



FEDERATION NEWS



The Ice Rink
Glover Street, Perth PH2 0TH
SUNDAY 14th MAY
10:00AM - 4:00PM

MAY 2017

Come to the Fair

#Dewars2017

Sunday 14th May 2017 10.00am to 4.00pm

Over 50 stands will demonstrate new product ideas, new machinery, display ideas, packaging, marketing online and on screens, food safety solutions and much more.

Go home a Champion

Bring your haggis and pork sausages to the show and enter the Scottish Haggis Championship and / or the Scottish Pork Sausage Championship. Judging will take place at the Dewars Centre during the Craft Butchers Trade Fair and entry forms are enclosed with this newsletter. Winners are announced at 4.00pm.

Take up the Devro Challenge

There is a chance to attempt to take part in the Devro Challenge to discover the fastest sausage linker. The one minute challenge will establish potential entrants for an attempt on the Guinness Book of Record world record later this year. Winner at the show receives one night D, B&B at Westerwood Hotel. Entries closed at the end of April but if you are quick we might be able to squeeze you in. Contact Bruce on 01738 637472.

Skills on Show

The eight finalists in the Meat Skills Scotland finals will battle it out in two categories – under 22 and over 22 – to see who can really cut it in front of the judges and a discerning audience of their peers. This is always the centrepiece of the Fair and the standard is always eye-watering. The finals will enthral audiences all day.

The Limerick Butcher – see more on pages 10 & 11

There is a butcher from the Republic.
The best in Ireland we could pick.
He knows how to make products to fill his till.
So to the show he was invited to show his skill.
If you watch him in action you'll learn a trick.

The Social Side of the Show

Meet old acquaintances, make new contacts and new friends. Talk over your concerns and ideas. The social side of this event is very important. Even if you buy nothing you still might find out something to transform your business.

The next Scottish Craft Butcher Trade Fair will be in May 2019, you can't afford to miss this one!

Featured this month

**President Paul and
Mike Winrow
Experience Orkney**

**Lamb Shelfwatch offers
opportunity for butchers**

Beyond Brexit

**Look who is coming to
Perth Fair**

Employment Law Update

**Livestock Prices and
Trends**

**Cause for Celebration in
Forres**

**How to Make a Food
Town**

New Posters for Spring

**Tel: 01738 637472
Fax: 01738 441059**

**email:
craftbutchers@craftbutchers.co.uk
www.craftbutchers.co.uk**





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OFFER ENDS 31ST AUGUST 2017 - VISIT SCOBIESDIRECT.COM OR CALL 0800 783 7331

Beyond Brexit

Scottish Association of Meat Wholesalers President, Frank Clark welcomed members and guests to their annual conference where the theme was "Beyond Brexit". He got straight to the point however saying "Without a doubt Brexit is the biggest challenge we have faced as an industry for many years.

"It is also the biggest opportunity set before us probably since joining the EU in the first place. Our businesses are all driven by opportunity and what is possible to achieve with every challenge and in every circumstances

"While Brexit and the two year period of negotiations that we are now entering remain very much the great unknown, the prospect of new markets, new trade deals and a new relationship with the EU certainly concentrates the mind. We can either approach this future with anxiety and expectations, with a few of failure or a focus on success."

In exploring what lies ahead during the negotiation period Frank Cross set out SAMW's 'perfectly reasonable' beyond Brexit demands.

"Member businesses have worked very hard over many years to establish trade relationships with customers in Europe. We need a solution that keeps these export routes open, that means terms close to if not the same as we enjoy today.

"There is clearly a demand for high quality Scotch Beef across the EU and whatever political deals have to be done over the next few years it is crucial that agriculture does not end up being traded away to secure the best deals for example, the City of London's banking sector.

"The finance sector is key to the UK economy but so is food and farming. We need to stand our ground when the dealing starts. Viewed purely from a Scottish perspective the rest of the UK will continue to remain our main export market regardless of the political situation involved.

"The scramble therefore to secure free trade deals with non EU nations must not be allowed to damage our home market. We are best at supplying our own consumers and must be allowed to retain our home market strength. That fact holds true where we end up in or out of the Single Market and whatever shape or form the final decision takes. We would also like to see the Brexit process deliver the government's much promised reduction of regulations and in red tape. A point we continue with Food Standards Scotland.

"Our members exist to process and market meat delivering a wholesome quality product to consumers 52 weeks of the year. What we are always looking forward from Scottish Government and FSS therefore is a regulation structure that treats our industry with encourages production and allows businesses to run smoothly without unnecessary hassles.

"We are not interested in regulators ticking boxes for the sake of it, an irritation that we have had to live with for many years. That includes meat inspection charges which need to be managed efficiently by FSS so that businesses are not carrying unnecessary cost.

"This whole area of regulation and red tape is entirely separate from Brexit pressures which means that demands could be met without delay, at least we hope so.

"Before leaving this issue I do believe that it is worrying that the UK farming minister, George Eustace persists in talking about raising UK livestock welfare standards as a protective measures against future imports. The proposal sounds fine until you expose it to reality namely that our welfare standards are already amongst the highest in the world and if these were even higher would only add cost and not deliver benefits for the livestock themselves or those who look after them. Add a couple of new free trade deals into the picture then the Minister's vision looks very flawed indeed.

"Another area that needs to be given priority attention as soon as possible is our industry's high dependence on non EU staff both in abattoirs and processing plants and the vets who carry out the sector's meat inspections.

"The case for government to give assurances about the future status to current staff has been well made in recent months. The clock is ticking very loudly on this issue.

"What also concerns us is what may happen to the supply of non UK workers beyond Brexit. It is not known at this stage whether EU workers will still find it rewarding to be employed here or even if that remains possible.

"It is surely vital to put some contingency plans in place specifically designed to encourage more UK workers to enter the industry and equip them for the jobs that may become available post 2019.

"Such an Initiative needs to start now. If the flow of non U.K. labour shuts off in two years time then we need to start developing home based replacements now, potentially supported by an apprenticeship levy scheme or similar. Waiting until Brexit is agreed will be too late.

If that is not attainable however, then we need a system to allow non UK workers to continue being accepted into the country to fill specific jobs when a shortfall of UK labour exists."

SFMTA Corporate Members –

Members are requested to support these businesses since they support you.

