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SCOTTISH
CRAFT BUTCHERS

NEWSLETTER

MARCH 2022

Here we are entering the third month of 2022 and already it seems the more things stay the same the more they change.

The economic pressures on the country, already stressful with Covid, Brexit and the energy bills rising, will now be further compounded by the crisis in Ukraine.

Inflation is set to be headline news in the coming months and we are already noticing that when the media speak on this subject the imagery used in the background inevitably is food industry related. You will see on page 34 that the average price survey has been updated with rises in prices on all products.

It is incredibly important for all members to keep up to date with these changes as stated below, the more members who can feed-back into our survey each month, the better a reflection on prices we can share with all our members.

Inside this issue

A Message from the President ..	3
Out and About	5
Members Meeting Report	6
Covid Strategic Framework.....	9
New Chief Executive at QMS	11
Meat Management Awards.....	12
National Butchers Week.....	14
Modern Apprentice Achievers ...	22
Market Reports, Charts , Prices	30
Average Retail Prices	34
Contact details	35



We need your help with the average price reporting!

The average price report has been updated this month but we have lost a number of regular contributors.

If you can help us with this we would really appreciate your input to allow us to give the members a better reflection of the average retail prices each month.

Please e-mail Bruce McCall and he will let you have the information to allow you to contribute:

- Bruce@craftbutchers.co.uk

SEND YOUR E-MAIL
ADDRESS TO
gking@craftbutchers.co.uk
WE WILL SEND YOU A LINK
AND INFO TO JOIN

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MEMBERS AND STAFF MEETING

WEDNESDAY 16TH MARCH 2022 AT 7PM

ZOOM VIDEO MEETING



Join in the meeting from the comfort of your own
home



We will discuss current issues affecting our members and looking forward with ideas to help keep the customers interest in shopping local with our members. We have also lined up some great presentations:-

Danny Upson from Dalziel will present some product ideas and look at trends in the industry.



Iain Colquhoun from Asset and Capital Finance, one of our recently joined corporate members, will present on their services.



Our newest Corporate member, Prehouse, will give a presentation on their range of products which have been popular with some of our members already.



It is sure to be an interesting evening! We look forward to seeing you and hearing your input!

Invitations to the meetings will be issued to all members via e-mail, with a meeting ID and passcode to join on the evening. Please let us know who is joining so that we can monitor numbers.

Send your details to gking@craftbutchers.co.uk

There is always a market for quality

A message from Scottish Craft Butchers President, Tom Courts

It's almost six months since I wrote my last piece for the newsletter and as usual there is no shortage of subject matter to write about. The dreaded Covid continues to be the dominant topic but with restrictions easing and set to (substantially) end on 21st March our working and home lives should shift back to near normality. I'm sure our colleagues in the hospitality and travel sectors will welcome this more than any. Personally, I can't wait to do away with the screens and masks, but I accept that we will still have to be vigilant for some time to come.

Since I last put pen to paper, we have negotiated Christmas and Burns Night. My own business benefited from a record Festive trade, and I hope that your own shops were equally well supported. I anticipated a drop in trade with hospitality being back open, but we had to stop taking orders earlier than ever. I saw from our WhatsApp group that many of you were the same.

Whilst the ending of covid may result in lower footfall to local High Street's, Christmas always brings back the occasional and 'once a year' customers. I know some see this as an annoyance, but I take it as a back handed compliment. We are the best at what we do and when it comes to a special meal, the public know that the local Craft Butcher is best!

We now have Easter on the horizon, some seven weeks away. I for one have noticed these past few years how much busier we are over the Easter weekend. It used to be a festival more celebrated down south but is now the second most busy period in my own business. If we can all get our social media assets putting out the Easter 'butcher is best message' in a few weeks' time then I am sure we will all benefit. I expect that the discounters will have legs of lamb that resemble oversized lamb shanks on offer for peanuts, but those who buy that rubbish are unlikely to shop with you anyway. As my father always told me, 'there is always a market for quality' and that's why the independent trade is thriving!

The life of a Scottish butcher is never dull and are lucky in some ways that our DNA seems programmed to deal with challenges. We maybe moan about trials and tribulations but in the end we always prevail. The start of 2022 has been no different with the cost of raw materials and energy taking a large spike upwards. The only saving grace is that food inflation and soaring fuel, electricity and gas prices have been widely reported in the media. The public are expecting price rises and I would call on you to be mindful of this! Do not sit on your hands and hope that costs will reduce, they won't! If your gross margin shrinks, then so does your bottom line. The prospect of conflict in Eastern Europe brings even more uncertainty to the markets so don't be a busy fool!

Executive Manager Gordon King and I have been out on the road lately visiting members. Many thanks to those who have taken the time to welcome us and for the positive feedback we have received about the trade in general. We will try and visit as many of you as possible before my presidency ends but bear in mind I am 'hands on' in my business too and Gordon also retains a portfolio of trainees that he assesses. To that end, it is not possible to get out and about as much as we would both like, but we will do our best between now and November.

One final word from me is to thank our staff in the Perth office and our team of Assessors for their hard work and I am sure my sentiment will be echoed by all of the membership.



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Out and About with the President

Our President, Tom Courts, had a great day out in February, visiting some Scottish Craft Butchers members in Lanarkshire and Glasgow. Many thanks to Ian Buchanan from George Buchanan butchers in Hamilton who showed us around his shop and discussed his plans for the future. A beautiful shop with a real family atmosphere among the staff and customers.

Tom met Scott Alexander from James Alexander & Son butchers in Strathaven for the first time. Tom and Scott discussed local trade and the challenges that butchers shops had over the festive season.

Tom also popped in to see our other member in Strathaven, Anne Davidson where the chat centred around counter labels and the forthcoming members Zoom meeting where our corporate member, Scotweigh, will present a new range of digital counter tickets. Unfortunately we did not get the chance to take a photograph with Ann but very much appreciate the time we did spend with her.



Tom was delighted to congratulate James Kennedy from K&F Butchers Limited in Stonehouse, on winning the Reserve Champion and West of Scotland Champion titles for his beef link sausages.

This was the first time that K & F Butchers had won a major award for their sausages and James was delighted for all his staff.

Steven Strachan from Strachan Craft Butchers in Larkhall treated us to a tour of his new shop.

This is the third shop in the Strachan portfolio and once again the strong branding is used to great effect. A busy shop which is appreciated by the many discerning customers who came through the door while we were there. Many thanks to Steven for the lunch afterwards!



Danielle & Kevin McMillan warmly welcomed us into their new shop A. Donald Ltd. in Hyndland which compliments their other shop in Uddinston perfectly. A well laid out shop in the leafy west end of Glasgow where the locals have taken a real craving for Kevin and Danielle's steak pies. Tom was delighted to hear that the new business is thriving. Sincere thanks to each business for taking time out of their busy schedules to have a chat and a catch up. More shop visits are planned for March.

MEMBERS AND STAFF MEETING

WEDNESDAY 9TH FEBRUARY 2022 AT 7PM

ZOOM VIDEO MEETING REPORT

We discussed festive trade, current issues affecting our members and looking forward with ideas to help keep the customers interest in shopping local with our members.

We have had some great presentations:-

Katrina Ross from the Transform Net Zero project at Abertay University discussed the current project. They are looking for Butchers businesses to participate in a case study to measure how net zero can be achieved.



