

FEDERATION NEWS

The Newsletter for Scotland's Craft Butchers



SCOTTISH FEDERATION OF MEAT TRADERS

Carrier Bags to charge or not

MARCH 2015

Following an article in the Sunday Mail on 22nd February, SFMTA would like to clarify the situation. Nothing has been "repealed" or "overturned"! Below is the guidance we emailed to members on 5th February, nothing has changed since then.

If a customer is sold raw meat and cooked meat in high density bags, then they should be placed by the butcher or counter assistant into separate carrier bags. In the interests of food safety, this should be a specific instruction to all butchers and counter assistants and if this is the case then the carrier bags **will not be chargeable**.

Following discussions with Zero Waste Scotland and Food Standards Agency Scotland, SFMTA has concluded it would appear that butchers' over enthusiasm to comply with every piece of legislation that comes along has possibly created risk of cross contamination from raw meat to ready to eat foods.

To wrap their products, butchers ordinarily use high density bags sealed with sellotape through a bag sealer. In most cases this method is used for both raw meat and ready to eat products. As users will know, through experience, these bags are porous and actually leak if left for any length of time.

The Single Use Carrier Bags Charge (Scotland) Regulations 2014 specify a number of exemptions where there is no requirement to charge for carrier bags. This includes bags of any size used solely to contain exempted items listed in the regulations including unpackaged food for human or animal consumption, and bags (less than 206mm (width) x 459mm (height including handles) with a maximum gusset of 125mm) used solely to contain packaged uncooked meat or meat products, poultry or poultry products and fish or fish products. Local Authorities are the enforcement authority for the Regulations.

'Unpackaged' for the purpose of the Regulations refers to food supplied in containers which are not secure enough to prevent fluid leaking during normal handling. Whether an item is considered packaged is a matter that should be considered by local authority enforcement Officers. The same applies to porous bags that certain pastry and bakery goods might be sold in. *continued on page 3*

Featured this month:-

Meet the Spice Girls in Bradford

Scottish Independent Retailer Awards

A Scottish touch in Yorkshire

Class of 2015 Report Card

New Employment Practices Cover for SFMTA members

News from NFUS AGM

UK Beef Prices strongest in Europe

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Scottish Meat Trade Fair
Sunday 10th May 2015



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-  Great texture
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-  Full of flavour



To order your free sample, retail butchers should visit
www.lucas-ingredients.co.uk, or call us free on **0800 138 5837**

Part of the extensive Lucas range of Sausage Mixes and Seasonings

Advice on Carrier Bag charging

Continued from front page

SFMTA advises that where fluid can leak from packaging during normal handling then members can be confident that there is no requirement to charge when this packaging is placed in a carrier bag but where any doubt exists we suggest you check with the enforcement authority.

So to clarify

Raw meat and raw meat products that are wrapped in a bag that can leak or is porous can be placed in a carrier bag that is not chargeable.

Cooked meats and pies in a bag that can leak or is porous can be placed in a carrier bag that is not chargeable.

But be careful

The above exemptions are only valid where the bag provided is used solely to contain one or more of these listed items. If your customer is sold a box of shortbread or sauces in a sealed container they would make the bag chargeable. If the customer does not want to pay for a carrier in these circumstances hand the products over the counter for them to place in their own bags.

Best Practice to minimise risk to food safety

Ready to eat purchases should be served, wrapped and packaged in a separate area from raw meats. The customer should leave with no bags containing raw meat in contact with bags of ready to eat purchases. Packaging for ready to eat and raw meat should also be stored and used separately.

The Scottish Government introduced the 5p charge for each single-use carrier bag to help cut the number of bags used across Scotland. With more consumers now reusing carrier bags, there are some important tips they should remember to protect their shopping and reduce the risk of cross-contamination, particularly if there are any leaks or spillages from raw foods.

Food Standards Scotland's Top Hygiene Tips to consumers for carrier bags:

- * keep raw meat and fish separate from ready-to-eat foods, in separate bags
- * if your bags are re-usable, keep one or two just for use with raw meat and raw fish – don't use them for ready to eat foods
- * re-usable bags and single use carrier bags should be disposed of if there has been any spillage of raw meat juices

National Butchers Week 2015 23rd to 29th March

National Butchers' Week will be urging consumers to turn to the experts for their meat with the message that "Butchers are better".

Independent retailers throughout the UK will be taking part in the week, which runs from 23-29 March, in which shoppers will be reminded that butchers remain the number one choice for range, service and convenience when it comes to purchasing meat.

Ed Bedington, editor of Meat Trades Journal, (MTJ) which organises and promotes the week, said: "The focus on independent retail and particularly butchers continues to grow as consumers look for increasing assurance and the personal touch of dealing with shorter supply chains."

The week will see a focus on the benefits of shopping at the butcher and will be supported by a range of PR tactics, and a social media campaign using the hashtag **#butcherisbetter**.

"We'll be encouraging both the trade and consumers to tweet about the great experience that can be found using the butcher's shop, and spread the word that the #butcherisbetter," Bedington said.

MTJ has created a short little survey in support of National Butchers Week to gather some consumer views about the retail butcher. Could you help distribute it to customers?

The link to the survey is: <https://docs.google.com/forms/d/1kpgAGnYpMxg-s2u33mP6vI0Q5avfuAhscNHsjfXQUjQ/viewform?c=0&w=1>



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Please support these businesses, they support the Federation.

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Contact: Liesl Marchand, Marketing Manager Tel: 01908 682740, Direct: 01908 682756, Mobile: 07798 938493

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On the second Sunday in February a gathering of Independent retailers from across Scotland came together in a celebration of their success at the fourth annual Scottish Independent Retail Awards.

The Scottish Independent Retail Awards recognise businesses who work within their local community. Congratulations to the winner of the Best Butchers Shop category, David Stein in Bathgate.

Voted for by the public, the awards highlight the value of independent retailers to the communities they operate within; recognising and rewarding the entrepreneurial spirit and business acumen which lies behind the thriving industry, employing over hundreds of thousands of people.

SFMTA has no idea how these awards are judged and most businesses who were involved were somewhat bewildered by the awards which are run by Creative Oceanic but we did find out that STV had previously advertised for the public to vote for their favourite independent retailers.