AES (EQUIPMENT

CLEANING) LTD Supplier of Equipment Washers & Tray Cleaner, Crossbush Cottage, Riccarton, Kilmarnock KA1 5LN Malcolm Crawford Tel:01563 551122, Mob:07788926925

BIZERBA (UK) LTD 2-4 Erica Road, Stacey Bushes, Milton Keynes MK12 6HS Contact: Liesl Marchand, Marketing Manager Tel: 01908 682740, Mobile: 07798 938493

MRS BRIDGES James Chalmers Road, Arbroath DD11 3LR Tel: 01241 432500 Fax: 01241 432444, Web: www.mrsbridges.co.uk email:contact@mrsbridges.co.uk

CLYDESDALE BANK PLC

Customer Banking Centre, 158 -162 High Street Perth PH1 5UH M 07802854407

Email alex.young.cb@cybg.com

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Tel: 01698 749595

Fax: 01698 740503

DIRECT POULTRY SUPPLIES

LTD. Banfield, Near Preston PR4 0TT

www.directpoultry.co.uk

Contact Chris Flanagan (Scotland Depot) Mob: 07768 477791 Tel: 01995 670271 info@directpoultry.co.uk

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Moodiesburn, Chryston G69 0JE

www.devro.co.uk Tel: 01236 872261

Email: Thomas.Downie@devro.com

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Ferryhills Road, Inverkeithing, Fife KY11 1HD. Contact:

Carrie Walker Tel. 01383 418610

Fax:01383 417244

Email: Carri@eosc.co.uk

Web: www.eosc.co.uk

FÁILTE FOODS

East Warehouse,

Glasgow Fruit & Vegetable Wholesale

Market 130 Blochairn Road, Glasgow

G21 2DU Contact: Tel: 0141 548

6170, Email sales@failtefoods.com

Website:www.failtefoods.com

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244469

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2 Elms Way, Ayr Ayrshire KA8 9FB

Contact: Colin Hewitson

Tel: 01292 283111

AP JESS LTD

Sandyford Abattoir, Sandyford Road

Paisley PA3 4HP Contact: David Jess

Tel 0141 889 8891

Email: info@apjess.co.uk

Website:www.apjess.co.uk

WILLIAM JONES

PACKAGING LTD Unit B5 South

Point Estate, Foreshore Road, Cardiff CF10

4SP Contact: Roger Austin T: 029 2048

6262 F: 029 2048 1230

Email: sales@wjpackaging.co.uk

Web: www.wjpackaging.co.uk

KELLY BRONZE (SCOTLAND)

LTD Alastair Monk, Magbiehill Farm

House, Dunlop Road, Stewarton KA3

3ES Contact: Alistair Monk

Email – sidehead@kellyturkeys.com

Tel- 07904 104051

LAWRIE & SYMINGTON LTD.

Lanark Agricultural Centre, Muirglen

Lanark ML11 9AX

Contact: Hamish McCall.

Tel: 01555 662281

E:mailbox@lawrieandsymington.com

Web: www.lawrieandsymington.com

LUCAS INGREDIENTS

Portbury Way, Bristol BS20 7XN

Contact: Judith Johnston.

Tel: 0800 138 5837

McAUSLAND CRAWFORD 79-

81 Abercorn Street, Paisley PA3 4AS

Tel: 0141 849 7033;

E:office@mcauslandcrawford.co.uk,

Web: mcauslandcrawford.co.uk

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Govan, Glasgow G51 4TQ

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E: sales@marshall-wilson.co.uk

W: www.marshallwilson.co.uk/

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Contact: Neil Merchant Tel: 01382 778779,

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Email: Geomerchnt@aol.com

Web: www.merchantprint.co.uk

PARAGON PRODUCTS

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Newhailes Road, Musselburgh EH21

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8DQ Contact: Barry Robertson Tel: 01294

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SCOTWEIGH Suppliers of the TEC

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6260 Mobile : 07821 676381 Email:

office@tps-scotland.co.uk

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Bentley Essex CO7 8LG

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info@verstegen.co.uk

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Aberlour House, Aberlour-On-Spey,

AB38 9LD Tel: 01340 871555

Email: enquiries@walkers-shortbread.co.uk

Web: www.walkersshortbread.com

WALTERS TURKEYS LTD.

Bower Farm, Aldworth, Reading, Berks

RG8 9TR Contact: Edward Walters

Mob: 07786 332952

Tel: 01635 578251 Email:

edward@efwalters.com

www.waltersturkeys.co.uk

WIRELESS MONITOR ALERT

(WMA) SYSTEMS

Scrivens Barn, Whiston Road,

Castle Ashby, Northampton

NN7 1LF Contact Barry Davies

t: 01259 761218m: 07544 338317

e: barry@wmaltd.co.uk

Web: www.wmaltd.co.uk

Thanks to all our Corporate Members for their invaluable support

Business for Sale

Long established butchers shop in Lanarkshire.
For more information:-Tel: 01738 637472

SFMTA Executive Meeting

The next meeting is on Wed 17 May in Perth.
New members welcome. Starts 2.30pm

New Posters

Look out for new point of sale material coming to you soon in the post. There are four new posters to theme your shop this summer. If you do not receive the tube by the Trade Fair please let us know. If you would like a copy of a previous poster (including the A1 size cuts of beef, lamb and pork) please contact Bruce on 01738 637472.

Beef your natural source of Iron



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Brisket means Brisket



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For everything under the Sun



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Suns out... Buns out!