Scottish Craft Butchers members are invited to put their business forward to allow a case study to be carried out on an average sized Butchers business in Scotland. Please contact Katrina directly if you are interested
(Details on page 8)

Kevin Amos from our new corporate member, Starrett, presented on their range of professional knives and services. The knives are available through our corporate member Scobies Direct who announced a special discount code for SCB members which is **STAR10** which will give you £10 off your next order over £60. **This can be used for any purchase! (See Below)**



Ian McVicar from Scotweigh took the opportunity to demonstrate the new electronic tickets that they are supplying for butchers. The system changes products & prices automatically on the tickets in the cabinets. There is no requirement to print out new product tickets. This sparked a general discussion on how often butchers change their prices. It appears most of us don't change the ticket prices if a small supplier increase occurs due to the hassle of having to print out new counter tickets. This system would allow changes to happen instantly even if it a small change in price.



It was discussed at the meeting, and on the SCB WhatsApp group later that there may be help available via the digital boost development grant towards the costs of upgrading your digital scales and systems.

Unfortunately, it is closed to new applications just now. However, you can register interest and they will contact you directly when it opens again.

<https://www.digitalboostdevelopmentgrant.co.uk/>

Our thanks to all the speakers for some very interesting presentations. The PowerPoint presentations are available on our members only website to view. If you have any questions about any aspect please get in touch with Bruce or Gordon on the usual contact details.

Thanks also to the members who joined the meeting, it is much appreciated by us and the corporate members and speakers. The details of our March meeting are on page 2. Why not join in!

The logo for Scottish Craft Butchers, featuring a stylized thistle and the text "SCOTTISH CRAFT BUTCHERS".

Members will get **£10 off** their next order over £60 at ScobiesDirect.com, simply add the code **STAR10** at the checkout!

STAR10

SCOBIESDIRECT.com

Events Calendar March 2022

Scottish Apprenticeship Week
7-11 March 2022



National Butchers Week
7-13 March 2022



British Pie Week
7-13 March 2022



Scottish Craft Butchers Members Zoom Meeting
16th March 2022



Mothers Day
27th March 2022



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- FOOD AND DRINK MANUFACTURING SECTOR COMMITTED TO PLAYING ITS PART

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PROJECT OVERVIEW

Transform Net-Zero is a 2-year funded project by Scottish Enterprise to use Abertay's leading Food Innovation, Environment and Computer Games expertise to stimulate and improve SME innovation preparing for new market opportunities towards net-zero.

The project will focus on low carbon innovation in the food and drink industry (water technology, energy efficiency, carbon sequestration, value from waste and energy) supporting SMEs to reduce energy, waste, water use across the supply chain with joint collaborations between academic and industrial partners.

CONTACT INFORMATION

KATRINA ROSS

PROJECT INNOVATION
OFFICER

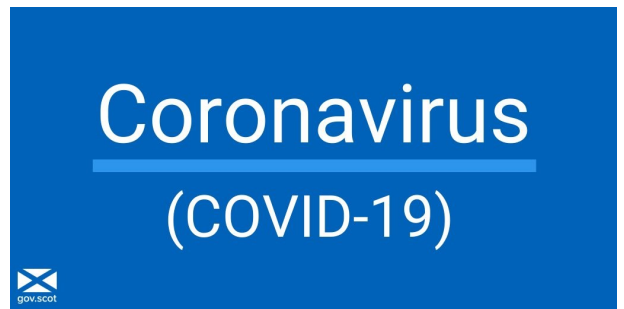
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07752219225



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Covid 19 Strategic framework announced



The Scottish government's new strategy is based on three levels of threat from Covid - low, medium and high.

The current threat level is medium, but it is expected to be reduced to low in the period ahead.

As a result, the vaccine passport scheme - which covers nightclubs and large events - will end on **Monday 28th February**.

However, the app will remain operational for any business which wants to keep using it.

From 21st March, it is expected that the legal requirement to wear face coverings in shops, hospitality venues and public transport will be downgraded to guidance.

The government is still strongly recommending that people continue to wear masks in these locations.

At the moment, businesses are legally required to take steps to reduce the spread of Covid, including physical distancing and screens.

That will also end on 21 March, as will the legal requirement to retain customers' contact details.

The existing rules on self-isolation will remain in place for now.

People who test positive for Covid in Scotland will be allowed to exit self-isolation after seven days if they have no fever and record two negative lateral flow tests.

The first of these tests must be taken on the sixth day after testing positive and then at least 24 hours later.

In addition, household contacts of people with the virus can take a lateral flow test every day for seven days rather than going into self-isolation.

This applies to everyone in the household under the age of 18 or anyone over that age who has had the first, second and booster Covid jabs.

If one of these tests is positive, self-isolation will then be required for that person.

Anyone identified as a close contact who is aged over 18 and four months and not fully vaccinated will still be asked to self-isolate for 10 days and take a PCR test.

For those with symptoms of Covid, the advice remains to book a PCR test.

However, people returning a positive lateral flow test who have no symptoms are no longer required to take a PCR test to confirm the result. Instead, they will be asked to isolate immediately and report their result online.

Advice on the use of lateral flow tests will change from Monday **28th February**.

People are being advised to take a lateral flow test at least twice a week - especially if they are going to a crowded place or mixing with someone who is clinically vulnerable.

LFTs will continue to be free and the Scottish government will keep making self-isolation support payments to those eligible.

Meat Managers Hygiene and HACCP Course

Wednesday 23rd March 2021—one day course!

It is a legal requirement to make sure that our businesses have an operational and auditable food safety management system in place.

We have traditionally held our Meat Managers Hygiene and HACCP courses in one location on one day. These have been held throughout the country and have proven very popular and useful in the development of individuals within the business who are required to take responsibility for the implementation of the HACCP system. The courses have been delivered by Verner Wheelock.



We are delighted to be able to offer a face to face, one day, course again. This will take place at **Auchterarder Golf Club, Orchil Rd, Auchterarder PH3 1LS.**

Paul Bache, who presented this course for many years, has announced his retirement and all at Scottish Craft Butchers thank him for all he has done for our members in the past. We wish Paul all the very best in his retirement

David Marks, who has extensive experience in the delivery of this and other food safety courses, will present this course on behalf of Scottish Craft Butchers and the certificates issued are recognised by the local authority environmental health officers.



David Marks

The course content is available on request.

If you would like to find out more or register yourself or someone in your business on the course, please e-mail Claire Simpson claire@craftskills.scot

**THIS COURSE IS NOW FULL
REGISTER YOUR INTEREST FOR THE NEXT COURSE
AND WE WILL LET YOU KNOW WHEN IT IS
ARRANGED.**

Wages Survey Results available

The Scottish Craft Butchers wages survey results are now available on the members only website.

Just login using the e-mail that we have registered with us. You can request a new password automatically which will be sent to the e-mail address.

The results can be found under the Employment Law section, sub heading Wages Survey.

If you would like to contribute to the survey on an ongoing basis, then please contact bruce@craftbutchers.co.uk who will send out the form to be completed.

All responses are anonymous and we will only use the figures provided to update the average figures displayed on the website.



Sarah Millar Appointed to Quality Meat Scotland Chief Executive Role

Quality Meat Scotland (QMS) has appointed Sarah Millar as its new Chief Executive.

Sarah is currently Director of Market Intelligence and External Affairs at QMS and with immediate effect becomes Chief Executive Designate and will take over the reins as Chief Executive from Alan Clarke who will step down in April 2022 after five years in the role.

