed to operate, every carcase had to pass through them and pay a levy of 1% of the selling price. Naturally this was strongly opposed by the auctioneers and retail trade. The farmers' scheme was to be known as the Fatstock Marketing Scheme.

On 1st July 1954, a Fatstock Guarantee Scheme came into force that with some adjustments operated successfully over many years. Farmers could market their animals through auction markets or carcass form. On October 23rd 1954, the National Farmers Unions stated that they did not propose to proceed with their Fatstock Marketing scheme.

All sectors of the meat industry had been allowed to contribute to the decisions over a long period. This at least was democratic, more than can be said for the manner in which the present Scottish Office rushed the legislation through, and forced QMS upon us.

The Fatstock Guarantee Scheme gave farmers a guarantee price. The average price over Great Britain was calculated and the subsidy paid was then decided. This encouraged the production of quality where the farmers obtained the higher prices at markets received the same subsidy as the lower priced animals.

The system allowed meat to remain cheap to the consumer and so helped nourish a population that had suffered greatly from 1946 to 1954.

I have the minutes of a meeting of a sub-committee of the Scottish Meat Trade Post War Ruling Joint Committee. Representing the Wholesale Meat Salesmen Messrs John Spence, A L Ewing, P B Blake. Representing the Scottish Federation Messrs T C Brechin, James Chapman, Alex Mathieson. Representing the auctioneers Messrs Ian Clark, W F Bosomworth, Alex Andrew.

My father often spoke of the outstanding contribution of Mr T C Brechin during all post-war discussion about future marketing. Cow beef and Bull beef did not receive any subsidy.

Cattle today are marketed at a much higher weight than 50 years ago due to the weight of continental breeds. In my opinion much meat sold today is of an age where there is no flavour to the meat. Consider the flavour of Spring Lamb with the flavour of hogget, which at this time of year is very good. Young bull beef at 12 to 14 months of age is doing no favours to the quality and flavour of beef. It is commercially sound for the packing plants because it is lean. This is profit taking not quality.

If the consumer organisation was really about telling the public exactly what the article is, it would back the Scottish Federation of Meat Traders and ask for bull beef to be clearly sold as bull beef. This is an area which QMS would not speak about. Will Holstein meat carry assurance and be found in boxes marked " Scotch Quality"?

I conclude this article with my two favourite stories which like other sons of butchers I have heard a hundred times while driving my fathers to markets Before control in 1942, every industrial town had a butcher who sold cow beef. My father was compiling a list of local butchers, asking whether they required 1st or 2nd class meat. Meeting Alex at Wishaw Abattoir, my father asked if he would like 1st or 2nd class meat. Alex looked straight at my father and said " Is there no 3rd class Jimmy ?"

The Scottish Federation was contacted by the Ministry because the sole butcher in a Western Isle of Scotland had not had any supplies for 6 months. Diplomatically, the Federation telephoned the local police who explained that there was no problem. " We just kill cattle or sheep as we need them". The decision was to leave well alone.

DETAILS OF SIDE OF MUTTON

CUT AND PRICED AT WISHAW 22nd APRIL, 1942.

Weight and cost of Side 27½.lbs. at 1/0¾ £1 9 3

Priced as follows:-

Gigot	9.lbs.	2.ozs.	at 1/6	- 13 8	
Loin	4. "	12 "	" 1/8	- 7 11	
Flank	2 "	10 "	" 1/2	- 3 1	
Shoulder	7 "	1 "	" 1/6	- 10 7	
Shank & Neck	3 "	15 "	" 10d	- 3 3	1 18 6
	27 "	8 "		Gross Profit	- 9 3

SUMMARY OF PRICES & PROFIT

	Cost Price	Selling Price	Gross Profit	Gross Profit %age
Side of Beef	£12 10 3	18 6 9	5 16 6	31.7
Side of Mutton	1 9 3	1 18 6	- 9 3	24.0

If supplies consist of approximately equal quantities of Beef and Mutton the rate of Gross Profit would be 27.85%.

Glasgow, 27th APRIL, 1942.

I have to certify that the sides of Beef and Mutton referred to above were weighed, cut and reweighed in my presence, that they have been priced according to the current price list, and that the foregoing statements are correct to the best of my knowledge and belief.