Butcher of the Year
North West Finalists
Winner: A & I Quality Butchers (Culloden)
 Jackson Brothers (Oban)
 I Wynne & Son (Oban)
 John MacMillian (Fort William)
 Duncan Fraser & Son (Inverness)
 DJ MacDougall (Fort Augustus)

Butcher of the Year
South West Finalists
Winner: S Collins & Son (Glasgow)
 McCaskie Butchers (Wemyss Bay)
 Rodgers Butchers (Glasgow)
 Ramsays of Carluke (Carluke)
 George Low and Sons Butchers (Glasgow)
 Jarvie and Kemp Family Butcher (Stirling)
 Thomson Brothers (Giffnock)

Butcher of the Year
North East Finalists
Winner: Davidsons Butchers (Aberdeen)
 Simon Howie (Perth)
 DG Lindsay (Perth)
 Scott Brothers (Dundee)
 Yorkes of Dundee (Dundee)
 MacDonald Brothers (Pitlochry)
 Herd's Butcher (Aberdeen)

Butcher of the Year
South East Finalists
Winner: David Stein (Bathgate)
 Findlays of Portebello (Portebello)
 John Saunderson (Edinburgh)
 Boghall Butchers (Bathgate)
 Johnston Butchers (Dunfermline)
 Valley Meats (Kelso)



The SFMTA regional meetings in February were coined The Class of 2015. This was a masterclass in sausage making in conjunction with corporate members, Dalziel Ltd and Lucas Ingredients.

Danny Upson from Dalziel demonstrated his method of making sausages, mincing 80VL pork then hand mixed in a Lucas Cracked Black Pepper Sausage Mix, [variations could include 10% runny local honey (replacing 10% water), or 5% cheese, or 1% lemon juice]. Danny mixed his sausage meat until mix would stick in hand when inverted.

Alternative sausage made by Danny used Red & Onion and Sage Sausage Mix and Pork & Apple Sausage Mix in a batch size of 6.448 Kg. to make a sausage that he called a Hog Roast Sausage.



PERTH



As well as running through the functional properties of additives, Judith Johnston from Lucas outlined the ever-increasing range of complete mixes that enables the butcher to extend and vary their choice of sausage flavours easily, without holding large amounts of stock.

The 'Butchers Classic' range incorporates breadrusk, which creates a traditional open texture and uses the very best raw ingredients. The range includes favourites such as Cumberland, Pork & Leek, Pork & Chive, Pork & Onion and the children's favourite - Tomato.

Danny filled the sausage meat that he prepared into Oris hog casings and warned about comparing cost of gut, he reminded members to check the length of gut and the filling performance.

Six venues were used in Carfraemill, Inverness, Aberdeen, Stepps, Ayr and Perth. Best attended meeting was at Stepps.



ABERDEEN



AYR





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Introducing... The Fabulous Four! Delicious NEW Sausage Mixes from Butcher's Classic

6 of the BEST!

Lucas Ingredients is one of the world's leading food ingredient manufacturers. We serve the food industry at a local level, accounting for differences between regions, market sectors and individual customers. More info...

Lucas INGREDIENTS

ingredients for butchers since 1926

The Lucas website gives full support for making, ticketing products and knowing about allergens.

Danny used a very neat Villa 13 sausage filler and suggested an alternative of selling sausages priced individually: 76g Sausage i.e. six to the pound, 13 to the kilo at so much each.

At the end of each evening there were samples of both the sausages and Lucas Mash mix to taste. By the end of the two weeks over 200 butchers had attended a Class of 2015.

The Sausage Market

- Figures up to July 2014, the nation consumed 181,853 tonnes sausages in the home. Worth £780m in retail sales.
- 31% of the sausage market is classified as premium, 58% as standard, 3% as low fat and 7% as economy.
- The value of the premium sausage sector grew by 9.8% in 2012/2013. Figures taken for 2014 (on 20th July) this sector had grown by 5.2%
- Every day 3.7million meals containing sausages are eaten at home – which is a staggering 1.35 billion meals per year.

****NEW SKILLS COMPETITION****
BUTCHERY WORLDSKILLS UK
COMPETITION '15

**Start your journey to becoming the first
butcher to be crowned Winner at
Worldskills and enter today!**

Open Competition

Talented butchers across the UK are given the opportunity to showcase their skills and battle it out to be named the champion in the Butchery WorldSkills UK National Competition for the first time this year.



CLOSING DATE: 20th March 2015

This competition focuses on all the essential skills required for a successful career as a multi-skilled Butcher within the Food Manufacturing Industry. It will test your skill, innovation, creativity, presentation, work ethic, method & approach to tasks, carcass & primal utilisation, waste, and a safe and hygienic working practice.

The final competition will consist of five tasks that will be carried out and judged over two days in front of a live audience. The tasks will be; **Sausage Making, Ready to Eat Products, Barbeque Display, Kitchen Ready Products, Boning, Seam Butchery and Display.**

The competition is organised by Cambrian Training Company and supported by an Industry Steering Group.

Who can enter?

Entrants do not have to hold any qualifications to enter, however you must not have completed higher than a level 4 in Food Manufacturing Excellence qualification or the equivalent to enter.

How many competitors can enter from each organisation?

We do not have a limit on how many competitors can enter from each organisation but if there is a large capacity entering from one organisation this may have to be reviewed.

How to enter this competition:

Entrants must be able to carry out the following tasks and skills to a satisfactory level as a minimum:

Good Knife Skills with a minimum of 6 months practical experience.

Primary & Secondary Butchery including Seam butchery with a minimum of 6 months practical experience.

Good tying & stringing skills

Must be able to mix, make, fill out and link sausages using natural skins consistently

Must be able to use an electric sausage filler & mincer machine safely

Must be able to supply your own knives, small cutting equipment

Must be able to supply display trays, product labels, recipes and cooking instructions where required

The ability to prepare ready to eat products for example: pies, pasties, terrines, sausage rolls (please note these are just examples and are not limited – see brief for more details)

Must be able to produce innovative products

The ability to prepare identical products

How to enter this competition:

Follow these steps to **ENTER** the WorldSkills UK Butchery National Competition:

Step one: Review the competition overview, brief and guidance materials

Step two: Register online from the 9 February to 20 March 2015 at <https://registrations.findafuture.org.uk/>

Step three: All entrants will be contacted to inform them of the next stage of the competition by 20th April 2015

Step four: Use the Competitor Preparation Resources to prepare for the competition

Step five: The competitors who achieve the highest scores across the UK having progressed through the assessment stages, will be invited to compete at the National UK Final to be held at The Skills Show in November 2015

Once you have registered we'll make sure you are kept updated throughout all these stages, so that you don't miss any important dates or information.

FURTHER INFORMATION:

<http://worldskillsuk.org/competitions/national-competitions/professional-services/butchery>

The competition is organised by Cambrian Training Company and supported by an Industry Steering Group.

Please contact **Katy Godsell** with any questions via **email: katy@cambriantraining.com**
or **phone: 01938 555893.**

Butcher to fork

By Pat Whelan in his book, *An Irish Butcher Shop*

Dry-ageing meat is fundamental to its flavour and texture and this applies particularly to beef. Traditionally in Ireland beef has always been aged by hanging it in a controlled, closely monitored cool room for two to three weeks. This is the method of choice for artisan butchers, who recognise that the methods of the past are still the best methods today.

When a carcass is hung, the natural enzymes present in the meat work on the muscle fibres, making them softer. After a period of hanging the muscles relax, resulting in more flavoursome meat. The process also allows flavour to naturally develop intensively, leading to the defining characteristic of great meat – taste!