Sarah joined QMS in 2018 and was Director of Industry Development before taking on her current role in 2021. Widely known in farming circles, Sarah was brought up on the family hill farm in Lanarkshire, and now lives in Angus on her husband's family farm in Angus.

Graduating with an honours degree in Green Technology from SAC Auchincruive, Sarah's career has spanned multiple parts of the Scottish farming supply chain, including working for multi-national businesses, and as a rural business consultant.

Prior to joining QMS Sarah worked for Soil Association Scotland delivering a knowledge transfer programme. Sarah has also been involved in an advisory capacity to the Scottish Government on the development of post Brexit rural policy as a member of the National Council of Rural Advisors, as a member of the Food and Farming Advisory Group and the Suckler Beef Climate Scheme Implementation board.

Kate Rowell, Chair of QMS, said the appointment followed a robust recruitment process.

"We look forward to Sarah stepping up into the top role at QMS. She brings a lifetime of knowledge and experience of the Scottish farming industry and has a good understanding of working at Director level within a Non-Departmental Public Body."

She also paid tribute to Alan Clarke for his contribution over the past five years which has been a period of extensive change at QMS:

"Alan will leave the organisation in a strong position to move forward and on behalf of the Board of QMS we wish him well in his journey to semi-retirement."



Next Executive Meeting of Scottish Craft Butchers 2nd March 2021 @ 6:15pm via video conference

An e-mail invitation to join the meeting will be sent out to executive members. If any members would like to take part in the meetings please contact Gordon King on **07917524313** or e-mail **gking@craftbutchers.co.uk**

Meat Awards for 2022 now in full swing

Online voting and product nominations for entering into this year's Meat Management Meat Industry Awards are now open.

Publisher of Meat Management magazine Graham Yandell commented: "I do hope everyone will take the opportunity to vote online, and of course **Scottish Craft Butchers is a potential finalist or winner in the Best Trade Organisation category**. There are also plenty of individuals, from retailers and manufacturers, who may get votes and be a potential winner of the prestigious Excellence Award – every vote counts.

"In addition, I hope as many butchers and processors, and food service businesses will enter products. There are 10 product categories and you have to be in it to win it! Our finalists and winners usually see a big increase in sales, so if you make or sell great products now is the time to enter. It is quick, easy and free at the website."

The popular black-tie awards ceremony takes place at the Hilton Birmingham Metropole on Thursday 15th September and tickets and table reservations are now booking at the MM website.

To vote, or nominate products for entry, go to www.meatmanagement.com/awards. More detailed information can be obtained by email from Sharon Yandell: sharon.y@yandellmedia.com.



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Britain's Best Meat Pie
Britain's Best Sausage
Best 'Free From' Product

Nominate your products now, visit the website for full details.

Product entry is **completely free**, and you can nominate as many products as you like - the only criteria is that they must be manufactured in the British Isles. Entry is just a click away, nominate your products now.

DON'T MISS THIS OPPORTUNITY TO BE INVOLVED!

Go online to **meatmanagement.com/awards**

For more information email Sharon Yandell on sharon.y@yandellmedia.com

*Images depict previous winning products.

Time to celebrate National Butchers' Week 2022



National Butchers' Week runs from 7th-13th March 2022

The event is run on the Meat Trades Journal Facebook, Twitter and Instagram feeds

There are downloadable materials which are available on www.nationalbutchersweek.co.uk

National Butchers' Week 2022 is kindly sponsored by Atlantic Service, Henry Winning & Co, Innovative Food Ingredients, Middleton Foods and Tican Chilled,

Taking place on 7th – 13th March, National Butchers' Week 2022 celebrates retail butchers that have supported communities during the Covid-19 pandemic.

The event aims to highlight the hard work done by butchers over the past year, providing butchers with the perfect opportunity to engage with existing customers and win over new ones.

Butchers can get involved by sharing their stories, images and ideas on Twitter @MTJ_tweet Facebook www.facebook.com/MeatTradesJournal/ and Instagram using the [meat trades journal](#) handle.

As well as competitions being run on social media, the National Butchers' Week website (www.nationalbutchersweek.co.uk) has a downloadable poster and press release to help butchers engage with customers and local press to drive awareness.

Organised by William Reed Business Media, this year's National Butchers' Week is kindly supported by Atlantic Service, Henry Winning & Co, Innovative Food Ingredients, Middleton Foods and Tican Chilled. All four sponsors are running Instagram competitions in the run-up to National Butchers' Week, with more details to be revealed on the Meat Trades Journal Instagram feed.

Henry Winning & Co managing director Stuart Revill said: "Henry Winning & Co. have been manufacturing string and twine since 1880 and we are proud to once again be a main sponsor of National Butchers Week 2022.

Butchers, like us all, have had a phenomenal and challenging year, supporting our nation during some of the toughest times of the pandemic and we hope this event helps to show how proud we are to support the butchery industry not only through this tough time but at any time."

Innovative Food Ingredients managing director David Brennand said: "Throughout 2021, Innovative Food Ingredients has worked hard to satisfy and support the needs of our customers, to ensure they receive exactly what they want and when they want it. Being on-hand to not only supply the 'day to day' products, but an ever-evolving and exciting range of ingredients."

Innovative Food Ingredients is delighted to be a corporate sponsor and playing a part in supporting National Butchers' Week, raising the profile of the great work that is being done by butchers, farm shops and local businesses throughout the UK. We wish that 2022 will bring about a continued appreciation of shopping local, buying local and supporting local."

Simon Mortimer, National Sales Manager for Middleton Food states:

'We have been sponsors of the Butchers Shop of the Year competition for a number of years but felt that National Butchers Week was the ideal opportunity to get more involved with shops and customers across the nation during what promises to be another busy year for the industry. Middleton Foods are extremely proud of the products that we manufacture and we are delighted to see them being used by skilled local businesses and helping to feed the nation.'

As we all know, it has been a challenging period for us all and the importance of supporting your local butcher has never been so high. National Butchers Week will help the local butcher to engage with their customers and will help to keep the industry at the forefront of the high street.'

And Jason Wilkie, Commercial Director of Tican Chilled added "Butchers have been the lifeblood for our country for many years and even more so during the current pandemic. They have been essential in keeping everyone fed during the many lockdowns and have adapted to make sure that we never went hungry. Now more than ever, it's important that we show our thanks and support for this amazing industry and that's why we're proud to be a partner of this year's National Butchers' Week. We are also continuing our support as the longest running sponsor of the Butcher's Shop of the Year Awards for a 14th year"

And finally, Martin Hughes, Managing Director at Atlantic Service Company state ' At Atlantic Service Company, we've been proud to service the meat industry, and specifically independent UK butchers large and small for decades. Our unique and patented **Hook-Eye** handsaw frame is renowned for its ease of use and quality and the leasing service we offer always ensures the highest-quality blade is available to our customers.

We recognise it is a crucial time for the butchery industry in the UK. As larger shopping destinations move further and further away from high-quality, locally sourced joints and products and the meat-free movement gains ever more traction, the need to support this ancient profession has never been higher in this country. We want to help the next generation come through and build on the foundations laid by their predecessors by supporting the best standard product they can produce.

That's why, at Atlantic Service, we are delighted to support National Butchers Week 2022 and continue to do everything we can to maintain and build this industry to the lofty position it deserves.'