James Currie. C.A.

BONED AND PRICED AT WISHAW 22nd APRIL 1942.

Weight and cost of Side when delivered 312.lbs. at $9\frac{5}{8}$d £12 10 3

Weight of Side when cut up 308.lbs. showing shrinkage of 4.lbs.

Priced as follows:-

Shoulder 103.lbs.

Shoulder Steak	40.lbs.	12 ozs.	at	1/6	3	1	$1\frac{1}{2}$		
Stewing Beef	19 "	0 "	"	1/2	1	2	2		
Brisket	7 "	7 "	"	1/4	-	9	11		
Thick Runner	2 "	8 "	"	1/3	-	3	$1\frac{1}{2}$		
Thin Runner	1 "	12 "	"	10d	-	1	$5\frac{1}{2}$		
Hough	1 "	13 "	"	1/-	-	1	10		
Hough	1 "	0 "	"	10d	-	-	10		
Hough Boneless	0 "	8 "	"	1/2	-	-	7		
Trimmings	14 "	14 "	"	9d	-	11	2		
Bones	13 "	6 "	"	1d	-	1	$1\frac{1}{2}$	5	13 4
	103 "	0 "							

Rump $72\frac{1}{2}$.lbs.

Topside	12.lbs.	0.ozs.	at	1/8	1	14	6		
Bottomside and Silverside	37 "	0 "	"	1/7	2	18	7		
Hough Boneless	3 "	0 "	"	1/2	-	3	6		
Hough	1 "	16 "	"	1/-	-	1	8		
Hough	1 "	0 "	"	10d	-	-	10		
Bones	9 "	4 "	"	1d	-	-	9		
Fat	8 "	10 "	"	6d	-	4	4	4	9 8
	72 "	8 "							

Popesye $29\frac{1}{2}$.lbs.

Popesye	16.lbs.	0.ozs.	at	2/2	1	14	8		
Fillet	2 "	4 "	"	2/2	-	4	$10\frac{1}{2}$		
Suet	2 "	14 "	"	1/-	-	2	10		
Bones	2 "	12 "	"	1d	-	-	3		
Stewing Beef	2 "	9 "	"	1/2	-	3	-		
Fat	3 "	1 "	"	6d	-	1	$6\frac{1}{2}$	2	7 2
	29 "	8 "							

Roast Beef 64.lbs.

Boneless Roast	31.lbs.	4.ozs.	at	1/8	2	12	1		
Fillet	3 "	6 "	"	2/2	-	7	4		
Stewing Beef	2 "	6 "	"	1/2	-	2	9		
Fat	1 "	6 "	"	6d	-	-	8		
Bones	5 "	5 "	"	1d	-	-	$5\frac{1}{2}$		
Kidney	1 "	0 "	"	1/6	-	1	6		
Suet	19 "	5 "	"	1/-	-	19	4	4	4 $1\frac{1}{2}$
	64 "	0 "							

Flank 39.lbs.

Thick Flank	2.lbs.	4.ozs.	at	1/8	-	2	10		
Thin Runner and Nineholes	24 "	12 "	"	10d	1	-	$7\frac{1}{2}$		
Thin Flank and Skirting	4 "	8 "	"	1/2	-	5	3		
Fat	7 "	8 "	"	6d	-	3	9	1	12 $5\frac{1}{2}$ 18 6 9
	39 "	0 "							

Gross Profit £ 5 16 6

RECOMMENDED CRITERIA FOR THE USE OF THE TERM "FRESH"
Advice from the Food Standards Agency

The description "fresh" can be helpful to consumers where it differentiates produce that is sold within a short time after production or harvesting. However, modern distribution and storage methods can significantly retard the effects of this lapse of time, and it has become increasingly difficult to decide when the term is being used legitimately

The term can also be helpful when used to identify products that have not been processed. In these cases it is important to be clear what is meant by processing: excluding the use of chill temperatures and other controlled atmospheres for the delayed ripening and/or extended storage of fruit and vegetables or washing and trimming would seem unnecessarily restrictive.

"Fresh" is often used in a number of phrases that may have an emotive appeal but no real meaning (eg "oven fresh", "garden fresh", "ocean fresh", "kitchen fresh", etc).