However, hanging carcasses in a cold room for twenty-one days where it inevitably loses body weight does not make economic sense to many industrialised processors. Industrial processors use water in the primary process to clean the carcass and I believe this leads to spongy, poor quality meat during cooking, resulting in poor eating quality.

In our modern world we have sadly come to a place where most large-scale retailers who serve the masses care more about marketing than meat. The usual commercial focus is on shelf life and packaging convenience. The language of traditional butchers is used and exploited for the benefit of the consumer, but the method is different. Often a premium cut of beef is labelled “aged” when in reality it is vacuum packed and sitting in a plastic bag of blood. A good butcher has complete knowledge of the entire process from field to shop window. He will hang the beef until he is certain that it has reached maximum readiness.

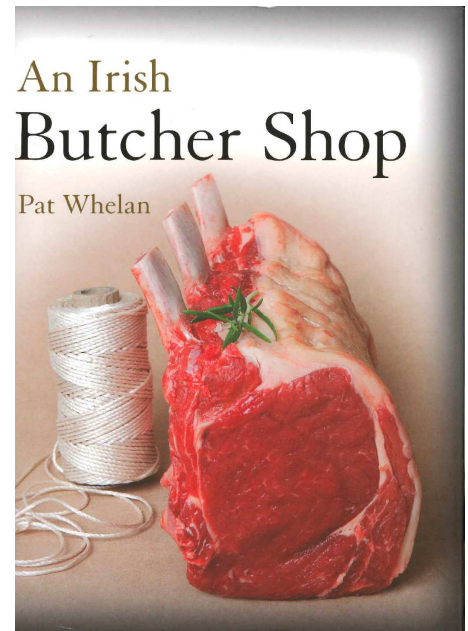
How meat is cut also impacts directly on the quality of the finished product and great skill and experience are required to achieve a premium result. The artisan butcher takes time to achieve the best possible product that matches consumer expectations. In contrast, supermarkets and the industrial approach to meat mean that speed and thrift are the primary concerns and machinery is often used to prepare meat.

When an animal is butchered, it is first cut into large sections called “primal cuts”. These are broken down into smaller sections known as “sub Primals” and then into retail cuts such as roasts, steaks, chop and so on. A butcher who hangs his own meat in a cool room can offer the cook the full range of cuts. A good butcher will also suggest cooking methods that maximise the taste.

One of the great losses to a generation of supermarket shoppers is the knowledge of just what to do with anything other than steak or mince. The range offered by supermarkets is limited because of mass production at the processing plants and the lack of knowledge of the staff selling the meat. Indeed in many places you are choosing directly from a self-service chill cabinet without a qualified butcher in sight. Talking of supermarket chill cabinets, another “advancement in the food production arena is the introduction of Modified Air Packaging (also known as Modified Atmosphere Packaging or MAP) to prolong shelf life.

I particularly dislike the technique, because I believe that most consumers are unaware of the process. In this so-called preservation technique the air that naturally surrounds the food in the package is changed to another composition. By taking away the natural air the deterioration of the product is slowed down. However, while it is a common practice, we should be aware that, to change the composition of the air inside the pack, a type of gas is pumped in (depending on the product, the packaging and the storage temperature). This method is commonly used in large scale production to prolong the shelf life of meat, fish, cheese, fruit and vegetables.

In the case of meat it is easy to spot a MAP product, since it is usually marketed in a tray with a firmly sealed film lid. This is a common practice and, while it has been passed as safe, in my opinion it is not “natural”. The less tampering done to my food the better, so buying a product that has been sitting around in a tray of gas renders it more processed than I like it to be..



There is a strong connection between lean meat and slightly tougher cuts in relation to flavour; if cooked correctly, tougher meat is likely to be more flavoursome. If cooked on the bone, there is an additional dimension and intensity of flavour to the meat due to release of marrow from the bone in the juices.

It is a fact that full-flavoured meat comes from fully grown animals. As the animal ages, more connective tissue develops due to the amount of exercise and movement accumulated. A younger animal will provide more tender meat, since there is a direct correlation between the amount of connective tissue present and the degree of toughness.

In past times older animals were consumed only when they had long passed their usefulness for providing milk, wool or eggs. Long, slow cooking was found to transform these tough old beasts into tender, delicious meat. Slow cooking is a method common to all cultures, with variations in the flavourings through spices and vegetables the distinguishing element. I'm delighted to report that slow cooking is seeing a renaissance and there is a whole "Slow Food movement" gaining ground throughout the world. The internet has provided a fantastic platform and method of communication for devotees and there are excellent articles and resources about the subject freely available online.

People lead busy lives, and this demands that meat be lean and tender for quick cook convenience. The choice of meat has been reduced to the cuts that can be grilled or fired in minutes. These cuts are now viewed as superior to traditional choices such as beef shin or lamb shanks. However, many of you may be very surprised to learn that there is no ladder of taste in meat as long as the various cuts are cooked appropriately.

Trust me when I say that the humblest meat cut can become a feast if cooked long and slow. There is much pleasure in this method, as the anticipation of the meal ahead grows and usually the aromas of the bubbling pot or pan fill the kitchen. The luscious juices are enriched by the dissolved gelatinous texture of the meat, and the sticky, rich coloured sauce is an added dimension to the meal.

Slow cooking is being appreciated by a growing number of home cooks who are realising that it is not the cooking preparation that is long, but simply the time it takes once in the oven. Just twenty minutes or so is all that is required to get the meat and vegetables into the pot, and then the dish takes care of itself, with rewards of flavour far greater in proportion to the time taken to prepare it.

I know I sound as if I'm on a soap box for traditional butchers but nothing, I'm afraid can replace the care, knowledge and experience that are brought to the chopping block at your local butcher's and the premium cuts that result.

Scottish Meat Trade Fair

The Scottish Meat Trade Fair takes place on Sunday 10th May. Booking has been brisk, however there are units still available if you feel one of your suppliers not listed below could attend please advise SFMTA of their contact details for us to forward them information and an invitation.

Bizerba (UK) Ltd
CATRA
Clipper Tech Ltd
Colin Hewitson
Copas Traditional Turkeys Ltd
Dalesman (Newcastle) Ltd
Dalziel Ltd
ESC Packaging
Innovative Food Ingredients
Kerry Ingredients and Flavours
Lunn P & P Labelling /Solutions
Manchester Rusk Co Ltd
Marshall Wilson Packaging Ltd

McAusland Crawford
McDonnells (Queen St) Ltd
Paragon Products (UK) Ltd
Robertson Fine Foods
Scobie & Junor Ltd
Scotweigh
Stockline Plastics
Walkers Shortbread Ltd
Watco Systems Ltd
William Jones Packaging Ltd
Wm Sword Ltd
Capital Cooling Ltd
TPS Scotland Ltd

Management Liability Policy

Coupled with the appointment of Lindsays as new Employment Law advisers SFMTA has taken out a new policy that covers members liability should they be faced with tribunal charges and other employment law related costs. Employment practices liability covered is £250,000 with no excess but is dependent on you having sought and followed the advice of Lindsays. It is hoped that SFMTA members will see this as an enhanced benefit from membership of the Federation. More details and contact details are on the SFMTA Members only website under Employment Law.

