

# FEDERATION NEWS

THE NEWSLETTER FOR SCOTLAND'S CRAFT BUTCHERS



SCOTTISH FEDERATION OF MEAT TRADERS

**MAY 2011**

## Come to the Fair

**The largest number of butchers in one meeting place in Scotland.**

**Miss this one and there's not another until 2013!**

**Scottish Meat Trade Fair**

**Sunday 8<sup>th</sup> May 2011**

**Dewars Centre, Perth**

**10:00am – 4:00pm**

**40 Trade Stands**

**8 Meat Skills Competitors**

**4 Demonstrators**

**2 Scottish Championships**

**3 Meat To Go Diamonds**

**1 Beefburger Champion**

This Month

**BSE Testing to be reduced**

**Feature on Dingwall Champion**

**QMS – the year ahead**

**Burgers tested at St Andrews**

**Feature on Robertson in the Ferry**

**Costing Lamb**



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## The point of 'best-before' dates?

"Best before" is not the same as "use by". But do consumers understand the difference?

"**Best-before**" dates on food could be reformed, the UK government has indicated. Nothing has yet changed but what purpose do they actually serve?

Ministers say they are in for a shake-up, but "best-before" labels are a familiar sight to every British shopper.

Current guidance from the Food Standards Agency says they are supposed to tell the consumer more about "quality than safety" - indicating when a product may begin to lose its flavour and texture, but not that the product becomes dangerous to eat.

By contrast, "**use-by**" dates apply to food that goes off quickly, such as meat products, which may put health at risk if eaten after a certain time period.

Anti-waste campaigners argue that "best before" encourages consumers to throw out products that may be perfectly fine - but the retail industry says they are a reliable guide which help consumers plan ahead. By law, pre-packed food must display a "best-before" date.

FSA guidance states that, when this date expires, "it doesn't mean that the food will be harmful, but it might begin to lose its flavour and texture". One exception is eggs, which the FSA says should not be eaten after their "best-before" date because they can contain salmonella bacteria, which could multiply.

The agency cautions that the date is only reliable if the product is stored according to the instructions on the label, such as "keep refrigerated" or "store in a cool, dry place".



These are distinct from "use-by" dates, which are the most important in terms of safety. Typically found on meats, soft cheeses and dairy-based items, "use by" refers to a time period after which a product should never be eaten, even if it still appears fresh.

Sell-by and display-until dates are for the benefit of the retailer, rather than the customer, and are mainly used for stock control.

However, the "best-before" label as we know it could be in for major reform as the government has been consulting on ways to simplify food labelling.

According to the advisory body Waste and Resources Action Programme (Wrap), consumers can end up binning up to a quarter of their weekly food and drink purchases - worth £680 to the average British household each year. Wrap says it has identified confusion over date labelling, with consumers being unclear of the difference between "use-by" and "best-before", as one of the major causes for this.

Environment Secretary Caroline Spelman has said the government is committed to tackling the amount of food thrown away unnecessarily and "if the date labels are part of the problem it's one thing we should be able to improve".

Caitlin Shepherd of the group This Is Rubbish, which campaigns for a reduction in wasted food, says the primary purpose of "best before" is to

protect retail corporations from the threat of litigation.

"It's a symptom of our over-sanitised relationship with food," she says.

"Consumers should be encouraged to related to food in a much more physical way - the best way to tell whether something is still fresh is by having a sniff, having a little taste."

However, Richard Dodd of the British Retail Consortium says it is a "myth"

that "best-before" dates are responsible for waste - the best way of tackling this, he says, being improving the way that consumers store and manage their purchases.

"It's about quality and ensuring that the product is of the standard that the customer would expect," he adds. "It's hard to see how you would get this information across to the customer without dates."

## Skills Academy in Scotland

The sector skills council for the food and drink industry, Improve, have long campaigned for the formation of a Skills Academy in Scotland and following detailed research by Improve and working in partnership with the University of Abertay, the SFDSA was successfully launched in November 2010 and is now open for business.



Funded by Skills Development Scotland, Scottish Enterprise and the Scottish Funding Council the Academy provides employers with a Scotland specific gateway to find relevant training for their businesses.

The SFDSA works closely with the National Skills Academy for Food and Drink that operates in England, Wales and Northern Ireland ensuring a national network of training provision for the industry.

To find out more visit the SFDSA website at [www.sfd-skillsacademy.co.uk](http://www.sfd-skillsacademy.co.uk) or get in touch via email at [info@sfd-skillsacademy.co.uk](mailto:info@sfd-skillsacademy.co.uk)

### **CALLING ALL FAMILY BUSINESSES! Twofour Broadcast are looking for Family Businesses to take part in a new BBC 2 TV programme!**

Do you run a family business? Do you work with members of your family?

Maybe your children work for the business but you're not sure how and when to let them take over the reins?

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Whatever your situation we want to hear from long standing Family Businesses for a new BBC 2 programme. To find out more please contact Naomi on 0207 438 1812 or e mail [familybusinesses@twofour.co.uk](mailto:familybusinesses@twofour.co.uk)

# **BSE Testing to be Reduced**

**The proposed change in July 2011 is estimated to reduce the number of BSE tests on healthy cattle slaughtered for human consumption.**

Further information on joint consultation by Defra, FSA and WAG on proposed changes to the BSE testing of cattle slaughtered for human consumption.

Currently all European Union (EU) Member States are required to carry out BSE testing of slaughtered cattle, fallen cattle and cattle suspected of being affected with BSE.