For more information on National Butchers' Week 2022, contact Matthew Bingham on matthew.bingham@wrbm.com or 01293 846572.



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Ruth Anderson / Kay Rowat (079567 855067)

THE DALESMAN GROUP RETAINS ITS GRADE AA STATUS FOR A FIFTH CONSECUTIVE YEAR



Manufacturer of seasonings, fine food ingredients, culinary and functional blends, The Dalesman Group, is pleased to have been re-certified with Grade “AA” status for the fifth consecutive year following its recent BRC Global Standards (BRCGS) and Gluten Free Certification Program (GFCF) Audit for Food Safety. Dedicated to integrating group operating procedures, a quality culture, industry leading traceability and continuous improvement systems into the everyday ethos and work ethics of all staff, Dalesman is proud to have once again received recognition for its quality management and food safety standards. The auditors commended Dalesman for maintaining excellent standards of hygiene and housekeeping throughout the site.

Dalesman welcome customers and suppliers to visit its £6m state of the art head office to see the high standards for themselves; the 40,000sq ft site, which includes high specification NPD kitchen and presentation suite, boardroom, and meeting rooms, allows it to work closely with its customers to develop bespoke recipes.

James Rhodes, Managing Director commented: *“This is a fantastic result, yet again! We are thrilled to maintain our Grade AA status, and this can only be put down to the dedication and commitment of all staff to raise standards year on year. Our continued investment in our facilities and staff demonstrates the drive we have to become the UK’s number one seasoning and spice provider, with product quality and innovation at the heart of our operations – proven year after year through our Grade AA certification with BRCGS.*

Scottish Apprenticeship Week 7-11 March 2022

Scottish Apprenticeships are playing an essential part in the nation's economic revival.

There are thousands of apprenticeship opportunities available across Scotland. They allow individuals to work, learn and earn to gain the skills employers need.

Employers recognise the benefits apprenticeships bring to their business. Learning providers ensure people get the right skills to do well at work. Apprentices of all ages are accessing work-based learning to kick start their career.

Get involved in this year's Scottish Apprenticeship Week! Take the opportunity to show that apprenticeships work for individuals, industries and Scotland.

The Scottish Apprenticeship Week 2022 toolkit provides information about this year’s theme. You'll also find resources to promote the week and your activities.

The toolkit includes guidance on how you can get involved and features:

- useful facts and figures about Scottish Apprenticeships to share
- details about the range of support available to back apprenticeships
- text about the campaign to use on newsletters and websites
- social media posts to help you promote the week

There are also digital assets on the resources area of **www.apprenticeships.scot** to help you create awareness of the week.



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- Consumer tested and approved
- Microwaveable
- Water-resistant

*Compared to alternative bagasse and carton board packaging.

You may be aware of the ban being brought in by the Scottish government on expanded polystyrene products. The ban is coming in on 1st June and covers cups, takeaway boxes and meat trays.

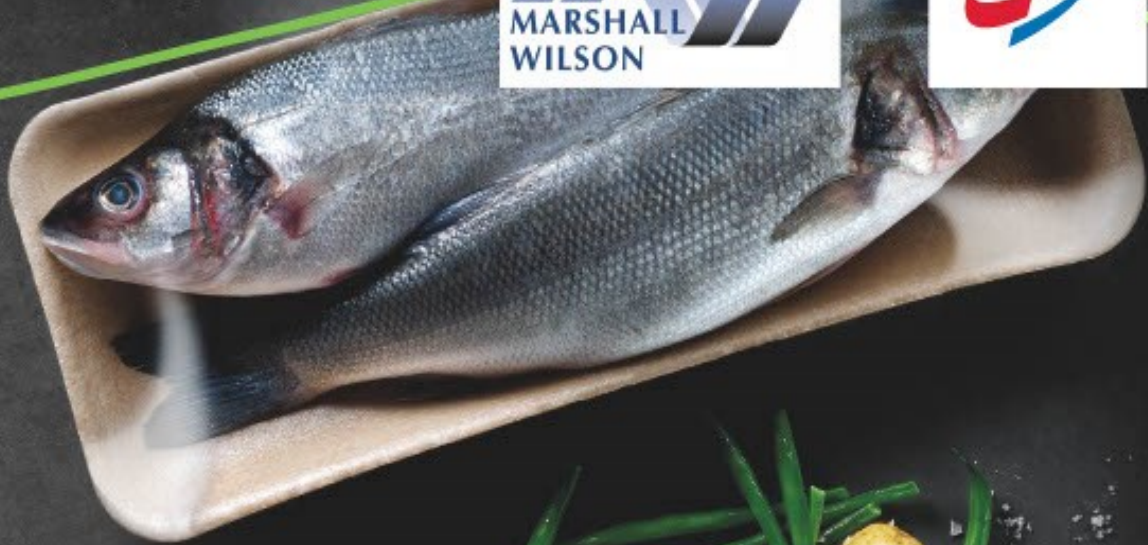
At Marshall Wilson we have been working closely with KP Films who have developed a recyclable alternative, expanded polypropylene, under the brand name "Infinity". There is a range of trays available which covers the needs of most Craft Butchers. These have already been adopted by the supermarket chain Morrisons. Contact our sales team for samples

Contact Details

Tel: 0141 445 3199

Email: sales@marshall-wilson.co.uk

Web: www.marshallwilson.co.uk



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SCOTWEIGH

Rural Affairs Minister launches new guide to cooking with red meat

A new cooking guide has been launched by Cabinet Secretary for Rural Affairs and Islands, Mairi Gougeon MSP, to support customers to confidently choose and cook with different cuts of Scotch Beef PGI, Scotch Lamb PGI and Specially Selected Pork.

The 2022 edition of the Scotch Butchers Club Steak Guide, which aims to encourage customers to talk to their local butchers about different cuts and recipes, was launched today at Bruce Brymer butchers in Brechin.

The guide, named 'Let's Talk About Steak', is now available from over 270 independent butchers that are members of the club which is managed by Quality Meat Scotland (QMS).

Ms Gougeon says that the new resource, which is full of recipe inspiration and stories, is a fantastic opportunity to highlight the craftsmanship of butchers and the Scotch difference:

"This new guide is part of the continued evolution of the role butchers play in Scotland's red meat industry; where they are seen as leaders in craftsmanship, product knowledge, provenance, speciality, and innovation in an era where consumers are striving to know more about where their food comes from.

"Alongside recipe inspiration and cooking guides, this guide also highlights the Scotch Difference – a guarantee that the meat you buy is sourced from quality assured Scottish farms that adopt the best animal welfare and production methods."

Gordon Newlands, QMS Brands Development Manager who is responsible for the development and management of the Scotch Butchers Club, says that butchers continue to play an important role in supporting consumers to cook with new and different cuts of red meat.

"Not only does this new edition of the Steak Guide reflect the skills and knowledge within the butchery trade, but it also illustrates how QMS and Scotch Butchers Club' are aligning the Scotch Brands with the evolving lifestyle and interests of consumers."

For more information on Scotch Beef, Scotch Lamb and Specially Selected Pork, visit www.scotchbutchers.com



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The Ishida WM400DF is equivalent to the Avery Berkel WS25

semi-automatic weigh wrap labeller which is a fully-integrated system that automatically weighs, wraps and manually labels a range of trays at 25 packs per minute

Condition: These 2 x Machines are in good working order for their age.