facebook.com/scottishcraftbutchers/

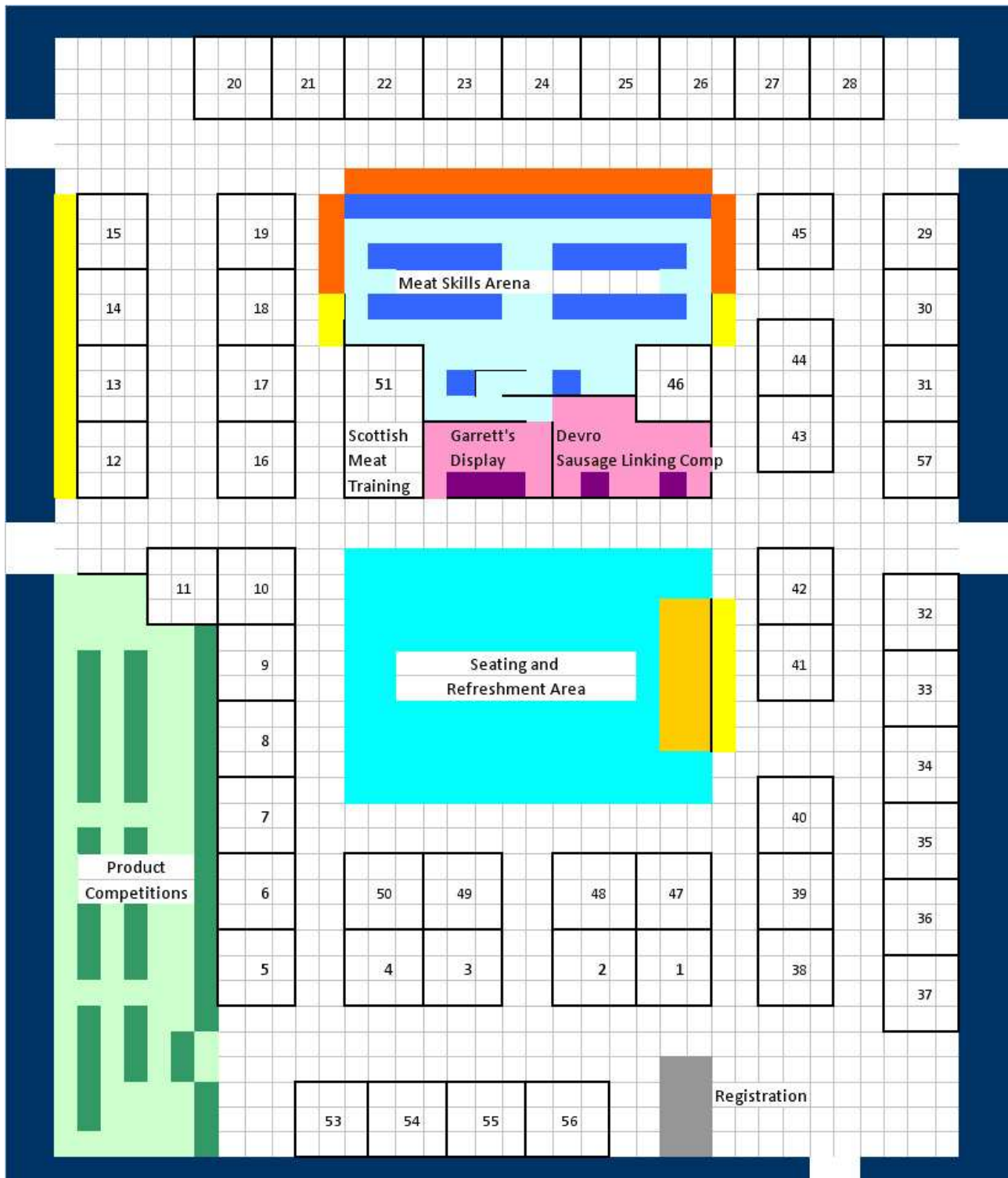
twitter.com/scocraftbutcher



FLOOR PLAN

Scottish Craft Butchers Trade Fair

Dewars Centre, Perth



SCOTTISH HAGGIS SCOTTISH PORK SAUSAGE COMPETITION – SUNDAY 14th MAY

Entries must be submitted to the Product Competition
Registration by 11.30am

Who will be at Perth Sunday 14th May 2017

A FULL EXHIBITORS DIRECTORY IS ENCLOSED WITH THIS NEWSLETTER

The Directory includes information on stand holders in alphabetical order

Exhibitor	Stand No
A E S (Equipment Cleaning) Ltd	37
A W Smith	16,17,18,19
A P JESS Ltd	45
Baro Lighting (UK) Ltd	46
Bizerba (UK) Ltd	43,44
Capital Cooling Ltd	27
Clipper Tech Ltd	3
CATRA	56
Colin Hewitson	8,9
Creation Social Media	31
Dalesman (Newcastle) Ltd	2, 48
Dalziel Ltd	12, 13, 14, 15
Devro (Scotland) Ltd	Sausage Linking
ESC Packaging	10
Failte Foods	25
Guthrie Group Ltd	53
Kelly Bronze (Scotland) Ltd	57
Lucas Ingredients	20, 21
Manchester Rusk Co Ltd	29, 30
Marshall Wilson Packaging Ltd	42
McAusland Crawford	5
McDonnells (Queen St) Ltd	38
Mrs Bridges	28
Multivac UK Limited	55
National Sheep Association	54
Paragon Products (UK) Ltd	11
Q Guild Butchers	34, 35
Robertson Fine Foods	6, 7
Scobie & Junor Ltd	1, 47
Scottish Meat Training	51
Scottish Pigs Producers	6, 7
Scotweigh	39, 40
Silesia Grill Systems	32
Simplicity Marketing	26
TPS Scotland Ltd	49, 50
Walkers Shortbread Ltd	22
Walters Turkeys	4
Watco Systems Ltd	24
Wm Sword Ltd	23
Wireless Monitor Alert (WMA) Ltd	41

MARINADES

TOP SELLING FLAVOURS



RAPS offers a wide range of marinades for the preparation of value added food products for the retail butchery, food service and processing sectors.

VERSATILE AND EASY TO USE

Whether you are creating chilled, ready-to-cook items for your counter, hot meals and sandwiches for your lunch bar, or frozen ready meals, RAPS marinades and seasonings can provide the one-stop solution for your product range.



CHILLI WILLY

Art. 1038653
All purpose marinade with black pepper and a hint of chilli
Usage rate: 10%



SMOKEY BBQ

Art. 1001577
Oil and fat-free marinade. Light but full of flavour
Usage rate: 10%



GINGER, CHILLI & LIME

Art. 1001838
Classic Thai flavours
Usage rate: 10%



PERI PERI

Art. 1694474
With chilli, garlic and lemon
Usage rate: 10%



SEA SALT, ROSEMARY & BLACK PEPPER

Art 1693796
With sea salt, rosemary and black pepper.
Usage rate: 10%



MINT

Art. 1038323
With mint, parsley and onion
Usage rate: 10%



CHINESE SALT & PEPPER

Art 1037513
With onion, garlic, black pepper and chilli.
Usage rate: 10%



FAJITA

Art 1697469
Spicy Mexican blend
Usage rate: 10%

Introductory Offer

Buy any 3 marinades listed and receive 1kg pouch of **BBQ Rub**, *free*.
Choose from **BBQ** or **Chilli & Maple***



McAusland Crawford

To order please contact
McAusland Crawford

Call: **0141 849 7033**

Email: **office@mcauslandcrawford.co.uk**

* Offer ends 31st May 2017, whilst stocks last

Finalists have been chosen from amongst 272 total entries for the Scotland Food & Drink Excellence Awards.

SCOTLAND

OF FOOD & DRINK

Excellence Awards



Good luck to the finalists who include the following SFMTA members:-

John Lawson Butchers - Himalayan Salt Dry Aged Scotch Sirloin Steak
Peelham Farm Produce - Organic Air-dried Smoked Juniper Mutton
Peelham Farm Produce - Organic Beef Bresaola
Ramsay of Carluke Ltd - Traditionally Cured Bacon

Resource Efficient Scotland

Resource Efficient Scotland's local advisors want to introduce themselves and let you know about the free support available to help your business to save energy and money.

Resource Efficient Scotland is funded by the Scottish Government and the European Regional Development Fund and provides free advice and interest-free loans and grants to Scottish SMEs.