The BSE epidemic is declining. There were 11 BSE cases confirmed in Great Britain 2010, all detected in fallen cattle. Over 2 million healthy cattle slaughtered for human consumption were tested for BSE in Great Britain from November 2005 to the end of 2010. Of these, only **two** cattle aged less than 72 months were diagnosed with BSE: one slaughtered in 2006 and one slaughtered in 2008.

Defra is consulting on proposed changes to the testing of healthy cattle slaughtered for human consumption for BSE. These changes are part of the TSE Roadmap 2 which aims to maintain the high level of food safety whilst ensuring that measures which have successfully controlled BSE are proportionate to the current risk.

The European Food Safety Authority (EFSA) has advised that the purpose of BSE testing in cattle in the EU is mainly to monitor the BSE epidemic and that prevention of human exposure to the BSE agent mainly relies on the removal of specified risk material (SRM).

Following EFSA's advice on the expected number of missed BSE cases, EU Member States have agreed changes to the BSE testing of healthy cattle slaughtered for human consumption born in most Member States:

- From 1 July 2011, the UK and twenty-one other Member States will be allowed to raise the age threshold for BSE testing of all healthy cattle slaughtered for human consumption from 48 to 72 months.
- From 1 January 2013, the UK and twenty-one other Member States will be allowed to test a sample of healthy cattle slaughtered for human consumption aged over 72 months for BSE. The sample size will be agreed at a later date.

There are no proposals to change the BSE testing requirements for emergency slaughtered cattle, fallen cattle and cattle suspected of being affected with BSE. Ministers will seek advice from the Food Standards Agency (FSA) before making any changes to BSE testing of cattle slaughtered for human consumption in England.

The Spongiform Encephalopathy Advisory Committee (SEAC) has provided independent advice to the FSA on the risks of the proposed changes in the UK.

## **Password change:**

**From 1<sup>st</sup> April 2011 Peninsula will require you to give the password: topside1  
The Members Only website password will also change to: topside1 but not  
until Good Friday – 22<sup>nd</sup> April 2011**

# Scottish Meat Inspection System – SAMW President reveals next step

An all-industry meeting, designed to 'agree the way forward for the setting up of a Scottish Meat Inspection System' is due to be held before the Scottish elections take place on May 5.

Delegates attending the annual Scottish Association of Meat Wholesalers conference in Glasgow on Saturday, April 16, were told of the meeting plan during the opening address by Association president, Alan Craig.

"We obviously must have unity of purpose across our industry as we move forward," he said, adding that responses to date had been 'seriously encouraging'.

"There is, in fact, already sufficient evidence of agreement and support to indicate that a Scottish Meat Inspection development roadmap can be placed on the new Minister's desk at the Scottish Government within weeks, if not days, of the new administration taking office. That, certainly, is our objective."

Earlier, when commenting on the conference theme of 'Changing Times', the President told delegates that, when circumstances demanded, SAMW was in the business of driving change and making things happen.

"We don't believe in mending things which aren't broken," he said. "We do, however, believe that if something isn't working then it needs to be fixed."

Then, in a direct comment on the new meat inspection plan, he added: "This is especially the case when dealing with something which has arguably never performed to its potential and sadly, shows no sign of correcting itself."

## **Progressive & proactive**

"This is the reason why SAMW, in partnership with NFU Scotland, and in harmony with other industry bodies, is currently asking the country's political leaders to explore the case for Scotland to have its own Meat Inspection

System. We believe this is a progressive and proactive move on behalf of the whole Scottish meat and livestock chain. We also believe the time has come to break the mould, as it applies to UK meat inspection. This is an area of our industry which has been lacking in success in recent years as regards matters of efficiency, partnership working and cost.

"Through the freedom of information process, we have recently learned what we believe to be the current costs of providing the service to the Scottish red meat Industry. The £6.5 million or £100,000 per annum per full-time equivalent has come as both a shock and disappointment to our members.

To realise our current potential, and hopefully unlock future growth and development, we need the right structures, the right systems and the right people working for us and with us. Not against us.

## **Good sense solution**

"This is why we opted to pursue the model of a separate Scottish Meat Inspection System. It's a solution which we believe could help ease some of the pressures on our industry rather than add to them. It's a solution which could include practical input from industry in meat inspection rather than exclude those who actually depend on product safety and purity for their livelihood. It's a solution which, frankly, makes sense.

"We're seriously encouraged by the many positive responses which this proposal has received and by the widespread debate which has begun.

## JW Galloway Ltd receives Queen's Award



*Pictured at Scotbeef's Bridge of Allan premises are left, Simon Dowling, Director of Scotbeef Ltd and Ian J Galloway, Chairman of JW Galloway Ltd.*

There was an industry first for Scottish meat processing with the announcement on 21<sup>st</sup> April that Scottish meat company, JW Galloway Ltd, has received a Queen's Award for Enterprise in the International Trade category.

The award has been achieved as a result of the outstanding performance of the company's Bridge of Allan-based Scotbeef and Dornoch-based Vivers Scotlamb operations, which delivered a remarkable 40% increase in export sales of Scotch Beef and Scotch Lamb last year.

This increase in exports consolidated a threefold increase achieved by the company over the past three years. This brings the company's exports up to over 20% of total sales and reinforces its position as by far the largest exporter of Scotch Beef and Lamb.

Ian J Galloway CBE, third generation of the family who own and manage the company and current chairman, said he was absolutely delighted the hard work of the company's staff and suppliers had been recognised with the award. He said the success of the company, which employs 659 staff, was based on a number of factors.