Contact Donna Wiseman at Bert Fowlie Butchers in Strichen 01771 637234

FOR SALE



It's all happening at Hopetoun as Gayle Macnamara from Hopetoun Farm Shop in Broxburn receives her Modern Apprentice SCQF 6 qualification in Meat and Poultry Skills.

Gayle has shown a fantastic commitment to this qualification from the off.

Congratulations Gayle!



Congratulations to Blair Miller from Bryan Beveridge Quality Butchers in Dunfermline as he picks up his Modern Apprentice SCQF 6 qualification in Meat and Poultry Skills.

Fantastic work Blair, really well done!



Cutting it at Allan's of Auchterarder, Butcher is Callum Ross who has successfully achieved his SCQF level 5, Meat & Poultry Skills, Modern Apprentice qualification. Presented with his certificate by shop manager, Ewan Paterson.

Well done Callum a fantastic achievement



Massive Congratulations to Ariane Bennett on completion of her qualification seen here receiving her certificate for her SCQF6 Modern Apprenticeship in Meat and Poultry Skills in a very quick time. Ariane was also the winner of the Level 3 Apprentice of the Year at the recent Scottish Craft Butcher Training Awards held in November. Ariane has a massive amount of passion and talent for the trade and this comes through in the quality of her work!



It was all smiles in Orkney recently when Grace MacGregor received her Modern Apprentice SCQF 5 Meat & Poultry Skills certificate. Grace initially started out her qualification at another business but was unfortunately made redundant due to coronavirus. However, this did not hold her back and she got herself a position with E Flett Butcher Ltd, a fantastic business in Stromness. Grace has fitted in just fine here and under the wing of owner John Park, has flourished and now has designs on her SCQF 6 qualification. Pictured with John and Janette Park. Many congratulations Grace!





Congratulations to Cameron Dryden from R G Foreman And Son in Norham on achieving his SCQF 6 qualification in Meat and Poultry Skills.

Proud mentor Paul Yeomans presenting Cameron with his certificate as they take refuge from the wind outside!

Fantastic effort Cam, really well done



Congratulations to Theo Barnes formerly of Born Brewery in Jedburgh as he picks up his SCQF 5 Modern Apprenticeship Qualification in Brewing Skills.

Theo pictured receiving his certificate at the shiny new Otherword brewery in Dalkeith.

Fantastic work Theo, well done!



Butchery Careers- Advertise positions available

If you have a vacancy in your business and you would like to advertise on the new website

<https://butcherycareers.co.uk/>

Please send the following details to either Bruce or Gordon and we will pass the details on to the website hosts for inclusion.

Name of company:
Address of company:
Contact Number:
Person to Contact:
Region vacancy is advertised in:
Role advertised:
Closing Date:

It is very important that you let us know

when you fill the position so we can remove the advert.

Send your details to bruce@craftbutchers.co.uk or gking@craftbutchers.co.uk



TAKE A REAL LOOK AT BUTCHERY



Quality Meat Scotland



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Commercial property for sale

A Cassie & Son, 22 High Street,
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Price Around
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EPC **D**



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property@waltergerrard.co.uk

Website:

<http://www.waltergerrard.co.uk>

Property features:

Description

Enjoying a prime location within the busy market town of Turriff, A Cassie & Son is a well established and popular **Butchers Shop** with a loyal customer base. Ideal for existing butchers looking to add to their business or those wishing to start on their own, the extensive premises give excellent scope for developing the business further.

The large front shop area includes a four meter chilled counter, display fridge, prep area and shelving for ambient stock. Accessed from the shop, the main prep area includes double sink, mincer, prep benches, oven and fridge. Office with safe, which will remain. Store area housing freezers, prep bench and cooker. Chill room with racking. Further storage room and two separate toilets with wash hand basin. Access to small basement area.

The property currently has a low rateable value of £9,800.00 and is eligible for the Small Business Bonus Scheme. Liability before relief £4,802.00, with 100% scheme discount liability is £0.

No warranties in respect of the above are given.

Accommodation comprises

BUSINESS FOR SALE

Main Shop: 8.08m x 4.22m (26'6" x 13'10") approx.

Prep Room: 6.93m x 4.48m (22'8" x 14'8") approx.

Office: 2.80m x 2.40m (9'2" x 7'10") approx.

Hallway

Walk-in Chill: 3.50m x 1.80m (11'6" x 5'11") approx.

Store: 3.61m x 3.34m 11'10" x 10'11" (longest x widest) approx.

Store Cupboard

WC

WC

View this property on aspc.co.uk:

<https://www.aspc.co.uk/search/property/402511/A-Cassie-&-Son--22-High-Street/Turriff/>

The foregoing particulars are being distributed on behalf of the Selling Solicitors by Aberdeen Solicitors' Property Centre Ltd. of 40, Chapel Street, Aberdeen AB10 1SP. Whilst the particulars have been prepared with care and are believed to be accurate, no liability for any errors or omissions therein or the consequences thereof will be accepted by the Selling Solicitors or Aberdeen Solicitors' Property Centre Ltd. © Aberdeen Solicitors' Property Centre and Selling Solicitors.

lindsays

lindsays.co.uk

‘Scottish Craft Butchers members have the benefit of access to Lindsays’ employment law team for all employment law queries.

Members are urged to get in touch with the team before taking action in relation to any employee grievance or dispute, disciplinary action or proposed dismissal, including redundancy.

The team will provide advice and guidance on procedure and minimising the risk of successful claims.

Members also have access to Lindsays’ online library of legally compliant key documents for handling day to day



Bruce is currently updating the members listings on our Scottish Craft Butchers website.

The **“Locate your local butcher”** section currently lists names and addresses.

We are gradually adding shop photos and links to your websites!

Please can you send us an up to date photo of your business and a web address link to your website. This will take any consumers who are searching our website straight to yours!

Send your details to bruce@craftbutchers.co.uk



Send us a picture of your business!

Fully Funded Apprenticeships.

Spaces available now!

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

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

Meat and Poultry skills SCQF level 5 and 6

Food sales and service skills SCQF level 5

Production and Processing Skills SCQF level 5

Brewing Skills SCQF level 5

Distribution Skills SCQF level 5

Supply Chain Skills SCQF level 6

Food Manufacturing Excellence SCQF level 5 and 6

Livestock Market Droving Skills SCQF level 5

All age apprenticeships for all your staff. Call Claire on 01738 637785 or e-mail Claire@craftskills.scot



SCOTTISH CRAFT BUTCHERS

SCOTTISH CRAFT BUTCHERS TIES

We have a stock of the new Scottish Craft Butchers ties available from the office.

We have Navy or Maroon ties.

The cost of each tie is £6:50 plus VAT and we can post out to any member.

**If you would like to order ties, please contact Bruce on
01738 637472
bruce@craftbutchers.co.uk**



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Members are requested to support these businesses who pay a membership fee to support our work.

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DID YOU KNOW?

All our assessors at Craft Skills Scotland are qualified craft butchers.

Between them they have over 100 years experience.

Who better to ask for help training your staff on the many skills required to work in a butchers shop.