What is covered

Claims by employees cover

We will pay for your or any insured person's loss caused by a claim by an employed person alleging an employment practice wrongful act.

The excess will not apply to any claim brought only against an insured person.

Claims by others cover

We will pay for your or any insured person's loss caused by a claim by anyone other than an employed person alleging an employment practice wrongful act.

Compensation for court attendance cover

We will pay you at the rate of £250 per day for each insured person and any accompanying husband, wife, civil or unmarried partner provided such insured person's attendance is needed in court in connection with any claim or investigation.

Investigation costs cover

We will pay for your or any insured person's investigation costs caused by an investigation first notified as being required during the period of insurance.

The excess will not apply to any investigation that only involves an insured person.

Employment practice claims exclusion - failure to obtain advice

Under the Employment practices liability section of the policy, it will not cover any claim, loss or investigation unless you have sought and followed the advice of Lindsays for any employee grievance or dispute, disciplinary action or proposed dismissal, redundancy or any other matter that can cause an employment practice claim.

Below are some claims examples where this product has reacted positively along with claims costs. While these examples are not necessary specific to our industry, Employment Claims know no boundaries so they are relevant to anyone who is an Employer.

Unfair Dismissal - Transfer of Employees

Employees who had been transferred into a new charity after a merger were made redundant and subsequently made a claim for unfair dismissal. They alleged that they had been unfairly selected because they would not sign new contracts.

The tribunal found in their favour and awarded a total of £23,000. The charity also had a legal bill of £22,000.

Unfair Dismissal – Whistleblowing

A teacher at a special needs charity was made redundant and made a claim against her former employer for unfair dismissal. She asserted that she was made redundant only because she had highlighted poor Health & Safety practices.

The legal fees in defending the claim were £17,000.

Constructive Dismissal and Harassment

Following his resignation, an employee at a clothing retailer claimed that he had suffered abuse and derogatory remarks over his sexuality for an 18-month period. He alleged that he had raised a grievance against his former manager but this had been ignored, forcing him to leave.

The tribunal found in his favour and he was awarded £62,000 plus his legal fees. This left the company with a total bill of more than £90,000.

Bullying, Harassment and Discrimination

A tribunal heard that a former employee of a car parts retailer had been the subject of bullying and harassment by managers after becoming pregnant.

She was awarded £16,000.

Unfair Dismissal

After a number of redundancies, a property developer faced a variety of claims from former employees alleging an incorrect selection process and lack of proper notice. The company was required to reach a settlement and incurred legal fees of more than £20,000.

Sex Discrimination

An Advertising Sales Executive made a claim against her former employer for sex discrimination. She alleged that she had become the target of abuse and humiliating comments after announcing her pregnancy and felt forced to leave. She was awarded £25,000

Sexual Harassment and Emotional Distress

A Sales Executive of a motor retail group made a claim against her employer for sexual harassment. She said she had suffered lewd comments and inappropriate behaviour from the area manager. Her complaints to the company had not been taken seriously leaving her mentally distressed and unable to work. She was awarded £75,000 after a three-day tribunal and the company's legal costs were more than £20,000

Racial Discrimination

A former employee of a playing card manufacturer claimed that she had been the victim of continuous racial harassment by her supervisor and that the company had ignored her complaints, forcing her to resign. She was awarded £36,000.

Nut Contamination of Spices - Allergy Alert!

The Food Standards Agency (FSA) has issued a further allergy alert following confirmation that a batch of paprika was the most likely source of undeclared almond protein in food products which have been recalled:

The three recalled products are
Morrison's Fajita Meal Kit, Aldi Fiesta brand Fajita Dinner Kit
A batch of Discovery Taco Seasoning (best before 24 June 2017).
Morrisons Enchilada Dinner Kit, Sainsbury's Enchilada Kit
Tesco Fajitas Meal Kit (best before 16, 17 & 30 May 2015 and 7, 8 & 25 June 2015)

These product withdrawals are in addition to a batch of Bart's Ground Cumin which was withdrawn from sale on 31 January because of the undeclared presence of almond.

Industry testing of the fajita kits and taco seasoning revealed that the paprika in the spice mix was the most likely source. Further investigations into the supply chain of paprika are continuing.

The FSA will be asking the food industry to ensure that paprika products are included in their testing regimes. Testing of cumin and products containing cumin by the FSA and the industry will also continue. Undeclared peanut protein has been found in cumin in the USA and Canada.

It is our recommendation that you buy individual spices rather than spice mixes and if the whole spice can be bought, buy this in preference and grind it yourself e.g. cumin seeds.

For more information see:
www.food.gov.uk/news-updates/news/2015/13596/undeclared-almond-incident-update

Ash Wednesday

A West of Scotland member would be intrigued to know if others find Ash Wednesday one of the poorest days of the year. He assumed it was a West of Scotland peculiarity that has faded with time, but after this year he is not so sure - and that's based over three shops in different areas with widely divergent social, income and religious backgrounds!
Any views please to Bruce on 01738 637472.

Lindsays warn of Duty of Care

STV News reported on 9 February that staff at a food retail outlet had been threatened by a man brandishing a weapon during an armed robbery attempt in Stirling. The robbery was ultimately unsuccessful after staff refused to hand over any money and the robber ran out of the shop. Thankfully nobody was harmed during the attempt however staff in the workplace were understandably upset.

The incident raises the question of an employer's duty to protect staff from actual or threatened violence in and around the workplace and in this article we will look at some of the issues that arise.

Employers owe a duty of care to employees to do the following:

1. To take reasonable care for the health and safety of their employees by providing a safe workplace and a safe system of work; and
2. To provide a suitable working environment.

These duties relate both to the working environment and the workplace but generally do not extend to travelling to and from the workplace. An employer's obligation is not to do everything possible to prevent such harm taking place in the workplace but rather they are expected to take such precautionary steps as are reasonable to prevent injury occurring.

A particularly significant factor in assessing what precautionary steps are "reasonable" will be the level of perceived risk. Any precautionary steps taken by an employer should be proportionate to the risk involved, where there is heightened risk greater precautions would be expected.

Common situations where a heightened risk of assault or attack exists are:

- Where an employee is working alone, particularly at night; and
- If there have been a number of robberies/assaults or episodes of violence at a particular workplace but no extra security measures are taken and an employee is injured in a subsequent attack.

The above two examples are common situations where an employer might find itself liable for an injury to an employee where no precautionary steps have been taken to protect against injury.