"The excellent relationship we have with our farmer producers and the support we receive from them is invaluable, along with their commitment to ensure they supply us with the necessary top quality livestock.

"Another important factor is the part played by our staff, together with the efficiencies achieved through continued investment in equipment, facilities, technology and innovation. This totalled £3million in the last year alone," Mr Galloway said.

## **Perth & Kinross Butchers Forum**

Perth & Kinross Council have been the first to invite butchers to a briefing meeting to give details on how they hope to implement the requirements of new guidance on avoiding cross contamination by Ecoli O157.

Ten local butchers met with the Environmental Health department at Pullar House in Perth on Wednesday 20<sup>th</sup> April and they heard of plans for "more robust" inspection along the lines of Butchers Licensing requirements. Some of the finer details were still being confirmed but it is clear that greater separation of working areas, storage facilities, clothing and staff for the handling of ready to eat food is a priority.

Cleaning and disinfection needs to meet the standards of BS EN1276:1997 or BS EN13697:2001 and requires to be performed in two stages - 1) cleaning and 2) disinfecting.

There was a discussion on the requirement for machines supplied after 1995 to be CE marked to indicate compliant. Several older machines are still used and their continued use would depend upon what they were being

used for and if they could be adequately cleaned. Dishwashers will require validation that they can achieve temperatures in excess of 80°C for at least 15 seconds.

There was a discussion on aprons used when serving both raw and ready to eat food, what happens when the wrong chemicals have been used for cleaning and a debate on the handling of ready to eat food sold in jars etc. The representatives from Perth and Kinross promised to investigate what would be acceptable practice and get back to the butchers present.

EHOs from both Fife and Stirling Councils attended this forum and it is hoped that they and the other 29 local authorities will convene meetings in their areas to ensure a consistent approach and to inform their butchers what is required.

## **Simon Howie up for an Award**

SFMTA member Simon Howie has been short listed in the Marketing Initiative of the Year category of the Scotland Food & Drink Excellence Awards for its brand development campaign. These Awards recognise those companies in Scotland who are leading the way with innovation, enterprise and quality.

Sponsored by the Royal Highland and Agricultural Society of Scotland, the Marketing Initiative of the Year award is presented to the business that has demonstrated the most effective marketing initiative supported by a robust strategy.

Emma Loftus, marketing manager at Simon Howie Foods, said: "We're delighted to be short listed for this prestigious award for a brand development project conceived to push the brand profile even further by developing the language and imagery of the brand to better engage with the target audience and to enable stronger association with the Simon Howie brand."

The brand development campaign included the new breakfast range and other packaging needed to reposition it against developing competition, whilst at the same time communicating the Simon Howie brand points of difference; its heritage, tradition and innovation. Their brand has achieved significant progress over the past few years and in October 2010 was recorded as featuring in position 26 in the Scottish brand charts, when only a few years previously it did not feature in the top 50.

## QMS Reveals Breadth of Activities Planned for the Year Ahead



In April Quality Meat Scotland today unveiled the ambitious programme of activity it plans to undertake on behalf of Scottish red meat industry during the financial year ahead (2011/12).

In his second week as QMS chairman, Jim McLaren, who took over the reins at the start of the month, said he was looking forward to the opportunities and challenges in the months and years ahead.

"QMS as an organisation is in great shape and even in these very early days of my new role I have been impressed with the 'sleeves rolled up' attitude of the small team of QMS staff and the breadth of the workload being undertaken.

"The red meat industry continues to underpin the entire agricultural sector in Scotland making the role of QMS in shaping the sustainability and prosperity of the sector central to the delivery of a prosperous future for the whole of Scotland's rural economy," said Mr McLaren.

Pointing out that it is very much his aim to ensure QMS continues to be a listening, open door organisation, he said there are without doubt many exciting opportunities ahead for the industry although it also continues to face challenges such as climate change and the anti-meat lobby.

"It is vital that as well as being a robust and hard-working organisation we can also be light on our feet and quick to react to challenges as they emerge," added Mr McLaren.

Levy income for the year ahead is estimated to be £4.8m, a similar level to the year just ended. Coupled with over £1 million of grant income which QMS has succeeded in

leveraging for the year ahead, this will finance an overall spend of £5.8m to deliver a programme of activity for the industry (excluding assurance schemes).

"While we are pleased to have secured this strong grant support for the industry much of this income is of a short-term nature and, not surprisingly given the prevailing belt-tightening in the public sector we anticipate this will be difficult to maintain at these levels. Clearly the income generated from the industry levy is the cornerstone to attracting the additional funding which enhances the success of our activity going forward," said 'Uel Morton, QMS Chief Executive.

"Of that total spend, marketing and promotion expenditure increases to around £2.6m which, coupled with a spend of £1.6m on activities to improve industry efficiency and resilience, is great news for the industry. We have an excellent programme of activity planned for the year ahead in line with QMS' overall objective of shaping a sustainable and prosperous Scottish red meat industry," Mr Morton added.

He also emphasised that operational efficiency and driving value for money remains at the heart of the way the organisation is run.

"Our evolution to a public body three years ago means levy payers can be assured of very high standards of governance and accountability," said Mr Morton.

Laurent Vernet, QMS Head of Marketing, gave an insight into just one or two of the new activities the QMS marketing team has up its sleeve for the year ahead. Among these is a new mobile phone application.

"The new 'app' we are developing will provide consumers with cooking tips for preparing steaks and roasts and we are very excited about the potential of this new technology," said Mr Vernet.