We've already found over £42 million savings for Scottish organisations - on average 24% energy savings per business. A few local businesses that have already benefited include:

Balnamoon Farm – saved 75% on diesel consumption and labour costs with new seed drilling technology

Mains of Scotstown Inn – saved almost £8,000 a year by introducing a new waste management system

SCARF – reduced total waste production by 42%, resulting in an annual saving of £1,150

We would be really keen to see if we can help your business save money too. You can reach us on our number below or please let us know when is a good time to call you.

Emma Paterson and Kasia Nathan,
Implementation Advisors,
Resource Efficient Scotland

Tel: 01224 253908

Email:

emma.paterson@resourceefficientscotland.com

For Sale

Mantle Tray Sealer with spare trays £200
Mainca Burger Machine , log onto smsfoodequip.com
to view a demo of this machine £300
Both above machines in excellent condition.

Phone 01698 381070 ask for Tommy

Confidential Sale of Award Winning Moray Butchers

It is with great pleasure that CCL bring to market a long established Award Winning independent butchers in the North East of Scotland. This successful business has a great reputation and loyal customer base. In addition to the repeat business from the local population the business also has an enviable client base of hotels, guest houses and restaurants across Moray and Aberdeenshire.

Central location
Award winning business
Turnover in excess £330,000
EBITDA £95,000
Enviable customer base
Opportunity to expand
3 Bedroom owner's accommodation
Turnkey acquisition
Freehold
Offers over £335,000

The business is an award winning independent butchers that has been established for nearly 40 years. It has an excellent reputation and a loyal customer base. The only Butchers in the town, and with the nearest supermarket some 10 miles away, means there is much repeat business. In addition to the passing trade the business also has an enviable client list and supplies many excellent hotels, restaurants and guest houses across Moray and Aberdeenshire. The refrigerated butcher's delivery van is included in the sale.

ccl
PROPERTY

For more information please
our team on 01343 610520 or
email info@cclproperty.com

Meet Garrett at the Scottish Craft Butchers Trade Fair



Saturday afternoon, and the queue at Garrett's Butchers on the Racecourse Road in Limerick, is out the door. It's one of those nice queues, however. It's a queue where no one actually minds the fact that they are in a queue. No one is impatient. Everyone is polite. The staff are working like crazy to get customers all sorted as they try to make up their minds about what they are going to cook for Saturday dinner, and Sunday lunch, and Monday leftovers, and Tuesday's kid's birthday party.

Garrett Lander's shops demonstrate that the craft that defines Limerick's culinary identity is the craft of the craft butcher. Here is a city where, if you are a player in the craft butcher business, you have to stay at the head of the field.

You have to be good at everything: sourcing; serving; creating; innovating; satisfying. Mr Landers and his team are good at all these things.

The service levels in the shops are stratospheric, and the stream of innovative new products that Mr Landers spins out every year is simply amazing. And, at the root of it all, is the fact that his meat is sourced from his own farm gate, straight to your plate.

That's why the queue in Garrett's is out the door. And that's why it's such a happy queue of happy, hungry people. They all know they are getting a good thing.

At Dewars on Sunday 14th May, Garrett will work throughout to build a display of exciting products at the Trade Fair.





Garrett's is undeniably one of Ireland's leading butchers, offering the best quality meats at affordable prices in their two stores in Limerick and online throughout Ireland.

Garrett's first store in Limerick at the Racefield Centre, in the heart of Dooradoyle, is complemented by a second outlet at the Castletroy Park Commercial Centre, just a stone's throw from the gates of the University of Limerick.

Garrett's enthusiastic team have helped set highs in standards of personal service. They love to make life easy for customers with expert advice on cooking the perfect meat, as well as getting the most from all the foods available from both their stores.

Garrett Lander's reputation has been well earned and he has been honoured at the highest levels in the food industry in Ireland and on the other side of the world in Australia.

Garrett's has been the recipient of numerous awards nationally including multiple McKennas' Guides Best in Ireland Awards, one of the most respected badges of merit in Irish contemporary food.

Garrett has earned this recognition through the handmade products and naturally-raised Irish meats that he has supplied to customers in his stores and foodies in the restaurant industry over the past ten years.

Consistently setting new standards for the Irish butcher industry, Garrett's reputation for demanding meat perfection coupled with his unequalled team of farm partners means that Garrett's really is the ultimate experience for people who love food.



Retail Business Management

All Avery XTI System scales
now come with 2 years 0%
interest free credit



Tel: 07769686985

Velocity Business Management Software
in partnership with the Avery Berkel XTi range

COLIN HEWITSON
WEIGHING & FOOD PROCESSING EXPERTISE



Wanted **MODERN APPRENTICES**

Scottish Meat Training still has vacancies available on their Modern Apprenticeship training programme for 2017-18

Available for ALL age groups and for ALL staff – new and old

And it's FREE. Skills Development Scotland fully fund the training for Level 2 and Level 3 Modern Apprenticeships* in Scotland.

Do not miss out on this opportunity to invest in your workforce

Contact: Claire on 01738 637785 or email claire@meattraining.net

Scottish Meat Training has a training programme to suit all members of your team. We can tailor make a qualification that will be a true reflection of the job they do day-to-day including: Counter Assistants, Butchery, Meat Processing, Distribution and Food Manufacturing Excellence (LEAN) – just ask us what we can do for you.

Scotland's Employer Recruitment Incentive – Local Authorities

Scotland's Employer Recruitment Incentive targets support at unemployed young people. The goal is to get them into a job and keep them employed.

You can get up to £4,000 when your company commits to a new Modern Apprentice (MA). The funding is a contribution towards the additional costs of recruiting a young person during their 1st year. This incentive is a co-investment in young people with a view to helping businesses grow. The Scottish Government funds the scheme, local authorities deliver it and Skills Development Scotland administers the programme on behalf of the Scottish Government.

Funding is available to business of any size recruiting someone who is 16-29 years old, fitting one or more of the eligible groups, providing they can demonstrate the capacity to offer sustained employment for a Modern Apprentice.

Contact claire@meattraining.net or phone Claire on 01738 637785 for more information and to find out who is your local authority contact for funding.

Employ for Attitude, Train for Skills
You Don't Find Butchers – You Make Them!!

**Fully funded level 3 places only available to new candidates who have not previously achieved a qualification. Charges will otherwise apply.*

OIL INDUSTRY INCENTIVE: Any employer taking on a Modern Apprentice from the oil and related industries may be eligible for a £5000 incentive (less SMT admin fee)
Please call Claire 01738 637785

New!

from



The Gluten-Free Range

They **look** fantastic! They **taste** fantastic!

You don't have to follow a gluten-free diet to love the new Gluten-Free range from Lucas. Each product in the range has been developed for full flavour, great texture and ease of use. That means that there's no compromise on taste or quality with these fantastic new products.

-  Gluten-free
-  Premium Lucas quality
-  Easy to use
-  Full of flavour
-  Great texture
-  Tempt a wider audience

Now the whole family can go gluten-free without fuss or compromise!