General:

The use of the term "fresh" in some specific circumstances is sanctioned in law (eg "Traditional Farmfresh Turkey" *[Council Regulation (EEC) No 2082/92 and Commission Regulation (EEC) No 1482/2000 on the Certificates of Special Character for Agricultural Products and Foodstuffs]*
"extra fresh" eggs *[Council Regulation (EEC) No 2771/75 on the common organisation of the market in eggs, as amended]* and
"fresh"poultry). *[Commission Regulation (EEC) No 1538/91 on certain marketing standards for poultry, as amended Revised December 2002 7]*

Otherwise, the term "fresh" should only be used where it has a clear meaning. The description can help consumers differentiate between similar products, for example:
· fresh fruit salad that is made only from fresh fruit
· fresh dairy products (such as cream) held under chilled conditions at point of sale, with limited shelf life, even where these have been subjected to a minimal, mild heat treatment such as conventional pasteurisation for safety purposes

The meaning of the terms "fresh" or "freshly" must be clear whenever they are used, whether alone or qualified by other terms. The use of emotive but basically meaningless terms like "ocean fresh", "kitchen fresh", "garden fresh" etc should be avoided.

Expressions like "freshly cooked", "freshly prepared", "freshly baked", "freshly picked" can have no other connotation than the immediacy of the action being described. Where such expressions are used, it is recommended they be accompanied by an indication (eg of the date or time or period – "freshly prepared this morning") of when the action being described took place.

Packaging, storage and other supply chain processes that control "freshness" should not be described in terms that may imply that only a short period after harvesting or preparation has elapsed before sale if this is not the case. For example, a food that has been vacuum packed to retain its freshness should not be described as "freshly packed".

Fruit and vegetables:

The term "fresh" is now used generically to indicate that fruit and vegetables have not been processed, rather than that they have been recently harvested, and is acceptable provided it is not used in such a way as to imply the product has been recently harvested (eg "fresh from the farm"; "freshly picked") if this is not the case.

The term "fresh" may be used to describe fruit and vegetables that have been washed and/or trimmed, provided the fact they have been washed and/or trimmed is also indicated.

Meat and fish:

Virtually all carcase meat is chilled to near or just below 0°C following slaughter, principally as a hygiene measure. The term "fresh" is traditionally used to differentiate raw meat from that which has been (chemically) preserved. It would serve no purpose to disqualify chilled meat from use of the term "fresh". Use of the term "fresh" in these circumstances is acceptable.

Use of the term "fresh" to describe fish that has been kept chilled on ice, but not deep frozen, is acceptable.

Meat or fish that has been previously frozen but which is sold thawed would not be considered by the average consumer to be "fresh". The term "fresh" should not be used in these circumstances.

Use of terms such as natural, fresh etc. in food labelling

Thursday, 12 February 2004

The FSA conducted a survey to examine the extent to which manufacturers are taking account of the labelling guidance, and to examine whether additions to the guidance might usefully be made, to enable more effective enforcement.

The survey sampled 220 food products, the labelling of which included one or more of the terms covered by the guidance. Informal samples were collected mainly at retail outlets throughout the UK, by enforcement officers. The samples were then examined by Public Analysts, to establish whether the use of the labelling terms was justified in view of the advice in the guidance.

Of the 220 samples examined, 88 (40%) were considered by the participating public analysts not to comply with the guidance, (see table below). The high level of non-compliance encountered in the survey is a clear indication that these labelling terms continue to be used in a way that is potentially misleading to consumers.

Terms	Products sampled	Adverse results	Percentage adverse
Fresh	26	7	27%
Natural	23	8	35%
Pure	11	1	9%
Traditional	75	33	44%
Original	25	10	40%
Authentic	15	2	13%
Home Made	21	9	43%
Farmhouse	24	18	75%
Total	220	88	40%

E mail Marketing and the law

New UK anti-spam legislation effective from December 2003 might have a significant impact on how you market your products or services by email, who can you e-mail; in what circumstances; and what is best practice.