"The coming year will also see us stepping up the 'Behind the Label' campaign we launched last year. The original campaign was very well received and the next phase of the campaign will see the focus switch to improving consumers' understanding of the world-leading assurance schemes behind our brands and the importance of the Scottish red meat industry to the local economy," added Mr Vernet.

QMS is undertaking a review of its export marketing strategy as well as a review of the marketing strategy behind Specially Selected Pork with a "Meat Guide for Amateur and Professional Chefs" also being developed.

QMS is currently delivering around 50 research and development projects, coupled with a further 43 groups – including monitor farms and business improvement groups - aimed at improving the efficiency and sustainability of the Scottish red meat industry.

"One very exciting new activity for the year ahead will be the implementation of new isotope traceability technology which is set to support our existing supply chain integrity checks," said Andy McGowan, QMS Head of Industry Development.

Scotland will lead the rest of the UK in the commercial use for beef of new isotope technology which has been developed to establish the "unique fingerprint" of meat determining where it was produced. The initial focus of the testing, set to get underway later this year, will be on beef and pork.

# Scottish schools healthy eating initiative proves a roaring success

Almost 20,000 pupils from across Scotland have benefited from Quality Meat Scotland's nationwide Health and Education Meat Voucher Scheme.

Over 235 secondary schools took part in the initiative which was launched in September 2010, offering young people the chance to work on their culinary skills and learn the art of cooking red meat as part of a healthy balanced diet.

Developed in response to reports that teachers in many Scottish schools are unable to afford fresh red meat products, the initiative provides teachers with up to £100 worth of meat vouchers which can be redeemed at certified independent retailers and butchers. The vouchers can be exchanged for fresh, local produce which can be used in cookery lessons to educate and inspire pupils to cook healthy, balanced meals at home.

Denise Robertson, head teacher at Carrick Academy in South Ayrshire commented:

"The Quality Meat Scotland Meat Voucher Scheme has been a real benefit to our home economics department. It's been really fantastic to have access to red meat from our local butcher's shop, which has provided quality produce while supporting local retailers. It's also meant our pupils have been able to cook with fresh food instead of frozen. We've made delicious chilli, spaghetti bolognese and cottage pie."

Rachael Anderson, Quality Meat Scotland's Health and Education Coordinator said QMS was delighted with the strong uptake of the voucher in the first year of the national scheme. "With more than a third of Scottish

youngsters lacking in iron, red meat offers a good source of protein, iron b-vitamins, and zinc. The Meat Voucher Scheme has helped to raise awareness among pupils about eating a healthy balanced diet and hopefully will encourage young people to think about the many health benefits of protein rich foods like red meat when cooking."

Quality Meat Scotland Chief Executive Uel Morton, commented on the success of the initiative: "We are extremely proud of how well the Meat Voucher Scheme has been received and the very positive feedback from the schools involved. It has really added value to cookery lessons, showing children what fantastic quality produce we have available on our doorstep.

"Bad eating habits tend to stem from lack of knowledge and cooking skills. This initiative helps to educate children at an early age on the ingredients available to them as well as showing them how to cook simple, nutritious meals that need not cost the earth."

This announcement follows the launch of Quality Meat Scotland's butchers' healthy eating campaign, fronted by one of Scotland's most inspirational sportsmen, rugby ace Chris Paterson. Entitled 'Strength. Energy. Growth – Red Meat Has it All' the campaign aims to highlight the important role of red meat in a healthy diet and includes a booklet of simple, nutritious recipes featuring Scotch Lamb, Scotch Beef and Specially Selected Pork.

**Meat Vouchers are available to home economics teachers across Scotland. For more information on how to apply, teachers should contact Rachael Anderson, QMS Health and Education Coordinator on 0131 472 4041 or visit [www.qmscotland.co.uk](http://www.qmscotland.co.uk) for more information.**

## A Hidden Jewel in the Primestock Crown

Every May the Ayrshire Young Farmers hold their Annual County Rally. This event used to be held on a selected farm chosen every year by the YFC. What with Health and Safety Regulations and the pressures put upon the chosen venue to prepare for such an event, the Rally has for some years now been held in Ayr Mart, the main premises for Messrs Craig Wilson Ltd, Auctioneers.

The Rally includes a dance at night along with field sports and events and various handicraft competitions but the main effort is in the showing of Prime Cattle and Sheep.

The cattle shown are selected by The Ayrshire Young Farmers at the Annual Suckled Calf Sales at Ayr and Lanark Marts. There is also a section for beef from the dairy herd.



It is the very best entries at both sales that are selected for showing at the Rally, this year to be held on Saturday 21<sup>st</sup> May, and accordingly, a magnificent line up of cattle are forward every year at the event.

Many judges, especially those from afar, who officiate on the day are astounded at the quality and quantity of the livestock present.

There are a growing number of exhibitors at the County Rally who are achieving national success in the same field.

This event is well worth a visit for anyone interested in the showing of fine quality livestock. Although a few exhibits in the cattle section are retained for further showing, a useful sample of the entries are offered for sale at the Prime Cattle Sale on the Tuesday following the Rally again at Ayr Mart.

This year it will be Tuesday 24<sup>th</sup> May and at 11am. Anyone needing quality beef would do well to attend this sale.

The Rally and the Sale the following Tuesday warrant a much higher profile than experienced in the past. The occasion is a breeding ground for the national leaders and breeders of the Scottish Quality Beef sector of the future.

**RECOMMENDED: Prime Cattle Sale on Tuesday 24<sup>th</sup> May at 11:00 at Ayr Mart**

## Call up for Country

Gary Raeburn will be the Scottish representative at a Four Nations challenge at the Shropshire Show on Sunday 15th May.