With our members shops being busier than usual and a shortage of skilled butchers, our team have been asked to carry out in house training on everything from **knife skills, boning, trimming, seam cutting and display.**

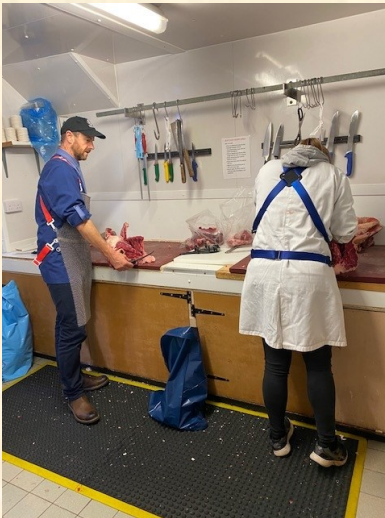
We have also been asked to carryout in house sessions on **costings and HACCP.**

As you can see from the photos (the training in the photos on the left were before covid protocols) the one to one or small group sessions can be invaluable to your business, especially when you are finding it hard to make time to carry out the training yourself.

Each session can be tailored to your business needs and all covid protocols will be followed.

We can offer minimum 2 hour sessions on your own premises at a competitive rate.

If you would like to know more or ask for an individual quote, please contact any of our team (contact details on page 35) or call Claire on **01738 637785** or e-mail **claire@meattraining.net**





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- Age: All ages and abilities

WHO?

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- Farm Shops
- Restaurants
- Delis
- Retail Food Outlets

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Craft Butcher Diploma of Scotland.

The next step up from the Modern Apprenticeship in SVQ Meat and Poultry Skills at Level 3 (SCQF 6) for experienced butchers requiring certification, the diploma is internationally recognised as formal and comprehensive evidence of quality training and achievement in the Scottish retail meat industry.

Gordon Newlands, qualified butcher and Brands Development Manager for QMS, said: "The Craft Butcher Diploma is held in extremely high regard in the red meat industry and is considered the final piece in the jigsaw to becoming a master craftsman in butchery.

"I went through and attained my Diploma in 1986. I still have my certificate and take it with me – it has great merit within the red meat industry at home here in Scotland and abroad."

QMS will be supporting **members of the Scotch Butchers Club** to undertake the training by **funding 50% of the training fee to the value of £250**. This new partnership follows on from the re-direction of the Scotch Butchers Club to support independent butchers to take on a leading role as 'Champions of Scotch'.

The training will be delivered by Craft Skills Scotland assessors with butchery business owners signing off on the competency of trainees in required areas.

Gordon King, Executive Manager at Scottish Craft Butchers, commented: "With the increase in demand for butchers, we need to make sure our young men and women are the best that they can be, so that butchers are seen as leaders in craftsmanship, product knowledge, provenance, speciality, and innovation in an era when consumers are striving to know more about where their food comes from."

To apply for funding towards the Craft Butcher Diploma, trainees must download the application form from the **Scotch Butchers Club website** and email the completed form to **SBC@qmscotland.co.uk**.

Beef labelling boards available for sale exclusively to Scottish Craft Butchers Members

Ensure complete traceability within your business with the Scottish Craft Butchers branded labelling boards.

We have a small stock available from the office.

Cost £60 each including VAT and delivery.

Contact bruce@craftbutchers.co.uk to order.



Livestock Prices

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

Market commentary courtesy of Iain Macdonald, Senior Economics Analyst, Quality Meat Scotland



	W/E 19/02/22	Previous week	Previous year
Scottish Abattoirs			
Prices			
Steers dwt	405.4 p/kg	405.9 p/kg	382.9 p/kg
Heifers dwt	410.5 p/kg	409.2 p/kg	385.8 p/kg
Young Bulls dwt	390.6 p/kg	384.9 p/kg	356.8 p/kg
Numbers			
Steers	3576	3968	3816
Heifers	2776	2700	3079
Young Bulls	251	232	259
Scottish auctions			
Prices			
Steers lwt	232.45 p/kg	231.95 p/kg	221.64 p/kg
Heifers lwt	241.56 p/kg	244.43 p/kg	225.44 p/kg
Young bulls lwt	220.57 p/kg	213.33 p/kg	193.07 p/kg
Numbers			
Steers	57	67	78
Heifers	209	206	199
Young bulls	7	3	30
			30

Livestock Prices continued

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

Deadweight cattle week ending 19th February 2022								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	407.2	405.5	394.3	414.9	414.4	410.9	403.7	404.1
R	408.7	411.9	406.6	410.1	414.9	413.5	399.6	398.9
O+	403.3	404.2	395.3	404.4	404.3	400.6	386.0	385.1
-O	378.2	381.9	371.9	360.6	376.5	341.2	358.8	N/A

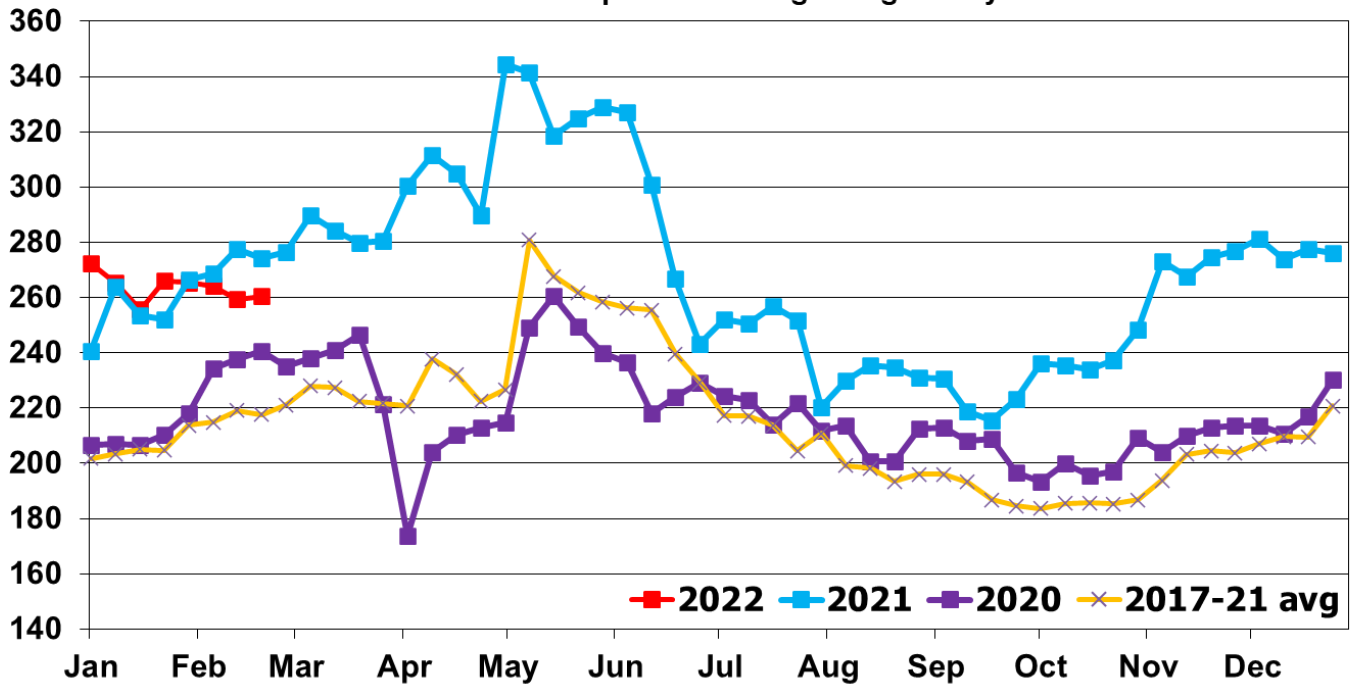
Sheep prices Scottish	W/E 23/02/22	Previous Week	Previous Year
New Season SQQ lwt	260.48 p/kg	259.45 p/kg	274.31 p/kg
Ewes lwt	£91.22 /hd	£88.34 /hd	£76.62 /hd
Sheep numbers			
Scottish Auctions			
New Season SQQ	11470	12214	16590
Ewes	5756	6387	7083
Sheep Prices	W/E 22/01/22	Previous week	Previous year
GB Abattoir			
New Season SQQ dwt	585.5 p/kg	601.1 p/kg	574.3 p/kg