Order your FREE SAMPLES now!
visit www.lucas-ingredients.co.uk and use our contact form,
or call us free on 0800 138 5837

Lanarkshire Butchers Association

The annual Lanarkshire Butchers Association retired butchers dinner will be held on Tuesday 9th May 2017 at the Strathaven Hotel. The dinner with a speaker, it starts at 7.00pm for 7.30pm and the dress code is lounge suits/collar and tie and the tickets are £35 per person.

The speaker is Mr John McKelvie, a well known after dinner speaker and ex Superintendent Strathclyde Police. A donation is made to the guest speaker's nominated charity. For more details or to book tickets please contact one of the following.

Hugh Pender 01236 426164 Stewart Dempsie 01236 431916

Jim Preston 01357 521251 Jamie Chapman 01698 372028

The Scottish Independent Retail Awards 2017



A commercial operation run by Creative Oceanic decided the following were the winners of the titles:-

Scottish Butchers Shop of the Year – Boghall Butchers

South West Butchers Shop of the Year – Christies, Glasgow

North of Scotland Butcher of the Year – A&I Quality Butchers, Culloden

Central Scotland Butcher of the Year – Patricks of Camelon

Meat Skills Scotland 2017

Thank you to the sponsors who have pledged their support to this year's event, namely, Dalziel Ltd., Clydesdale Bank, Lucas Ingredients, McAusland Crawford, Robertsons Fine Foods, Scobie & Junor, TPS Scotland and McDonnells (Queen St). #Dewars2017

Social Media Training

**Scottish Craft Butchers
Social Media Workshop
River House Stirling
Tuesday 23rd May 2017
10.00am – 3.30pm**



Creation Social Media

There will be another one day course held at the River House, Stirling from 10.00am until 3.30pm. Graham Innes from Creation Social Media will again take the course and this time the subject matter will be Twitter and Instagram.

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Lamb Shelfwatch Shows Supermarket 'Slap in the Face' for Scottish Farmers

NFU Scotland's secret shoppers find fewer opportunities for Scottish shoppers to #makeitScottishthisEaster compared to 2016

Scottish sheep farmers, currently hard at work producing their new crop of lambs, are appalled and disappointed at the lack of support Scottish supermarkets are giving to tasty, Scottish lamb this Easter.



With significant numbers of Scottish stock still on farm, the Union's secret shoppers, when counting packs of chilled lamb in stores the length and breadth of the country, have found almost all retailers giving people little choice to buy Scottish lamb.



Easter weekend marks one of the few times in the year when families are guaranteed to get around the dinner table to enjoy a hearty meal, with many seeking out home-produced meat. Sadly, the Union's shelfwatch has indicated that shoppers will have to look hard in stores to find any Scottish or **turn to their local butcher** if they want to buy some fresh, tasty and local Scottish lamb.

The shelfwatch results show that, despite previous commitments by some supermarkets, Tesco, Asda, Sainsbury's, the Co-op, Morrisons, Marks and Spencer and Lidl have all chosen to import huge volumes of New Zealand and Australian lamb, shunning home producers.

More worryingly, today's results show a marked decrease from the results in previous years, leading to farmers questioning the long-term commitment of supermarkets supporting Scottish sheep producers.

In one Tesco store, underneath a banner proclaiming 'The Best Scottish Lamb in Season', a secret shopper found 100 packs of New Zealand lamb.

Despite their previous vocal support for Scottish and British lamb, Morrisons, and Lidl both were found to be stocking large amounts of imported lamb.

Last year, Marks and Spencer's made a commitment to source 100 per cent Scottish lamb for its Scottish stores this season. But this has not been followed through, as some secret shoppers found the retailer had almost 50 per cent of imported lamb on its shelves. NFU Scotland has already contacted the retailer questioning why this commitment has not stood.

Commenting on the results NFU Scotland President Andrew McCornick said: "Scottish farmers are coming through the difficult spring lambing period, and continue to be hard at work caring for new-born lambs. It's frankly a slap in the face to many of us that supermarkets have failed to show strong support to Scotland's sheep farmers and their families over the Easter period – a time of year when consumers seek out our high-quality produce.

"We continue to urge Tesco and Asda to extend their season for buying home produced lamb in a bid to boost sales of Scottish. And we will be asking questions of Morrisons, Marks and Spencer and Lidl, who have failed to maintain their previous good record on domestic sourcing this year. Those commitments have been lauded and appreciated by NFUS and Scottish farmers in the past.

"Aldi must be commended for being the sole retailer found to be selling exclusively Scottish and UK lamb over the Easter period, meaning that it is the only place that shoppers are guaranteed to be able to buy Scottish ahead of the Easter weekend.

"We also continue to be reassured by the commitment from the Co-op that it plans to move to 100 per cent home-produced across all fresh meat later this year, and we look forward to seeing this driving success for Scottish farmers."

Editorial comment: a little more recognition by NFUS of the loyalty of Scottish butchers might have been nice!



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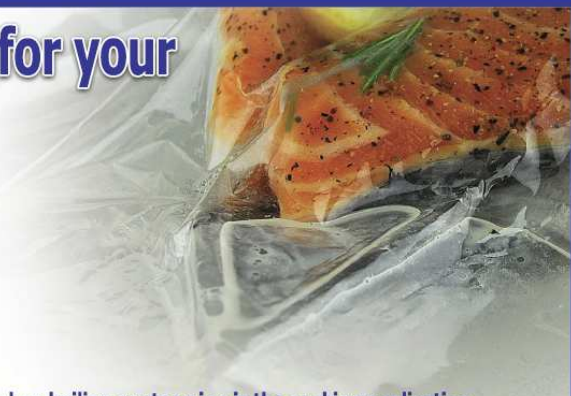
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Qualification Celebration in Forres



Macbeth's shop in Forres was buzzing with excitement recently as employee Jack Gooding received his Level 3 Modern Apprentice certificate from Scottish Meat Training's assessor John Farquhar.

As soon as the camera came out Sam and Kevin couldn't wait to get in on the act. Well done Jack.



WORLD SKILLS

Regional heats or assessment rounds will take place between April and July and the six top scoring butchers from across the UK will qualify for the final to be held at The Skills Show, to be held at the NEC Birmingham from November 16 to 18.

Four Scottish entrants will contest the Scottish heat on Tuesday 20th June at the Lovat Hotel, Perth.

Details of time and spectator access is available from Scottish Meat Training, Tel: 01738 637785.

The Skills Show is the nation's largest skills and careers event and helps to shape the future of the next generation.

WorldSkills UK National Skills Competitions are designed to enhance apprenticeship and training programmes and improve and drive skills in the industry. Butchery is one of more than 60 skills to feature in this year's competitions.