The Shropshire Young Butcher of the Year competition, organised by the Cambrian Training Company (CTC), will see the winner pitched into a four way fight with butchers from Wales, Northern Ireland and Scotland, to pick out the ultimate winner.



Both competitions will be taking place at the Shropshire County Show in Shrewsbury, and CTC are looking for young butchers, aged under 25 on 1 January 2011, from across the county to put themselves forward to compete.

The winner of the Shropshire competition will face Tomos Hopkins, from Ponty Butchers, Pontardawe, Swansea, who won the Welsh Young Butcher of the year in 2009 and 2010, Gary Raeburn, from Forbes Raeburn butchers shop, Huntly, Aberdeenshire, who scooped the title in Scotland twice on the run and the winner of the Northern Ireland competition, Marc Tierney, from Clogher Valleys Meats, Clogher, Co Tyrone, who has competed in international competitions in 2004 and 2006.

## National Minimum Wage Increases for 2011

The national minimum wage adult rate will increase to £6.08 per hour for 2011/2012, with effect from 1 October 2011. This represents an increase of 2.5% from the 2010/2011 national minimum wage adult rate, which currently stands at £5.93 per hour (from 1 October 2010 to 30 September 2011). The 2011/2012 national minimum wage adult rate (at £6.08 per hour) is therefore set 15p per hour higher than the 2010/2011 rate.

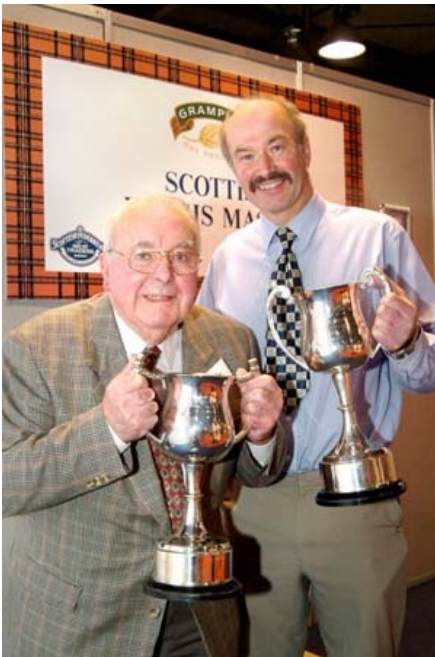
With effect from 1st October 2011, the rates will be as follows:

- the adult rate (age 21 and above) will increase to £6.08 an hour;
- the rate for 18 -20 year olds will increase to £4.98 an hour;
- the rate for 16 -17 year olds will increase to £3.68 an hour;
- the rate for apprentices will increase to £2.60 an hour; and
- the accommodation offset will increase to £4.73 per day.

The Government will also ensure that these rules are effectively enforced by HMRC using its investigative powers.

## Jim Pirie (1919 - 2011)

Newtyle member Jim Pirie, who until only a few years ago was Britain's oldest working butcher, has died at the age of 91. His funeral was held on Tuesday 15th March.



Jim Pirie was a very special character and although he will be sadly missed he is very fondly remembered. Born in the Perthshire village of Stanley in June 1919, he started work as a butcher in 1933 aged 14 and only finally hung up his apron four years ago at the age of 87. Since 1963 he had run his own business in Newtyle, first in North Street and then after his son Alan joined the business in 1965 from premises in Church Street.

During his working life Mr Pirie amassed no fewer than 131 UK and International awards – with the highlight coming in 2005 when the business won the Scottish Sausage Championship and Scottish Haggis Championship on the same day - a unique double.

The Pirie family business in Newtyle has expanded over the years to include a grocery outlet and the village post office.

Mr Pirie's career started with him working in shops in Crieff and Stanley. He was conscripted to the RAF before the outbreak of the Second World War and served in England and on the Forth. During this later posting he met Janet, who lived in Dunfermline, and they married in 1946.

He was a keen sportsman and in his younger days Mr Pirie played badminton in the Crieff and Strathmore leagues. He was a regular curler and was an honorary president of Kirkinch and Nevey Curling Club.



Angling, however, was his first sporting love and he fished not only on local lochs and rivers including the Tay but all over Scotland. Until recently the highlight of his year was an annual trip to Halkirk in Caithness to fish the Thurso.

Mr Pirie is survived by son Alan, daughter-in-law Norma and grandchildren Catriona and Gordon.

Everyone at SFMTA has great memories of Jim and our condolences go out to Alan and the family.

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## Emissions low in Scotland

The clear link between low greenhouse gas emissions and strong technical performance on Scottish livestock farms is revealed in the results of a new study published today by Quality Meat Scotland.

The discussion paper entitled "Estimating Greenhouse Gas Emissions From Scottish Livestock Enterprises" draws on work undertaken by SAC and commissioned by QMS to estimate the greenhouse gas (GHG) emissions from cattle and sheep enterprises across Scotland.

"Key areas highlighted by the report include an enormous range in individual GHG estimates among enterprises of the same type. The results also show a clear link between low GHG emissions and the best financial returns," observed Uel Morton, QMS Chief Executive.

The results are based on individual analysis of more than 200 cattle and sheep enterprises representing the range of production systems found in Scotland. The estimates consider the production of ruminant livestock up to the point they leave the farm.

"The link between low GHG emissions per kilogramme of output and financial return is the technical efficiency of the enterprise. High livestock productivity, both in terms of calves and lambs born per 100 cows or ewes and daily liveweight gains, is a key driver to improving financial returns and lowering GHG emissions. Contributing further to that efficiency is effective use of feeds, fertilisers and energy," pointed out Stuart Ashworth, QMS Head of Economics Services.