What precautionary steps are employers expected to take? As highlighted above, the steps required depend on the level of risk in any given workplace however reasonable steps may include reviewing working arrangements and considering the following:

- Updating health and safety policies to ensure adequate security arrangements at premises, to include regular monitoring of effectiveness;
- Ensuring risk assessments are up to date and reflect employee concerns;
- Considering adopting lone working policies to ensure employees are not working alone on premises late at night or early in the morning;
- Issuing attack alarms to female (and all) staff who travel to work late or early;
- Reminding employees of their duties to take reasonable precautions for their own health and safety, perhaps engaging with the police and distributing police advice on this – particularly if there has been a previous incident.

Finally, if an employee is the victim of an assault or crime while at work, that employee should be treated with sympathy and any concerns they have should be addressed. If practicable it would be appropriate to discuss whether the employee wishes a temporary or permanent change to working practices such as, for example, a transfer to day shift.

New Members

Welcome to the following new members:-

Stewart Noble, Noble Butchers, 21 High Street, Galashiels TD1 1RY

Tel: 01896 752756

Townsley Butchers "Geoffs", 20 Central Avenue, Shortlees Kilmarnock KA1 4PS

Tel: 01563 521 401

Kenneth Headspeath, Highland Drovers Ltd. 89/91 South Street, Perth PH2 8PA

Tel: 01738 580680



QMS Assurance Schemes Make Welfare at Slaughter a Priority

Consumers purchasing meat labelled as Scotch Beef, Scotch Lamb or Specially Selected Pork can be fully confident that the product they are buying has come from animals which were stunned prior to slaughter.

Following recent media attention on the issue of non-stun slaughter, Quality Meat Scotland (QMS) is reminding consumers of this fact and highlighting the priority given to animal welfare in the quality assurance schemes behind the three brands.

"To be sold as Scotch Beef PGI, Scotch Lamb PGI or Specially Selected Pork, meat must come from animals which have been born, reared and slaughtered in Scotland," said Jim McLaren, Chairman of QMS.

"QMS Assurance Scheme Processor Standards require that animals are stunned before slaughter and high welfare standards are also a priority in our other assurance schemes which cover farms, hauliers, feed companies and auction markets.

"We work closely with the Scottish SPCA, Scotland's leading animal welfare charity, to

ensure that high welfare standards are achieved in all six of our schemes."

The Scottish Association of Meat Wholesalers (SAMW) also emphasised there are no abattoirs in Scotland, handling cattle, sheep or pigs, which do not stun before slaughter.

Consumers seeking reassurance about the welfare of animals at slaughter can be confident, said Mr McLaren, that animals have been stunned before slaughter if they buy meat carrying the Scotch Beef, Scotch Lamb or Specially Selected Pork logos.

"Likewise, farmers who have their animals slaughtered in Scotland by a processor who is a member of the QMS Quality Assurance scheme can be confident their animals will be stunned before slaughter and that animal welfare is a priority," he added.

Scottish Craft Butcher Awards 2015

The next product evaluation for the 2015 Scottish Craft Butcher awards will be for Beefburgers, sponsored by Lucas Ingredients, and Individual Savoury Products, sponsored by Dalesman Group. Entry forms are enclosed please enter by 28th March.

Beefburgers were last evaluated two years ago but why you may ask is there a Savoury Products evaluation so soon after the Scotch Pie Club awards. Simple, firstly this is for butchers only and secondly because we will not limit the number of awards. There will be a Diamond for the best overall but if all the other products are good then they will all get golds! Read the entry form and enter your products. All these awards will be presented at the Scottish Meat Trade Fair on 10th May.

Wanted:

Shrink Dip Tank for vacuum packing. Contact Hugh Black is looking on 07770 841098

Clipper for black pudding. Contact Stuart Reid: Tel: 01828 670262 Email: stuartreid6@aol.com

Electric Burger Machine. Contact: Bill Honeyman Tel: 01877 382473

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XT420

13.3"

The new Avery Berkel XT420 is an innovative point of sale solution that combines weighing, trading, printing and payment, all in one system.

Ideal for retailers who not only wish to run their own software, but who want the flexibility to turn the scale into an FPoS device, with a large operator touch screen making product selection quicker and more accurate.

Designed to improve the efficiency of the check-out operation of your store, Avery Berkel's XT420 system can be operated with third party software on Microsoft flagship embedded platform POSReady 7, or alternatively you can use Avery Berkel's own system-scale software running on our Linux operating system.

The greatest advantage XT420 has over any EPoS



**ONLY
£27 PER
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system is that you will no longer need five separate hardware units cluttering your counter with interconnected cabling. In fact the XT420 even has a second printer making it possible to print loyalty vouchers, recipes or other 'in-store' promotions, at the touch of a button. The XT 420 also has a large 13.3" (338mm) operator colour touch screen display as standard, to optimise the viewing size of the third party applications. The large 10.2" (226mm) customer display has a reduced footprint, and is ideal for counters where space is limited.

The XT420 has all the benefits you have come to expect and trust from the XT range, with a powerful core processor at the heart of the scales system.

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2015 World Scotch Pie Championships: A Judges Story

Posted by blogger Chris Marshall on January 14, 2015

I'm sitting back in my flat now after returning from the 2015 World Scotch Pie Championships Awards Lunch.

I feel compelled to tell my story, partly to answer all the questions I've been asked by curious friends and followers and partly because I hope my story can help in spreading the story of pie. For many of you who follow Meat Filled Pastries you will know my love of pie but in the last 3 months I've had the pleasure of meeting a group of people who love pie even more than I do who not only have a passion for meat and pastry but live and breathe it every single day.

My journey started back in October where an invitation was made to be part of the judging panel for the competition, specifically in the football pie category. My obvious answer was yes, a stupid boy project started after a couple of beers and a desire to use my journalistic skills in a fun and interesting way had turned into a dream. A chance to have my say on who has the best football pie in the whole world. Bring it on.



Above: Sports Journalist, Kenny McDonald joined Chris Marshall and the "experts" to judge the Football Pies

I'd be lying if I didn't say I was a tad nervous when I turned up for judging day on November 11th in Dunfermline. I'd been given the opportunity to enter the inner sanctum of the pie fraternity and here was I rocking up in a jeans and checked shirt without a hat, coat or hairnet to hand. Considerably younger than the majority of the other judges and let's be honest folks considerably slimmer than most my concern was that my views wouldn't be taken seriously. That thought couldn't be further from the truth.



After going through some pre-judging rituals I was assigned to a team of 4 to judge the 49 football pies on offer, a surprisingly small sum when you consider there are well over 300 junior and senior clubs in our fair and bonny land. That said it was still one of the larger categories in the near 600 pie, bridie and sausage roll field and my immediate thought was how am I going to manage to eat all these!

Fear not though as in teams of two we set about assessing, the shape, colour, fill and most importantly taste of a range of pies. I'm not going to go into too great a detail in relation to the judging process but it's suffice to say I've never looked at a pie so closely. Sniffing, squeezing and of course tasting those on offer. Not a whole pie, but slivers of which would then be up for discussion and in some cases further tasting by the rest of the group.