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Business for Sale

Long established butchers shop in town of 15000 in South West of Scotland
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When does notice of dismissal take effect – when it is sent or received?

lindsays

In the recent case of *Newcastle upon Tyne NHS Foundation v Haywood* [2017], the Court of Appeal examined when notice of termination of employment takes effect if there is no express provision in an employee's contract.

Facts

Ms **Haywood** was employed by **Newcastle upon Tyne NHS Foundation** Trust (the Trust).

On 1 April 2011, the Trust notified Ms **Haywood** that she was at risk of redundancy. At her consultation meeting on 13 April, Ms Haywood informed the representatives of the Trust that she was on annual leave from 19 April until 3 May and in Egypt from 19-27 April. Whilst Ms Haywood was away the decision was made to make her redundant.

Under her contract she was entitled to 12 weeks' notice. The notice of termination of employment was sent to her by recorded delivery and ordinary post on 20 April 2011. It was also sent by email to her husband's email address. Ms Haywood did not see any of the correspondence until she returned from holiday on 27 April 2011. This was significant because, if the date the notice was deemed to take effect was on or before 26 April 2011, her employment would have terminated just before her 50th birthday and her pension entitlement would be reduced significantly.

The High Court found in favour of Ms Haywood by stating that in the absence of an express term, the notice was only effective once Ms Haywood had actually read a letter of dismissal. The Trust appealed.

Law

Under section 97(1) of the Employment Rights Act 1996, "the effective date of termination in relation to an employee whose contract of employment is terminated by notice, whether given by his employer or by the employee, means the date on which the notice expires."

In addition, the terms regarding termination of employment can be found in employees' contracts of employment which are governed by the common law. For example, an employment contract may contain an express clause stating the date any notice is deemed to be received.

Decision

The Court of Appeal upheld the decision of the court of first instance. The judges concluded (although for different reasons) that "the letter of dismissal had to be actually communicated to the employee before it took effect". The notice had only been given to Ms Haywood once she actually read the letter of termination and when its content was communicated to her.

Aggie Salt, solicitor in Lindsays' employment team comments:

"Although Ms Haywood's case provides helpful guidance on when the effective date of termination takes place, the reasoning for the decision remains unclear as the judges interpreted the existing case law in a different way. As a result, although this is not always practicable, if employers want to have certainty as to the effective date of termination, they should give notice personally.

"Furthermore, it is recommended that termination of employment is confirmed in writing and delivered to the employee by recorded delivery and ordinary post. This is to ensure that the letter terminating the employment was actually delivered. This is important as delays in serving notice could have cost implications, including adding extra years of service and enhanced rights, such as redundancy or notice pay."

lindsays

For free Employment Law advice call
Lindsays on 0131 656 5643

Employment Law changes from April 2017

Employers should note some key changes to employee entitlements which come into effect this month. These changes should be incorporated into employer's employment policies to avoid any penalties or potential tribunal action against them.

National Minimum Wage increase

As of 1 April 2017 the apprentice rate will rise to £3.50 (up by 10p), the minimum hourly rate for 16-17 year olds will increase to £4.05 (up by 5p), 18-20 year olds will be entitled to a minimum of £5.60 (a 5p rise) and 21-24 year olds must be paid at least £7.05 (an increase of 10p) per hour.

Employers who fail to pay their employees the national wage rates can face a penalty of up to £20,000 per worker.

National Living Wage rate increase

The National Living Wage (NLW) came into effect last year (at a rate of £7.20) and means that all workers aged over 25 are entitled to a minimum wage over and above the National Minimum Wage. The NLW rate for 2017 has increased to £7.50 per hour.

Employment tribunal awards increase

As of 6 April 2017, for unfair dismissal claims which have been brought to an employment tribunal, the maximum compensatory award has increased from £78,962 to £80,541. The basic award has increased to £14,670 (previously £14,370).

Redundancy pay

The compensation limit for a one-off redundancy pay has been increased to £14,670 (formerly £14,370). The maximum figure which is used to calculate redundancy payments has increased to £489 from £479.

Family friendly policies

The rates of pay that employees are eligible for when they take maternity, paternity, shared parental and adoption leave has increased to £140.98 (from £139.98).



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“How to make a food town”

In Northern Ireland in County Armagh there's a small town called Moira. It's not a big place and has a population that nudges 5,000 on a good day. Over the years it has been known for a couple of pubs and McCartney's, an impressive butchery on the high street which has won Supreme Champion at the Great Taste Awards (with a magnificent homemade corned beef).

But anyone watching for the last decade or so would have seen this small town turn into something of a foodie hub. There's another butcher – Hannan Meats – which operates on a larger scale out of a spotless factory on a Moira industrial estate.



Hannan has a number of aging rooms lined with Himalayan salt blocks, and sells magnificent salt-aged Glenarm shorthorn beef as far afield as Fortnum & Mason and a number of London's top restaurants. Like McCartney's, Hannan has also won the Supreme at the Great Taste Awards.

The very tail end of last year saw a crisp new restaurant – Wine and Brine – open on the

sensibly named Main Street. Not so long ago editors would commission a succession of articles about Ludlow, pointing out the five butcher shops, the Michelin-spangled restaurants and the annual food festival. But keeping the public educated and motivated in favour of good food is a tricky business.

At the end of August last year, Moira held its second ever food festival in the town park. It was a charming day out despite several vicious showers when it rained hard enough to sting. There was a large tent full of local producers, Abernethy Butter was there and the Krazi Baker was selling epic potato breads hot off the griddle stuffed with crisp Guanciale (pig's cheek bacon).

There was a grand array of local beers, ciders and gins all sold from a giant tepee. Children and dogs scampered hither and thither paying little heed to parental instruction. Grown-ups sat on straw bales and nursed a glass or two of local ale or cider.

The mainspring of this food festival is a lady called Joanne McErlain who is to be congratulated on keeping the event to a single day and hanging on to that precious local vibe. The stall-holders were all happy with the level of sales, the locals were happy with their purchases, the demonstration tent was packed, and everywhere there was a contented murmur.

When it comes to festivals, charm is a potent attraction and one that is easier to create when working on a smaller scale. Gradually the people of Moira and its surrounds are changing the way they see food and drink. It's no longer merely fuel but something that they can engage with.

There will be a third Moira Food Festival this year, but in the meantime locals will be slightly more interested in the provenance and quality of that steak, those vegetables, that sausage.

Ultimately this will change the tone of the place, and that will benefit small and large producers alike. It is so much easier to preach to the converted. Go down the sales chain and you will probably end up stalled at an uninformed consumer. Build-up your customers' love of, and interest in, food and drink and you will at the least have a sporting chance of engaging with them.



Look out Glastonbury, the Moira Food Festival is on your heels.