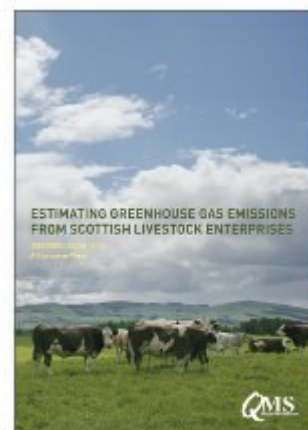
Scottish farmers in general have already made a significant contribution to lower GHG emissions in Scotland with emissions from rural land use (excluding woodland) reducing by 12.5% between 1990 and 2006.

"The research behind this discussion paper indicates there is capacity within current systems to reduce emissions further while maintaining output. QMS will continue to work with cattle and sheep farmers towards this objective through both our monitor and focus farms and our research and development activities focused on animal health and welfare, nutrition and grassland management," added Mr Morton.

The paper also highlights the fact that the science of GHG estimation is very much a developing science and currently no universally agreed protocols exist in defining the system boundaries or calculation methodologies.

In particular the role of ruminant livestock production and its use of grassland to sequester carbon is not well understood and is not included in this study. This is a particular weakness in making estimates of GHG emissions from extensive livestock production systems farming the carbon rich soils of Scotland.

The calculations are made using the available knowledge at the time the work was commissioned, in late 2008, using the recommendations of Intergovernmental panel on climate change (IPCC) and British Standard PAS 2050. However, the lack of a common protocol does mean that these results as presented may not be directly comparable with estimates made in other studies or countries.



## **Survey reveals increased confidence among sheep producers** - *lack of skilled labour a key concern for larger flocks*

A survey of Scottish sheep farmers by Quality Meat Scotland has revealed a significant turnaround in confidence among producers has taken place over the past three years. Just over 30% of the 327 respondents to the postal survey at the end of 2010 were more confident about their sheep enterprise than they were this time last year while just 11% were less confident.

The most optimistic were farmers in the south west, the only region which recorded an increase in ewe numbers in autumn 2010, with those in the south east region broadly the least optimistic.

"There has been a significant turnaround from the level of confidence found in the 2007 QMS survey when only 5% of flock masters were more confident of their future than they had been in 2006," observed Stuart Ashworth, QMS Head of Economics Services.

Across the whole survey 47% of ewes were pure bred hill ewes, mainly Blackface and Cheviots, and a further 32% were hill crosses. Lowground breeds and crosses were more likely to be found in the east of Scotland.

Among those businesses that had a ewe flock in each of the past three years, the overall flock was down 1% in autumn 2009 compared to 2008 and a further 1% in autumn 2010. Across the whole sample the autumn 2010 flock was 0.5% smaller than in autumn 2009.

The rate of change between 2008 and 2009 among the whole sample is greater than that reported in the Scottish Government's December 2009 survey but is less than the decline reported in the June 2010 census. With the rate of decline being less between 2009 and 2010 the indication from this survey is that the Scottish ewe flock is broadly unchanged for the 2011 lambing.

"Looking forward, 73 businesses (22% of respondents) indicated a desire to increase their ewe flock during 2011

while 37 businesses (11%) expected to reduce flock size in 2011. Once again this is a significant turnaround from the 2007 survey where the low level of confidence was reflected in 25% of those surveyed reporting they intended to reduce flock size while only 14% were thinking of increasing their flocks," Mr Ashworth added.

Looking at planned investments to be undertaken in 2011, respondents reported sheep handling equipment as the most likely area of investment. The second most likely investment will be in computerised animal records and management information systems with investment in performance recorded stock, ranked as the third most likely investment.

Flock size does have an impact on investment decisions with the use of performance recorded stock, investment in skills training, computer record keeping and sheep housing all more likely to occur among flocks of over 200 ewes than among smaller flocks.

The survey also revealed a slight trend towards later lambing between the 2009 and 2010 lamb crop years. This trend is likely to continue into the 2011 lamb crop with 8% of respondents indicating a later start to lambing while 5% are going to start lambing earlier.

Despite the challenging weather in early 2010, the weighted average lamb weaning/marketing percentage reported by survey respondents was unchanged between 2009 and 2010. Indeed in the northern regions there was some improvement in weaned percentages.

## Campaign launched to urge more Scottish livestock farmers to host school visits



*Katharine Brown (centre) pictured with host farmer, Douglas Allan, and RHET borders coordinator, Lesley Mason, and pupils from Eyemouth High School.*

Former Miss Scotland and Miss UK, Katharine Brown, had her first experience of lambing during a visit to a Borders sheep farm to support a new Scottish campaign to encourage more farmers to host school visits.

Miss Brown, who is also an ambassador for Quality Meat Scotland, joined S3 pupils from Eyemouth High School during a visit to Crosslaw Farm near Coldingham, run by Douglas Allan and family. Quality Meat Scotland (QMS) and the Royal Highland Education Trust (RHET) last month launched the campaign to recruit an additional 50 Scottish livestock farmers to host visits by schoolchildren.

RHET currently has around 150 livestock farmers who willingly give up their time to welcome school children onto their farms and tell them about the management and care which goes in the production of livestock in Scotland.

Douglas Allan has supported the RHET schools programme from its launch around 12 years ago and each year welcomes local pupils onto his 630 acre upland farm, which is divided between arable and grass. At this time of year he and his wife Judith and sons, James and Stephen, are busy lambing their 650 Scottish Mule ewes.