Initially I let the vastly experienced butchers and bakers take the lead letting their years of experience be my guide but as we moved on I found my voice and to my delight it was one that was indeed welcome. It is here I think the organisers deserve a lot of credit, it would be easy to not allow those from the outside in but by letting people like me a chance to judge the best that Scottish butchers and bakers have to offer they ensure that the tastes of the consumer are reflected right here and now.

Whilst some more exotic fillings fell foul of the older generation my input ensured they got a fair review and for me that's what this competition was all about, tasting the best pies around whilst also hoping to find the next pie based innovation. It was good to see that pies that wandered from the traditional were rewarded come presentation day and I'd like to think I contributed to that.

As judging finished with a happy birthday sing song to celebrity judge and Bay City Roller Les McKeown, topping off what had already been a pretty surreal day, we were asked to submit our choices, based on the scores we had given. With three pies at the top of the pile, all on equal points it was with great surprise and honour that I found myself being looked upon as the 'expert' in the field. I made my suggestions and a consensus was reached, we had found our diamond pie. That however doesn't mean we had found the winner.

The next stage in the process is one shrouded in mystery, well it should be anyway, as it was the mystery shop where butchers and bakers were visited to check the products they offered on judging day were just as good when passed on to paying customers. Perhaps here is where I have my biggest question. How do you mystery shop a football pie?

Whilst the other nine categories can be purchased and made at home the football pie is a totally different animal. It has to be held in one hand as you juggle a tea or Bovril all whilst 22 men (or women) wage war on each other with the ultimate prize of three points and victory.

Football matches don't take place in controlled environments, especially in Scotland, they can be cold and wet or hot and windy and so for me to mystery shop a football pie should entail a journey to the game itself. If that's not the method now I'd love it to be in the future as this is truly where the customer consumes these meat filled things of beauty.

Anyway slight tangent aside, these mystery shops finally reach the conclusion of who really provides the best pie in the land.

And so with that I move on to today's events and the announcement of a World Scotch Pie Champion. The winner, if you don't know by now, came from Murrays of Perth and the joy on the face of Linda, the trophy recipient, and of all the people in the room as the winner was announced is all anyone needs to see should you find yourself asking, does it really matter? Because as nice as it was to get a free lunch and hear the echoing bellows of the bagpipes as the lunch got into full swing it was the obvious love of pastry that everyone I spoke to had that really got me.

Stephen McAllister the 2014 Winner from The Kandy Bar (and 2015 Football Pie Winner) spoke with the kind of passion that would surely turn even the most devout of pie haters into meat and pastry guzzling behemoths.

There was my fellow judges quick to show the way but also willing to listen to new ideas and ways of thinking. There was the myriad of butchers and bakers who spoke of pie making not as a job or chore but as an art and a passion that they will willingly spend years perfecting. You hear how they go through peaks and troughs and how they have to adapt to an ever-changing financial climate. I like to think of myself as quite savvy when it comes to the machinations of the modern world but even I found these tales quite the eye opener.

As the fanfare died down and I rushed to my car to miss the torture that is rush hour traffic I took a moment to reflect on the journey I had gone on. These men and women who form the families and generations of master craftsmen found at that awards lunch today are the reason why I love food, it's the reason why I love pie as without them Meat Filled Pastries would not exist. As I watched the man beside me collect an award I couldn't help but reflect on the fact that earlier in the afternoon he had told me how he was expecting a hard year ahead.

So please now take this as a call to arms, even if just once a month you visit your local butcher or baker to buy something you'd usually get in the supermarket you could be making a massive difference to our future food landscape. Don't let these wonderful people become a thing of nostalgia let's help them thrive and move forward. Everybody let's eat pie!



Style shines through at Blacker Hall

The Garthwaite family's enterprise is an extension of the family farm where they have been rearing livestock in the Calder Grove area of Wakefield for generations. When Blacker Hall Farm Shop opened its doors to the public October 1999 the Garthwaite family, with more than 300 years of farming behind them, broke the mould of their forebears and ventured wholeheartedly into the realms of retailing.



Offering a vast range of fresh meat direct from their own farm, freshly baked bread and baking, the family run farm shop has quickly become renowned for its exceptional quality fresh produce. This bustling hive of activity is now in its 16th year, and also boasts The Gift House, an on-site florist and The Barn Café is a stylish conversion, across a courtyard from the farm shop. With its huge windows and oak beams, it can seat 140 inside with a further 100 outside tables.

Hugely impressive, this farm shop picks up awards with such regularity it must be hard for them to receive publicity for all of them. Retailer of the Year – in March 2014 they were awarded UK's Best Farm Shop by FARMA, and in September 2014 Yorkshire Life and their readers voted Blacker Hall 'Farm Shop of the Year'.

Judges and customers alike are attracted by the retailing of quality products at the right price, and delivering great customer service. Led by Ed and Cheryl Garthwaite, the farm shop team pride themselves on this and the judges' comments included 'a phenomenal family business with some great retail figures and very strong sense of style in everything they do'.

Delighted to receive such compliments, Ed claimed that it reflects the hard work of their growing team, all dedicated to producing fantastic food from locally sourced ingredients, and their appreciative and loyal customers.

Over 60 of the homemade products sold at Blacker Hall are award-winning, including 10 Great Taste Awards and England's Best Roast Beef (Eblex George Awards), confirming the outstanding quality of the food on offer.





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Since opening its doors in 1999, Blacker Hall Farm Shop has built a superb reputation for quality, service and value for money. The butchery department exemplifies its passion for own and local produce, sold by an excellent team of skilled butchers.



All their bakery items are freshly made on site with the same passion. They are committed to making the freshest food without the use of unnecessary additives. They aim to use as many local, seasonal and fresh ingredients in everything they make and use flour milled in Yorkshire, local free-range eggs and lots of care.

Seasonal vegetables are sourced locally, including rhubarb from Wakefield's very own 'Rhubarb Triangle'. 90% of sales are generated from truly, local food, and more than 75% of everything sold is produced or prepared on-site. Blacker Hall has a dedicated expert sourcing less well known fine wines that deliver great taste and best value for their Wine Loft.





Yorkshire TV Chef, Stephanie Moon is engaged as a Development Consultant – creating new products from the local and fresh produce that's available to buy at The Farm Shop. These new products feature on the Deli, Shop Floor or Butchery, but they ensure that customers are always treated to something new to try, that's easy to prepare and great quality.

To have developed such a business clearly has involved lots of hard work, trials and tribulations to end up with such a successful enterprise. The catalyst appears to be when Cheryl met Ed at a Raps organised 'Counter Revolution' at Dunblane Hydro. Cheryl is the daughter of Forres butcher Graham Murdoch and at a young age she worked with Dalziels and Raps, getting involved in demonstrations, the Institute of Meat and the Worshipful Company of Butchers. Through that she secured a placement at the Savoy in London working with their head butcher Neil Watt (subsequently of Montrose).