Meat Managers Hygiene & HACCP Course

Wednesday 10th May 2017

09:00 hours to 17:00 hours

Venue:

Grosvenor Hilton Hotel, Grosvenor Street, Edinburgh



Legislation sets out general rules that make clear that primary responsibility for food safety within a food business lies with the operator. It is therefore necessary to ensure that food safety procedures prevail in the business and are being carried out effectively.

Food safety management using HACCP provides the best way to achieve this.

This course is intense but delivered over just one day.

It is certificated by Meat Training Council.

Course can be delivered on site to individuals or small groups.

The content is specific to the retail Butcher/farm shop operation.

Course content outlines:

- Overview to Principles of Food Safety and Hygiene
- Understanding HACCP Terminology
- The Seven HACCP Principles
- Identifying Hazards
- Identifying Controls and CCPs
- The HACCP Template
- Monitoring Procedures and Corrective Actions
- Validation, Verification and Review Procedures
- Group Workshop
- Multiple-Choice Paper and Work Based Assessment

A training pack is provided for each business.

The pack contains:

- Guidance notes.
- Blank HACCP template.
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"The MMH&HACCP course was and still is a bespoke course for retail butchers/Farm Shops, etc., it was specifically put together by the Meat and Livestock Commission (and now the Meat Training Council) for the training in food hygiene and the production and implementation of HACCP for this sector, the Department of Health commissioned it under a Government funded project. The FSA have endorsed it and have funded in the past projects to deliver this course in Wales

"It is recognised throughout the UK and has been delivered (and still is being delivered) throughout this sector, indeed many Local Authorities have asked for this course to be delivered to their butchers, as it is meat and meat product specific; it is the course of choice."

Paul Bache, Course Tutor

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Alan Clarke Appointed to Quality Meat Scotland Chief Executive Role

Quality Meat Scotland (QMS) has appointed Alan Clarke as its new chief executive.

Mr Clarke, who is currently chief executive of Scottish Bakers, will take over the reins from 'Uel Morton who will step down in July 2017 after 11 years in the role.

Mr Clarke took up his position with Scottish Bakers six years ago and highlights during his tenure have included the establishment of the first Scottish Bakers Export Group and increasing overall membership by 22%.

His career has also included five years' experience as director of Lifelong Learning UK and ten years as chief executive of a Sector Training Council in Northern Ireland. His academic career includes an MBA and post-graduate diplomas in management studies and personnel management.

Jim McLaren, Chairman of QMS, said the appointment followed a robust recruitment process.

"We look forward to welcoming Alan on board this summer. He brings with him a wealth of experience, in both the private and public sectors, and a strong skillset including governance, finance, project management, people management and IT skills," said Mr McLaren.

"His background also includes a strong commercial focus and a valuable track record of building lasting professional business relationships at senior level with funders including Government agencies, customers and other key stakeholders."

Mr McLaren also extended sincere thanks to 'Uel Morton for his huge contribution over the past decade to the development of QMS, saying he will leave the organisation in a very strong position to move forward.



NSA Highland Sheep at Kinnahaird

Scotland's 2015 Sheep Farmer of the Year and vocal advocate for the Scottish sheep industry, Joyce Campbell, who runs a flock of 780 Lairg-type North Country Cheviot ewes on her 5,600-acre hill farm in Sutherland, will officially open NSA Highland Sheep 2017 at Kinnahaird Farm, Contin, Strathpeffer, Ross-shire, on Wednesday, May 31.

Scotland's main event for the sheep industry this year is being hosted by farmer Mrs Dorothy Clark and her daughter Amy Grant. It is the third of what has become a biennial event in one of the most important sheep areas of Scotland.

The sheep industry is worth £242 million to Scotland's economy, representing 8% of agricultural output and Scottish sheep farmers rear more than three million lambs a year.

John Scott

The death of their Past President John Scott was announced at the Scottish Association of Meat Wholesalers AGM on Saturday 22nd April.

Farmer John Scott established wholesalers John Scott Meats in Paisley in 1968 after starting supplying meat directly to a group of Greenock butchers. After initially working through an abattoir in Dumbarton, the business moved five years later to the company's existing location in Paisley.

Then, in 1978, John Scott was the major influence in taking over the abattoir which formed Sandyford Abattoir (Paisley) Ltd., which operates today, providing a slaughtering service and, more importantly, gives John Scott Meat complete control of its product from farm to customer. Key developments in recent years have included the acquisition of William Bosomworth from United Auctions and the purchase of Galashiels-based Forth Meat Supplies. The business is now run by his son Jamie and daughter Hazel.



John Scott served on the Board of the Guild of Scotch Quality Meat Suppliers, a forerunner of Quality Meat Scotland. The tribute made by SAMW Executive Manager, Ian Anderson described John Scott as "a kind generous man, well remembered."

Rain or Shine, Judith Launches BBQ Time

One of the country's most popular TV weather presenters, Judith Ralston, swapped forecasting for flame grilling last month to launch a new nation-wide fund-raising initiative.

The Big Scotch Beef Sizzle, run by Scotland's Hospices Together, is set to see a burst of BBQ activity taking place throughout Scotland during June to raise funds for hospices around the country. Supported by Scotch Beef PGI, the initiative will encourage Scots to get steaks and burgers on the barby to raise funds for hospice care.

Scotland's Hospices Together is a national partnership of ten of Scotland's independent hospices and the Children's Hospice Association Scotland (CHAS). The partnership aims to support and to highlight the work of hospice care in Scotland.

Judith, who regularly presents the weather on TV, said she couldn't think of a better way to catch up with friends and family while raising money for such a worthwhile cause.

"One of the joys of our country is the variety, and unpredictability, of our weather which means hosting a BBQ is always an adventure! The secret is to be prepared – pack an umbrella along with the suncream and there will be nothing to stop the fun!" said Judith.



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Reduced Availability of Cattle Supports Modest Farmgate Price Rise



Farmgate prime cattle prices have shown some modest increase over the past couple of weeks, according to Quality Meat Scotland analysis, and currently stand some 10-11% higher than this time last year.

The prices paid to producers have been supported by a lower availability of prime cattle reaching the Scottish market, said Stuart Ashworth, QMS Head of Economics.

"Throughput in both auction markets and price-reporting abattoirs over the past couple of weeks has been running at lower levels than last year. Carcase weights are also falling so the volume of beef produced is lower than last year," said Mr Ashworth.

The recent price movement will also have an element of seasonality in it, he added. Prime stock supplies have historically tightened during April and into May before hitting a seasonal low in July and August.

"Last year farmgate prices started to rise in the first week of May and two years ago it was at the beginning of June, so the 2017 movement is slightly sooner than last year," observed Mr Ashworth.

In contrast, prime stock prices in England and Wales have lacked direction in recent weeks with the market there being slightly better supplied than a year ago. As a consequence, **the premium found in the Scottish market over that in England has widened to its current position of 10p/kg deadweight** for an R4L steer, compared to 3-4p/kg in February.