QMS chairman, Jim McLaren, said: "Quality Meat Scotland is delighted to be supporting RHET to encourage more livestock farmers to open their gates to school visits and ensure they have an understanding of the work and care which goes into Scottish livestock production which is underpinned by world-leading assurance schemes to guarantee welfare and quality."

# Scotland's top burgers are a testing course for St Andrews experts



After the selection of the top five in the 2011 Scottish Craft Butchers Beefburger evaluation held in Dunfermline, the best five beefburgers were mystery shopped and then submitted before three expert judges at the St Andrews Links Trust.

The judges on Friday 8th April were: **Scott Dougal** from Strathtyrum Catering, (former Scottish Chef of the year 2000), **Ewen Bowman** operations director for St Andrews Links Trust, and

**Ian Macdonald**, Executive head chef for St Andrews Links Trust and vice president of the Federation of Chefs Scotland.

The Links Trust serves hundreds of burgers to golfers every year and the three judges were very impressed with all the finalists.

The results will be announced at the Scottish Meat Trade Fair to be held in Dewars Centre, Perth on 8th May.

## New Member:

Welcome to  
Derek McIntosh, Hopetoun Retail Ltd. Hopetoun Estate Office  
Newton, Broxburn EH52 6QD Tel: 0131 331 1546

**For Sale:** Avery Berkel Slicers, Gravity Fed, 1 large £350 each, 1 small £300.  
Serviced recently, good working order. Tel: 01324 823399

**For Sale:** Refrigerated Van, very good condition, low mileage - offers  
Tel: 01389 752021

# Costing Lamb

This was a light lamb at 20.7 kilos, but can you take £200 out of a lamb?  
Costing worked out on one side sold in traditional cuts.

Cost price		5.00	5.20	5.40	5.60	5.80	6.00
<b>SIDE OF LAMB</b>	kilos	£ / Kg	£ / Kg	£ / Kg	£ / Kg	£ / Kg	£ / Kg
Lamb Shanks	0.415	6.65	6.92	7.18	7.45	7.71	7.98
Gigot Joint	2.140	12.50	13.00	13.50	14.00	14.50	15.00
Boneless Lamb Steaks	0.670	17.50	18.20	18.90	19.60	20.30	21.00
Lamb Kidney	0.065	5.24	5.45	5.66	5.87	6.08	6.29
Boneless Rld Shoulder	1.875	10.00	10.40	10.80	11.20	11.60	12.00
Single Loin Chops	0.645	14.05	14.61	15.17	15.74	16.30	16.86
Double Loin Chops	0.740	16.00	16.64	17.28	17.92	18.56	19.20
Lamb Mince	0.910	11.24	11.69	12.14	12.59	13.04	13.49
Lamb Trim 50VL	0.775	7.95	8.27	8.59	8.90	9.22	9.54
<b>TOTAL WEIGHT SOLD</b>	<b>8.235</b>						
Gross Profit %		40.8%	40.8%	40.8%	40.8%	40.8%	40.8%
<b>COST</b>		51.75	53.82	55.89	57.96	60.03	62.10
<b>REVENUE</b>		87.389	90.884	94.38	97.875	101.37	104.87
<b>GROSS PROFIT</b>		35.64	37.06	38.49	39.92	41.34	42.77



## For Sale – Butchers shop for sale in Aviemore

Fraser McKinnon (above) in Aviemore is seeking a working partner or would sell.  
Contact: Fraser on 01479 810155. see more at [www.frasersbutchers.co.uk](http://www.frasersbutchers.co.uk)

## For Sale – Butchers shop for sale in rural North East Scotland

Large back shop area and 4 bedroom dwelling house included.  
Register interest initially with SFMTA Tel: 01738 637472

## For Sale – Established butchers business in South Perthshire town.

Enquiries in first instance to SFMTA Tel: 01738 637472

## For Sale - Long established butchers business in Perthshire town.

Enquiries in first instance to SFMTA Tel: 01738 637472

## For Sale - Family run Butchers in Cowdenbeath, Fife – Freehold

Successful family run butchers established in 1967 in the centre of Cowdenbeath, Fife.  
Important: Viewing is by appointment only. Tel: 01383 510653

# Livestock Prices

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

<b>BEEF PRICES</b>	<b>W/E 09/04/11</b>	<b>Previous week</b>	<b>Previous year</b>
<b>Scottish Abattoirs</b>			
Steers dwt	303.7 p/kg	295.8 p/kg	282.1 p/kg
Heifers dwt	301.7 p/kg	293.8 p/kg	281.8 p/kg
Young Bulls dwt	275.4 p/kg	271.0 p/kg	254.4 p/kg

<b>Numbers</b>			
Steers	4251	4062	3836
Heifers	2721	3015	2322
Young Bulls	410	505	411

<b>BEEF PRICES</b>	<b>W/E 06/04/11</b>	<b>Previous week</b>	<b>Previous year</b>
<b>Scottish Auctions</b>			
Steers lwt	176.98 p/kg	163.07 p/kg	160.05 p/kg
Heifers lwt	176.35 p/kg	168.74 p/kg	167.18 p/kg
Young bulls lwt	142.87 p/kg	134.48 p/kg	136.03 p/kg

<b>Numbers</b>			
Steers	325	273	283
Heifers	337	290	274
Young bulls	48	62	33

<b>Deadweight cattle week ending 9<sup>th</sup> April 2011</b>								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	309.1	308.1	305.3	307.4	310.2	306.4	295.2	294.4
R	304.2	305.6	303.9	302.6	303.2	302.3	286.5	290.6
O+	297.6	299.2	295.3	290.6	298.3	294.7	270.9	277.3
-O	279.3	281.8	278.5	265.9	269.6	274.2	255.6	258.5

## Intermediate HACCP Courses

Scottish Meat Training is running another two certificated Intermediate HACCP courses to be delivered by Paul Bache

There is a choice of venue:-

Ramada Jarvis Hotel, **Perth** on Tuesday 17<sup>th</sup> May and Wednesday 18<sup>th</sup> May or Tulloch Castle Hotel, **Dingwall** on Tuesday 24<sup>th</sup> May and Wednesday 25<sup>th</sup> May.