The British government's recent introduction of anti-Spam legislation is intended to give Internet and mobile phone users greater protection.
[The term Spam refers to unsolicited commercial e-mail (UCE)]

This is Britain's implementation of the EU Privacy and Electronics Communication Directive and it will make it an offence for a UK company to send e-mail or SMS text messages unless:

- there is an existing customer relationship with the recipient; or
- the recipient has given their permission to receive material.

Offenders could face a £5000 fine for each breach. The Department of Trade and Industry says:

"The receiver is required to agree in advance, except in the context of an existing customer relationship, where companies may continue to e-mail or SMS to market their own similar products on an 'opt-out' basis."

Some controversy surrounds the fact that only personal e-mail addresses will be covered. Therefore, companies can still send unsolicited e-mail of a commercial nature to business e-mail addresses.

That is:
joe.bloggs@hotmail.com is covered
but sales@acompany.com is not

As for joe.bloggs@company.com, this is something of a grey area but best practice suggests it, too, should be regarded as a personal e-mail address. As far as an "existing customer relationship" is concerned, the Government has concluded that it exists where e-mail addresses have been obtained in the course of "a sale or negotiations for a sale of a product or service".
And there is a restriction to marketing "similar products and services" only.

In other words, if the existing relationship is in reference to widgets, you can continue to communicate on that subject but you shouldn't if you now wish to market holidays or another product that's not similar.

Massive Impact of Spam
Spam now accounts for up to 55 per cent of all e-mail, according to MessageLabs, the e-mail security company. This demonstrates the massive impact that unwanted e-mail is having on the inboxes of UK business. Their figures show that, over the past year, the percentage of spam to e-mail has grown at an astonishing rate – from 2.3 per cent in June 2002 to 55 per cent in just over a year.

And they reveal that a company employing 500 people could be losing around £3300 a month in lost
productivity, rising to £6500 for a firm with 1000 staff and £32,771 a month for a firm with 5000 employees.

Taken over a year, the figures for the 1000 employee firm is, therefore, around £80,000.

Best Practice Summary
While the legislation doesn't prohibit sending unsolicited commercial e-mail to business e-mail addresses, that can be something of a grey area as often, a personal address and a business address can be the same.

Therefore, here is a summary of best practice, to help you to work within the law and retain good relationships with your e-mail recipients:

- all e-mail addresses (work or home) should be considered to be personal data;
- if e-mail addresses are to be used for marketing purposes, this should be stated at the point of collection (ie: write 'Advertising' in the subject box); once informed, the user should be able to refuse permission for their e-mail to be used for marketing purposes (ie opt-out);
- if e-mail is to be sent to those with whom a customer relationship exists, the content should be in reference to similar products and services, and there should still be an opt-out opportunity.
- if the e-mail addresses are to be shared with third parties, this should be stated at the point of collection; e-mail addresses should not be harvested and used for marketing purposes without the recipients' knowledge; and
- recipients should be able to refuse permission for further marketing messages to be sent to them at any time.

Holiday Entitlement

The Working Time Regulations have implications for employers in many aspects including that of holiday entitlement.

- The Working Time Regulations provide that a worker is entitled to 4 weeks statutory paid annual leave (pro rata for part time workers).

- There is no qualifying period for paid annual leave and in the first year of employment, holiday entitlement accrues on a pro rata basis.

- There is no statutory entitlement to bank or public holidays. It is up to the worker and the employer to agree days where a worker may receive leave as a benefit under the terms of their contract. However, as with other contractual leave, bank and public holidays can be used to discharge an employer's responsibility for providing the statutory leave under the Working Time Regulations.

- Statutory leave is unaffected by absences from work caused by illness. Employers may wish to provide a contractual provision that contractual holidays provided in addition to the statutory minimum may be lost during periods of absence.

- When workers leave their employment they should be paid for any un-taken holiday that they have accrued in the current holiday year by the time that they leave. If the worker has taken more leave than they are entitled to on termination, the employer can only recoup the excess by agreement with the worker, usually by a monetary adjustment.

The Working Time Regulations are complex.

More information can be obtained from the DTI website www.dti.gov.uk or by contacting us.

Wilson moves to reassure over resumption of beef exports

Saturday 21st February 2004

FORDYCE MAXWELL RURAL AFFAIRS EDITOR wrote in the Scotsman

FARMERS were told yesterday that the Executive is committed to re-starting Scotland's beef export trade by 2005. Allan Wilson, deputy minister for environment and rural development, also promised to take on supermarkets and processors to help dairy farmers get a fairer farm-gate price for milk.