"Across Europe, in the main beef-producing countries, farmgate prices have risen at a more modest rate of less than 1% over the past two weeks, suggesting the Sterling exchange rate may be supporting UK prices," said Mr Ashworth.

When converted to Euros, the UK price increase of 0.5% mirrors the general state of the EU market. UK farmgate prime beef prices remain some of the

highest in Europe with only Sweden, Italy and Greece having higher prime beef prices.

The consumer market continues to be extremely competitive, Mr Ashworth observed, and passing higher farmgate prices further down the chain remains a challenge for meat wholesalers.

The publication of updated consumer price information by the Office of National Statistics shows retail prices for food increased by 1.2% over the past year, a lower rate than overall consumer price inflation.

However, despite recent increases, average beef retail prices during March were little different from a year ago. Some of the more expensive retail cuts are lower priced than last year and cheaper cuts like mince are slightly higher, leading consumers to do some switching from roasting joints to stewing beef and mince.

"Overall, because for the past six months beef prices have been lower than they were during the equivalent period a year earlier, there has been some growth in retail purchases of beef," said Mr Ashworth.

In contrast, lamb retail prices have been higher than 12 months ago, contributing to reduced fresh lamb purchasing. Meanwhile, pork and poultry retail prices have fallen compared with prices a year ago and poultry meat, in particular, is still seeing growth in retail demand.

Based on the experience of lamb, any significant increase in retail beef prices without similar disposable income inflation, would be likely to limit retail sales. Consequently, observed Mr Ashworth, margins in the beef supply chain post-farmgate remain slim and farmgate prices will be sensitive to the number of cattle and volume of beef in the market.

Expo Scotland 2017



The event gets under way on **Wednesday 24th May 2017 at Hampden Park, Glasgow**. It's completely free to attend this amazing one day event and your free ticket gains you admission to both Expo Scotland and the Scottish Social Media & Marketing Show.

You'll find businesses from every type of industry and profession and they're all happy to give hints, tips and advice, as well as help you find a solution to any business issues you may be facing.

<http://www.exposcotland.co.uk/register-to-attend/>

Livestock Prices

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

BEEF PRICES	W/E 15/04/17	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	361.0 p/kg	359.6 p/kg	324.6 p/kg
Heifers dwt	365.3 p/kg	361.1 p/kg	324.6 p/kg
Young Bulls dwt	332.9 p/kg	323.3 p/kg	297.2 p/kg

Numbers			
Steers	3735	3777	4423
Heifers	2194	2597	2049
Young Bulls	346	326	401

BEEF PRICES	W/E 12/04/17	Previous week	Previous year
Scottish Auctions			
Steers lwt	205.48 p/kg	208.07 p/kg	178.49 p/kg
Heifers lwt	211.75 p/kg	209.49 p/kg	190.37 p/kg
Young bulls lwt	182.28 p/kg	150.33 p/kg	141.13 p/kg

Numbers			
Steers	97	97	158
Heifers	216	218	261
Young bulls	9	9	17

Deadweight cattle week ending 15th April 2017								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	366.1	363.5	358.3	371.4	372.1	367.6	358.6	362.1
R	365.1	366.6	367.9	366.8	368.0	366.7	352.4	352.6
O+	355.8	357.5	351.2	356.3	362.1	353.4	328.1	338.0
-O	315.9	319.1	305.5	324.1	318.2	284.0	292.8	-

SHEEP PRICES	W/E 12/04/17	Previous week	Previous year
Scottish Auctions Prices			
Old Season SQQ lwt	176.43 p/kg	171.49 p/kg	180.49 p/kg
Ewes lwt	£66.51 /hd	£61.61 /hd	£75.35 /hd
Scottish Auctions Numbers			
Old Season SQQ	13314	17112	10675
Ewes	3752	4580	3068

GB Abattoirs				
Old Season Lambs SQQ dwt		412.0 p/kg	417.1 p/kg	427.1 p/kg
Deadweight sheep week ending 15th April 2017 p/kg				
	U	422.5	423.3	412.3
	R	416.9	417.5	412.1
	O	403.1	409.0	406.2

PIG PRICES	W/E 15/04/17	Previous week	Previous year
GB Abattoirs			
Standard Pig Price (SPP)	155.58 p/kg	154.47 p/kg	113.26 p/kg

GB deadweight pigs SPP week ending 15th April 2017 - p/kg					
p/kg dwt	Method 1 and 2	Change	p/kg dwt	Method 1 and 2	Change
Up to 59.9 kg	143.59	+6.08	80.0 – 89.9 kg	156.11	+0.83
60.0 – 69.9 kg	155.85	+1.76	90 kg and over	153.00	+1.39
70-0 – 79.9 kg	156.63	+1.08			

Retail Prices for w/e 22/04/17

AVERAGE PRICES	SFMTA APRIL	SFMTA MARCH	QMS APRIL	QMS MARCH
SCOTCH BEEF				
Fillet Steak	4159	4123	4037	4037
Sirloin Steak	2862	2832	2526	2526
Rolled Rib Roast	2190	2175		
Popeseye Steak	1803	1803	1663	1729
Topside	1461	1434	1116	1205
Round / Rump Steak	1436	1409		
Shoulder Steak	1186	1179	1077	1077
Rolled Brisket	1124	1122		
Steak Mince	1051	1048	846	846
Boiling Beef Bone In	738	731		
DOMESTIC LAMB				
Whole Leg of Lamb	1347	1347	1254	1239
Centre Cut Leg Bone In	1520	1511		
Gigot Lamb Chops	1744	1737		
Lamb Leg Steaks	1783	1773	1738	1738
Chump Lamb Chops	1716	1707		
Double Loin Lamb Chops	1745	1744	1637	1637
Single Loin Lamb Chops	1585	1584	1539	1539
Rolled Shoulder Lamb	1222	1217		
Lamb Shanks	760	755		
Diced Lamb	1440	1432	1460	1457
Minced Lamb	1310	1302	1299	1295
PORK				
Pork Tenderloin (Fillet)	1286	1270		
Pork Leg Steaks	989	985		
Double Loin Pork Chops	928	926	762	762
Single Loin Pork Chops	886	884		
Rolled Shoulder of Pork	772	760	694	706
Belly Pork	762	751		
Pork Loin Steaks	1072	1065	929	949
Diced Pork	847	840	733	733
PRODUCTS				
Beef Link Sausages	843	828		
Pork Link Sausages	848	827	615	614
Speciality Pork Sausages	877	867		
Sliced Beef Sausage	773	762		
Sliced Black Pudding	690	679		
Ball Haggis	784	783		
Scotch Pie	104	104		
Quarterpound Beefburger	114	112		
1lb Steak Ashette Pie	736	729		

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

Dragons have Scales

SCOTWEIGH**CONNECT**

And breathe Fire

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