With that swiftly gathered experience, Cheryl was keen that farmers realised that they were producing food. She explained that although she had a great belief in added value products it was the quality of the meat that was of paramount importance:-

"They were all saying the same thing - 'the quality of the meat is variable' so when I met Ed and eventually met his family I just thought 'here are farmers who really understand that they are producing food. We go for consistency right through from the farm and the local farms that we use. We really work on the breeds and cross breeding of the beef cattle. We are using native breeds crossed on a continental bull for conformity and taste. 60% of all the beef that we sell is our own, all the pork is our own and my dad still supplies us with good Scottish Black Pudding and Haggis. Other than that and things like duck breast, everything is local."





Ed and Mary, his sister, both did the same course in Agriculture Business Management at Newcastle University. There was only one farm but because they cared about it so much and it was Ed's dad, John's dream to sell the meat from the family farm direct to the customers the farm shop was the logical next step. Ed takes up the story:-

"Fifteen years ago there weren't any other farm shops here. We were not as much pioneers, we just luckily stumbled in. At the time the market was very very forgiving and it wasn't as hard to make it pay in those days.



"We wondered 'would people come here enough if we were just selling meat. Would we get the frequency of visit? We decided to open a bakery as well so that we had interest and freshness in the offering. Looking back that was a lucky move because once we got the bakery open that provided the natural progression into all the other things. Once you having cooking facilities, you can naturally branch into other things.

"Meat still accounts for 54% of our sales so it can be described as the backbone of the shop. The other things do attract customers here, but if you go for the farm shop thing, you have to go for the very top quality because, if you don't do that, you are in a very dangerous place. "

The Garthwaites employ over 120 in a big team that attempts to capture many different shoppers, with different budgets. They operate a rewards scheme (through LCCS Lakeland Computer Systems) with over 20000 customers but it is more about loyalty and return visits. They have bespoke software to manage information and use it as a marketing tool that allows them to search and segment. Cheryl continued:-

"We have a reactivation strategy to bring back customers who maybe haven't shopped with us in six months. If they spend £10 in the shop we offer them a choice of two chicken fillets free, cakes or something like that. We can monitor that and create a voucher for anyone who has followed that redemption strategy it will then generate a voucher for them to come back for another saving because we want to get them into a habit. Email is cheap, it takes time but it works."

Blacker Hall Farm Shop attracts customers who expect consistent quality. They also want the added experience of the expertise; that person to connect with, someone who really knows what they are talking about. They have coupled that with provenance and present it like a retailer.

The Garthwaite philosophy is that in the long term you attract the customers that you actually deserve. As a great one stop shop, it is clear that Blacker Hall will be there for the long term.



Golfers Diary Date

This year the SFMTA Golf Day will be at Drumpellier Golf Club on Wednesday 3rd June. Cost £45 including meals and prizes. More details in April Newsletter.

Apprenticeship target well on course

78 per cent of annual 25,000 target of new starts already in place.

New figures show that Scotland is well on course to exceed its annual target of 25,000 new Modern Apprenticeships (MAs) this year.

By the end of the third quarter of 2014/15 there were 19,517 MA starts, around 78% of the annual target. This is a 2% increase on 19,124 at the same point last year.

The figures released by Skills Development Scotland also show that 53% of starts were aged 16 to 19, slightly higher than at the same point last year and that the majority of starts (65%) were at level three or above, two percentage points higher than the same time period last year.

Cabinet Secretary for Fair Work, Skills and Training Roseanna Cunningham said:

"The Scottish Government remains committed to our Modern Apprenticeship programme and today's figures are evidence that we are creating more opportunities each year, strongly suggesting that our annual target of 25,000 will again be exceeded.

"In the last four years we have created almost 100,000 new opportunities and by 2020 will create 30,000 new MAs each year. However, for that to happen, and for us to continue to support more young women and men into jobs, we need to keep encouraging more

employers to consider taking a young person on in an MA position.

"Apprenticeships are a key part of action to address youth unemployment and we are currently implementing the recommendations from the Commission for Developing Scotland's Young Workforce. This will see closer working between business, colleges and local authorities to help grow the economy and ensure our young people are ready for work when the time comes."

Skills Development Scotland Chief Executive, Damien Yeates added:

"Modern Apprenticeships continue to benefit young people, businesses and local economies, are demand-led and reflect the needs of the economy.

"Employers see the real benefits of investing in training both by taking on Modern Apprentices and by giving existing staff Modern Apprenticeship opportunities.

"We are working with partners in industry, local authorities and education to develop the apprenticeship offer to include Foundation Apprenticeships in schools."

Butchers urged to support livestock marts

Lawrie & Symington boost numbers at Forfar

As reported last month Lawrie & Symington Limited have teamed up with NFU Scotland and the Scottish Federation of Meat Traders Association to set up a means of getting more cattle to Forfar Mart for butchers to purchase quality prime cattle on a weekly basis. From the start of March, they will have two local haulage companies collecting the stock from farmers in the surrounding areas. Lawrie & Symington recognise that, due to work commitments, farmers can't always attend the market but with their experience they hope to solve that problem.

Lorries leave Forfar Mart every Wednesday taking prime cattle to all the main abattoirs – Dunblane, Shotts, Paisley and Wishaw – so the butchers will have no concerns about getting their cattle being killed. Butchers are looking for the top quality prime cattle and Lawrie & Symington would like to be able to offer them this regularly on a Wednesday at Forfar Market.

Willie Paterson, Manager/ Auctioneer for Lawrie & Symington said "We hope to have a good show of cattle for our Wednesday sales which commence at 11 o'clock. I would welcome and encourage any new butcher buyers. If they need a helping hand we will be only too pleased to assist."

Contact: Willie Paterson Tel: 07774889791

30th JUNE & 1st JULY

STONELEIGH PARK

meatup

THE MEETING PLACE FOR THE UK MEAT INDUSTRY

30th June & 1st July 2015

Save the date!

For the **BIGGEST** event in the meat industry calendar

Visit:

Find a wide range of exhibitors such as meat wholesalers, equipment and machinery suppliers, ingredients, packaging, butchers sundries etc, all on-hand under one roof. Make new contacts and network too!



To find out more about visiting call Emma Cash on +44(0)1908 613323, email emma.c@yandellmedia.com or visit meatup.co.uk

Exhibit:

All the visitors through the door at Meatup are there to do business with you! Don't gamble with your budget – book your stand at the show that delivers.



Meatup combines uniquely with the 2015 Meat Management Awards Dinner taking place on 30th June.

To find out more about exhibiting call Julie Bircher on +44(0)1928 740579, email julie.b@yandellmedia.com or visit meatup.co.uk

www.meatup.co.uk

Scottish Federation members are being urged to get the 30th June and 1st July in their diaries as that's when Meatup 2015 will be taking place.