**£200 including certification.** Bookings are being taken NOW. Please indicate your interest to Claire on 01738 637785.

**[Independent Learning Account funding maybe also be used] supported by the European Social Fund 2007 – 2013. Apply for this NOW**



**EUROPE & SCOTLAND**  
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<b>SHEEP PRICES</b>	<b>W/E 06/04/11</b>	Previous week	Previous year
Scottish Auctions			
Old Season SQQ lwt	226.38 p/kg	213.33p/kg	204.36 p/kg
Ewes lwt	£86.33 /hd	£83.17 /hd	£72.92 /hd
Sheep numbers			
Scottish Auctions			
Old Season SQQ	20897	19412	18649
Ewes	2818	4050	2607

<b>SHEEP PRICES</b>	<b>W/E 09/04/11</b>	Previous week	Previous year	
GB Abattoirs				
Old season SQQ dwt	485.8 p/kg	467.7 p/kg	435.2 p/kg	
Deadweight sheep week ending <b>9<sup>th</sup> April 2011</b> p/kg				
	U	494.1	494.7	486.7
	R	487.7	487.9	487.4
	O	482.8	481.5	479.1

<b>PIG PRICES</b>	<b>W/E 09/04/11</b>	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	139.04 p/kg	137.67 p/kg	143.29 p/kg

GB deadweight pigs ending <b>9<sup>th</sup> April 2011</b> - p/kg					
	Method 1 and 2 p/kg dwt	Change		Method 1 and 2 p/kg dwt	Change
Up to 59.9 kg	130.23	+1.87	80.0 - 89.9 kg	139.19	+1.20
60.0 - 69.9 kg	139.57	+0.94	90 kg and over	130.58	+2.48
70-0 - 79.9 kg	140.10	+1.18			

## Hide and Skin Prices

Past President Jamie Chapman reports Hides worth £42 and Hogg skins £7.10.

**For Sale:** A webomatic vacuum packer - recent service 3 bar, chamber size 700 x 500 - £600ono. Tel: 01356 624645.

**For Sale:** Handtmann VF610 Automatic Sausage Machine - offers over £11,000 please. Contact: Frank Mudie 01382 739277

## SFMTA Handbook 2011/12 - enclosed

We hope you find the new Federation Handbook useful.

## Scottish Meat Trade Fair

Sunday 8th May 2011, Dewars Centre, Perth

Many Trade stands and events including the Meat Skills Finals, Scottish Haggis Championship, Scottish Pork Sausage Championship, presentation to Scotland's Best Beef Burger, announcement of Scotch Butchers Club sponsored Diamond Awards for Meat to Go Beef, Lamb and Pork.

## Scottish Meat Training News

REPRINTED FROM APRIL EDITION - DON'T MISS THIS OPPORTUNITY

The Government Budget announcement to deliver and support 46,500 training places has brought good news to our industry and to Scottish Meat Training. The Government priorities are aimed not just at the traditional 16 – 19 year old age group but focus's instead on all age groups by:

- creating 25,000 modern apprenticeship places;
- providing 7,000 flexible training opportunities for business;
- expanding the Employer Recruitment offer to SMEs for up to 5000 places to incentivise recruitment of people aged 18 and over;
- delivering £2.5m for Small Business Employment Support.

So what does this mean in practice?

For a sustained period, Scotland has been the only nation in the UK with rising employment and falling unemployment. The Scottish Government is committing to encouraging this trend by providing employers with access to funding which will support them and also provide opportunities for training and employment.



They will do this by providing a **£1,000 incentive** to employers who recruit people aged 18 and over who have been unemployed for more than 6 months into a **new** job. This measure will come into force from 1<sup>st</sup> May 2011, where the position is linked to the Modern Apprentice training programme and will be administered by Skills Development Scotland through training providers.

The Small Business Employment Support fund will assist companies with less than 50 employees increase recruitment by providing an extra £1,000 subsidy to small businesses which face particular challenges in meeting the miscellaneous cost of recruiting additional staff such as drafting contracts of employment or setting up or expanding payroll systems. It will be administered by Skills Development Scotland and will provide small businesses with the ability to draw in the support they most need from professional and business bodies to help them grow their businesses through recruitment.

In addition to these measures, Scottish Meat Training have been awarded a contract to deliver **80** Modern Apprenticeship training in 2011 to 16-19yr olds and **168** to over 20yr olds which is an acknowledgement of the age profile of our industry. We have continually provided evidence of demand for training for all ages and this year we have the opportunity to provide this training – **free of charge**, for greater numbers than ever before.



Our Training Assessors will be visiting and calling businesses in order that we can register your members of staff for the Modern Apprentice Training programme and provide you with the benefits of having a fully trained and certificated business. Our training programmes can be tailored to suit individual businesses and individual job roles. But don't wait for that call – **phone our office today (01738 637785)** for details of how you can access this opportunity.

# SFMTA CORPORATE MEMBERS – Please support these businesses

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