Speaking at NFU Scotland's annual meeting at St Andrews, the minister went for the hat-trick by reaffirming the Executive's "undiminished commitment" to a UK fallen stock scheme, first promised at this meeting a year ago and now unlikely to start until at least the autumn.

Wilson, deputising for minister Ross Finnie, who continues to make good progress after heart surgery, said that significant background progress had been made on having the UK re-classified as a moderate risk country for BSE.

He hoped that would be confirmed next month by the European Food Safety Authority, adding: "That would pave the way to dismantle export restrictions for all cattle born after 1 August, 1996 with the prospect of unrestricted export activity resuming in 2005."

Beef exports were banned from the UK from March 1996 after a possible link between BSE and the fatal human disease CJD was conceded by government. Overnight, a trade worth about £125 million a year to Scotland disappeared.

BSE cases have fallen steadily since then and beef exports have theoretically been possible for more than three years. But the restrictions imposed have made them economically impossible in practice.

While offering hope and commitment for a 2005 large-scale resumption, Wilson added: "These timings cannot be taken for granted. Bitter past experience suggests that we will not achieve this long overdue outcome without a fight - but, rest assured, fight we will."

NFUS Vice Presidents Re-elected

At February's NFU Scotland Council meeting in St Andrews, Bob Howat and David Mitchell were re-elected as Vice Presidents of the organisation. Both are elected for a further one-year term of office.

The biographical details of the Vice Presidents are as follows:
Bob Howat: aged 44 and married with four daughters, Bob Howat runs two tenanted farms in partnership with his wife. The hill farm in the Borders and a mixed unit in Fife have a total of 600 hill ewes and 200 suckler cows, with all progeny finished on farm. A former Chairman of Selkirk Branch and a member of the Borders Area Committee, Bob was Chairman of the Less Favoured Areas Committee. Bob was first elected NFUS Vice President in February 2003.
David Mitchell: Aged 47 and married with a son and daughter, David farms 1350 acres in Perthshire with half hill land and the rest mainly upland grazing with some arable ground. David has 1000 ewes and 175 suckler cows. President of Perth Branch in 1998-99, David has served on the NFUS Livestock Committee since 1996, chairing that Committee for three years. David is an SAOS Council and Board member, a Quality Meat Scotland board member and Director and past Chairman of Highland Glen, a livestock marketing group. David was first elected Vice President in 2003.
NFUS President John Kinnaird is currently serving a two-year term and the post is not subject to election until 2005.

Lanarkshire Butchers Dinner Dance

President Steven Sherriff and his wife Tracey hosted the annual 'bash' at the Popinjay Hotel in Rosebank on Saturday 7th February.

A great night was had by all and the Lanarkshire Association hopes to add another £1000 to the £36,000 they have donated to local causes over the years.

Above the Dalziel table and below Hugh Pender gives guests a rousing farewell

Meat Product Regulations (Scotland) 2004

These regulations will require compliance by 4th August 2004. There is little motive and no requirement to change tickets and labels before that date.

There is no motive because meat content of sausages, burgers and pies will have new lower minima and to declare less meat that your competitor makes no sense until absolutely necessary. A comprehensive guide and examples will follow in the April Newsletter, as well as guidance that will be included in the SAFMTA Handbook that is due for publication in April.

Animal By-Products

There is no mention of the waste removal problems in this Newsletter. You should have received an update ten days ago in the postal tube with the Swiss Style Pork Escalopes recipe and poster.

For Sale or Lease

D L Stewart Traditional Butcher Business
52 Bonnygate, Cupar, Fife KY15 4LD
Tel 01334 650331 daytime or 01382 541524 evening before 8pm.

Wanted

32 Mincer please contact Stuart Reid, Burrelton telephone 01828 670262

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, Mobile: 07788 926925
Bizerba (UK) Ltd, Eastman Way, Hemel Hempstead, HP2 7DU Tel: 01442 240751
Dalziel Ltd, Belgrave 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
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, G67 2TX Tel: 01236 725094