Deadweight sheep week ending 22nd January 2022				
		2	3L	3H
	U	597.4	597.6	594.6
	R	588.2	588.2	587.2
	O	571.0	574.6	571.8

Pigs	W/E 19/02/22	Previous week	Previous year
GB abattoirs			
Standard Pig Price (SPP)	586.0 p/kg	587.9 p/kg	609.1 p/kg

GB deadweight pigs SPP week ending 19th February 2022					
	Method 1 and 2	Change		Method 1 and 2	Change
	p/kg dwt			p/kg dwt	
Up to 59.9 kg	595.5	596.2	593.2	141.50	-0.05
60.0 – 69.9 kg	589.4	588.4	586.7	143.01	-0.21
70.0 – 79.9 kg	578.3	578.7	576.1	132.59	-0.30

Scottish auction market price for prime sheep - new season price from beginning of May



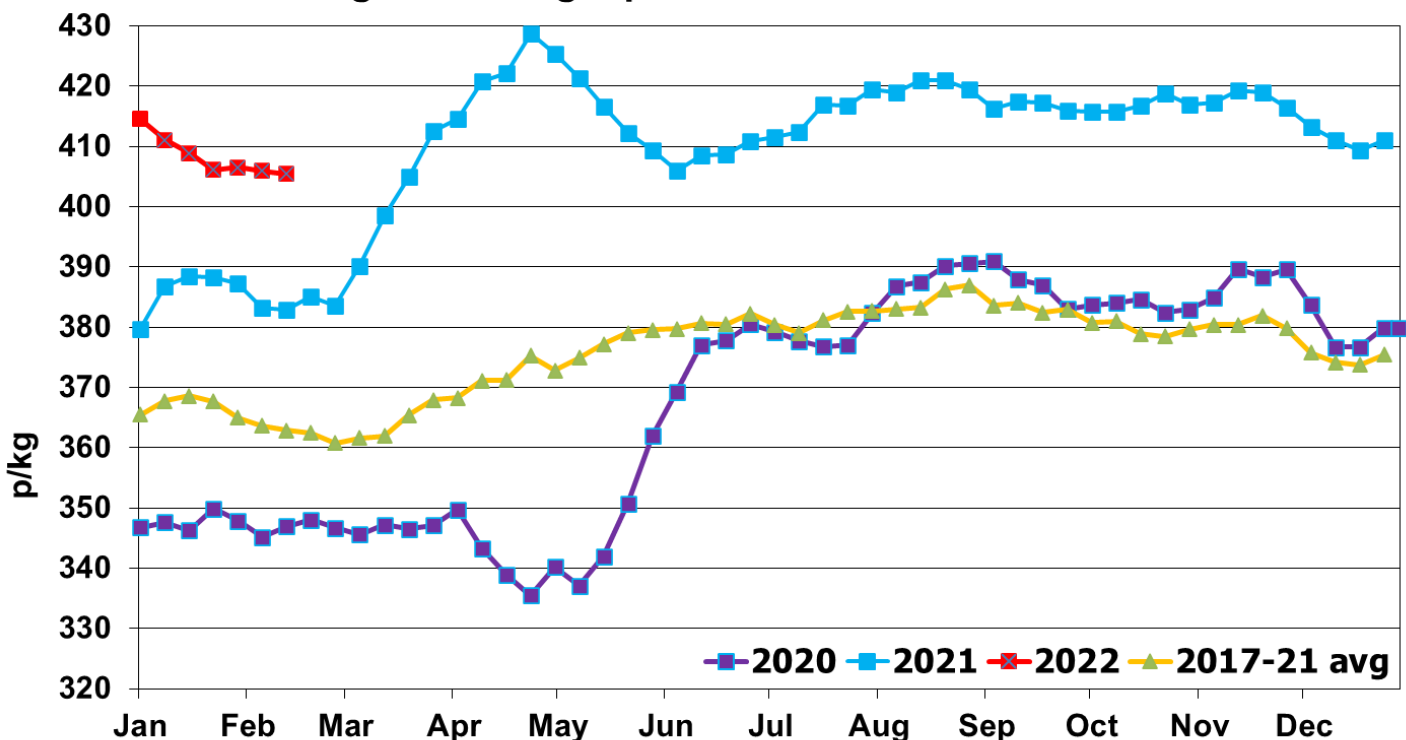
Source: Weekly average to Wednesday calculated by QMS from daily data supplied by IAAS

Sheep

An increased carryover of hoggs continues to pressure farmgate lamb prices, with prices holding around the 260p/kg mark compared to an average of 275p/kg in November and December. Given the seasonal trend higher in February, this has seen values fall around 5% behind year earlier levels, while the margin over the five-year average has narrowed to a still considerable 20%. As well as a higher carryover of hoggs into 2022, an increased share of the hoggs being traded at Scottish marts have been heavier than the SQQ liveweight range of 25.5-45.5kg compared to February 2021.

After a very tightly supplied 2021, the overall volume of sheepmeat on the UK market is estimated to have rebounded slightly in January as a strong rebound in export volumes compared to their initial drop after EU import controls were introduced in January 2021 partially offset a significant increase in domestic production. GB export competitiveness in the key French export market has been holding slightly above 2021 levels, with the wholesale price in Rungis market in Paris running around 10% above the GB deadweight price level in February. Imports are expected to have remained at an historically low level in early 2022, with wholesale lamb prices holding up well in China and providing continued attractiveness to NZ exporters.

Average deadweight price for steers at Scottish abattoirs



Source: AHDB; QMS calculations

Cattle

Deadweight prime cattle prices have begun to stabilise around 3% below their pre-Christmas peak but still 6% above early 2021 levels and 12% above the five-year average. While prime cattle slaughter has remained below normal for the time of year it has at least risen compared to the autumn and numbers have been elevated above the 2021-weekly average at price reporting abattoirs in February, suggesting some improvement in processing operations.

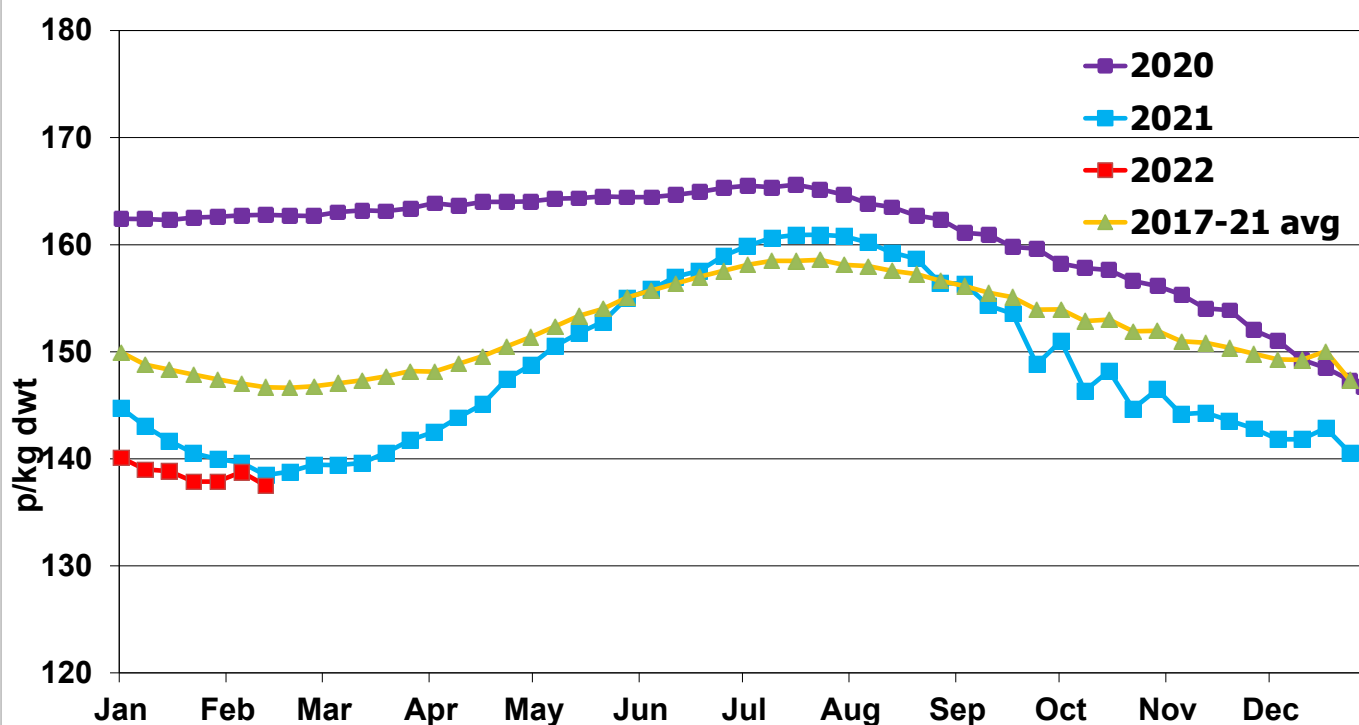
However, supply on farm is thought to be higher than last year, and this extra volume is likely to be weighing on the market given the weakness of slaughter in the second half of 2021.

At the same time, reduced beef production is likely to have placed upwards pressure on wholesale prices, in a similar situation to that seen at various times in the USA over the past couple of years. Meanwhile, EU beef prices have been climbing strongly with R grade young bulls in the Netherlands and Poland reaching around 380p/kg while O grade cows have risen to 350p/kg and 320p/kg respectively, while Irish R3 steers have reached 370p/kg and O grade cows 305p/kg.

As a result, the price of imported beef is likely to be rising, limiting the alternative of a cheaper alternative, underpinning value in price sensitive segments of the market.

This may have been a factor behind the recent bounce higher in cull cow prices over and above their seasonal trend higher at this time of year. In addition, higher EU beef prices are likely to be supporting UK export values, and UK trade data does show that export volumes recovered strongly in the final quarter of 2021 relative to a reduced level of domestic production.

GB pig producer price - SPP



Source: AHDB; QMS calculations

Pigs

Farmgate pig prices have continued to face downwards seasonal pressure due to a considerable backlog of slaughter-ready pigs on farms across GB. Census data for England from December suggested a backlog there of close to 180,000 head and at GB level, it may have exceeded 190,000 head. Weekly GB price reports suggest that slaughter activity has yet to increase in the New Year and, therefore, this backlog is likely to remain and to have perhaps even grown further. As a result, carcass weights remain close to the peak reached in January and the share of standard carcasses weighing over 104.9kg at reporting abattoirs has been running at close to 20% compared to 5-6% a year ago; a time where there had also been a significant backlog. While per kilo prices have returned close to early 2021 levels in February, they have been 6-7% below their five-year average. However, overall carcass value has been around 4-5% higher than last year and its five-year average due to the surge in carcass weights. In the EU, the market appears to be firming in late-February and the GB SPP's lead over the EU average price for grade E pigs has slipped to 25% after two months averaging 27%. Forecast increases in Germany suggest that this margin could narrow below 20% in early March. While import volumes have been limited by the combination of increased UK pigmeat production (due to higher carcass weights) and reduced exports, lower EU prices are likely to have been pressuring values in price sensitive market segments, so a change in the EU market balance may lead to some adjustment in negotiating power. Export weakness in the second half of 2021 was largely driven by a recovery in Chinese pork production. A renewed reduction in pork prices in China since the lunar New Year celebrations suggests that the country is well-supplied with pork in spring 2022, although farmgate futures prices do suggest that local market participants are expecting some recovery in values in the second half of the year.

**SCOTTISH CRAFT BUTCHERS AV RETAIL PRICES****FEBRUARY****MARCH****SCOTCH BEEF**

Fillet Steak	4589	4778
Sirloin Steak	3033	3147
Rib Eye Steak	2904	3123
Popeseye Steak	1922	1945
Topside	1616	1644
Round / Rump Steak	1611	1704
Shoulder Steak	1287	1329
Rolled Brisket	1309	1329
Steak Mince	1140	1191
Boiling Beef Bone In	745	770

DOMESTIC LAMB

Whole Leg of Lamb	1454	1464
Centre Cut Leg Bone In	1694	1771
Gigot Lamb Chops	1874	2061
Lamb Leg Steaks	1830	1982
Chump Lamb Chops	1798	2000
Double Loin Lamb Chops	1942	2126
Single Loin Lamb Chops	1769	1957
Rolled Shoulder Lamb	1306	1418
Lamb Shanks	793	858
Diced Lamb	1559	1620
Minced Lamb	1367	1448

PORK

Pork Tenderloin (Fillet)	1400	1490
Pork Leg Steaks	1046	1059
Double Loin Pork Chops	1008	1054
Single Loin Pork Chops	969	1012
Rolled Shoulder of Pork	865	916
Belly Pork	869	884
Pork Loin Steaks	1179	1193
Diced Pork	935	969

PRODUCTS

Beef Link Sausages	913	967
Pork Link Sausages	922	978
Speciality Pork Sausages	940	975
Sliced Beef Sausage	857	886
Sliced Black Pudding	782	799
Ball Haggis	871	867
Scotch Pie	116	121
Quarterpound Beefburger	121	123
1lb Steak Ashette Pie	896	942

Unfortunately, the current pandemic means that we had no option but to postpone until May 2023. Hopefully we will all be in a position to meet up and participate in the competitions and evaluations at our popular trade fair.

DO WE HAVE YOUR UP TO DATE CONTACT DETAILS?

We send out weekly updates to members on a Friday via e-mail. ARE YOU GETTING THEM?

Please send your e-mail address to bruce@craftbutchers.co.uk to receive up to date information each week!

JOIN IN THE WHATSAPP CHAT!

We have also set up a **Scottish Craft Butchers WhatsApp** members only chat group. If you would like to take part in the chat with other members, please send us a mobile number and we can add you in. Send to bruce@craftbutchers.co.uk

DON'T MISS OUT, GIVE US A SHOUT!



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