In addition to seeing new ideas for products, the latest technologies available and networking with the trade visitors will be able to attend a range of free seminars across a huge variety of topics.

A brand new free seminar programme is set to add a vibrant atmosphere at the 2015 Meatup, which for the first time co-locates with the Food Science & Technology Show.



Get talking and join in the debates planned for Meatup 2015

A significant rise in exhibition stand bookings has also been reported over the past month, as the countdown to the UK's premier show, dedicated to the meat industry begins.

Sales manager, Julie Bircher said: "We have had a surge in stand bookings following the Christmas and New Year break. The move to Stoneleigh Park at the National Agriculture Exhibition Centre has proven popular offering businesses a value-for-money, easy to access venue and the additional seminar programme will attract a substantial footfall of quality visitors for our exhibitors.

"Not only are we seeing companies rebooking from last time, but there are new exhibitors booking space for the 2015 event and committing to the new Food Science and Technology Show too."

Dave Mason of wholesalers, Towers Thompson has recently signed up and said: "We are looking forward to displaying our premium product range at Meatup 2015 and speaking with existing and potential customers and suppliers."

A1 Bacon will be there, together with Tasty Trotters alongside butchers sundries supplier McDonnells, ingredients people Middleton Foods, Potts Partnership and Scobie & Junor, plus many more for the independent trade.

Details about the seminar programme will be revealed in the March issue of Meat Management magazine and later in the month all timings will be available at the show website: www.meatup.co.uk Seminars of particular interest to independent retailers include:

- **Is the Food Standards Agency content to fiddle with meat industry while Rome burns?**
Meat industry lawyer Jamie Foster discusses whether the FSA's approach has made consumers safer and healthier or whether over regulation is sucking the life out of a great British success story.
- **Why should we eat meat?**
- **Why should food businesses bother about ethics?**
Professor Ralph Early, Head of Food Science at Harper Adams University puts across a robust case.
- **How can you protect your business against food fraud?**
How another horse gate need never happen again.
- **I know I can guarantee the integrity of the meat I sell – can you?**
Independent Retailer – Alan Odling explains how.
- **Food Safety Data: Fabrication vs Automation....for the busy independent retailer**
How to use digital technology to gather data rather than rely on pen and paper trials.

Other topics in the programme will include presentations on packaging, marketing, energy management, the future of product development, new product developments using turkey, averting another crisis in the food industry and much, much more.

Pre-registration for the show will open online now visit www.meatup.co.uk for more information.

NFUS Annual Meeting

St Andrews, Monday 9th February 2015

This was an AGM where it was time for change. Nigel Miller demitted office after serving a three year term. The AGM was an opportunity to listen to the key policy-makers and political figures. Topics included seeing ways for new CAP to bed in, the vision for land reform and the outcome of the independence referendum and Smith Commission in the Scotland Bill.

George Eustice, MP for the Cornish constituency of Camborne and Redruth since 2010. Coming from a farming family he was elected Parliamentary Under Secretary of State for Farming, Food and Marine Environment in 2013.

The minister stressed that UK is very interested in opening up meat exports, pork to China and beef to USA. As always the farming industry had experienced short term turbulence, livestock farmers had problem last summer to make money on the store cattle that they had bought. He was pleased that this situation had resolved itself.

Country of origin labelling supporting poultry, lamb and pork could do better with dairy products especially Irish milk made into butter. Long term prospects look good and Scotland is placed to do exceedingly well in the export market.

The retiring NFUS milk chairman commented that we are importing more than half the cheese we consume. He described labels as a joke and was critical of British and Irish product being intermingled. Surely controls can be tightened and we can have Scottish shelves on supermarkets. Why not use some of the export fund to promote our own product in our own country?

The minister agreed that import substitution was important but he was challenged from the floor again about inability to compete in EU. He said that it was about opening up markets to allow resilience. He highlighted the value of fifth quarter exports to China.

Charlie Adam, NFUS Livestock Convenor raised the Irish success in getting into US market and was concerned about lowering standards to allow US Beef to come in the other direction to make the trade deal work. The minister assured that there would be no watering down of food standards.

Further comment from the floor stressed the need to concentrate on the home market. The minister outlined the support through public sector procurement.

Rural Affairs Secretary calls on retailers and consumers to put local food first.

Supermarkets are being challenged to play their part in making sure that more Scottish products are among the top sellers in our stores by 2020 by Rural Affairs Secretary Richard Lochhead.

Mr Lochhead also set out three key actions to encourage everyone in Scotland to look for local food and ensure more local produce is on offer in Scotland. Speaking at the NFUS AGM, Mr Lochhead confirmed:

- Half a million pounds over three years to help Scottish producers put their products to retailers and catering companies as part of a new UK market development programme launching in March.
- He will meet supermarket leaders shortly to agree steps to transform their approach to local sourcing in 2015 and ensure Scottish products are the top sellers in Scottish stores.
- A marketing campaign to promote local and in season food, will be launched.

"Here in Scotland we produce some of the very best food and drink, with excellent national and local delicacies enjoyed by many. But all too often they are not stocked in Scotland. I will be in talks with retailers to agree steps they will take to transform their approach to local sourcing in 2015.

"But 2015 should just be a start. Let me lay down a clear challenge to our retailers today. I want them to do some soul searching and think about whether there is more they should be doing to back the Scottish economy and secure food production in this country.

"My challenge is this: let's set ourselves a target of five years and make sure that by then, for items made in Scotland, Scottish products should dominate our shelves."

Allan Bowie Elected President of NFU Scotland

Fife farmer Allan Bowie has been elected the 61st President of NFU Scotland. Mr Bowie takes over one of the top jobs in Scottish agriculture from Borders farmer Nigel Miller, who steps down having served for four years. Rob Livesey and Andrew McCornick take Vice Presidential spots.

A vote, taken at the Union's AGM in St Andrews, Allan secured the Presidential spot, against fellow contestants Andrew Moir and Rob Livesey.

Mr Livesey, from the Borders, and Dumfriesshire farmer Andrew McCornick were successfully elected as Vice Presidents of the Union. The unsuccessful Vice Presidential candidates were Andrew Moir from Kincardineshire; Kelvin Pate from Lothian & Borders and John Smith from Kintyre.



After the election, NFU Scotland's new President Allan Bowie commented:

"I am very pleased to be elected into the post of President. It will be a huge task to follow Nigel Miller, but also a huge privilege. I appreciate all the support from the council and members, and going forward it is certainly going to remain challenging.

"I look forward to representing members on all sectors and scales. In his final address to council, Nigel eluded to the unfinished business that we have around CAP implementation, land and tenancy reform and new powers for Scotland. The work that Nigel has so ably started, means that I, and the new Vice Presidents, will need to hit the ground running.

"I want to thank sincerely my fellow candidates for their company and the last few weeks of hustings have been a whirlwind. It was a privilege and pleasure to tour the country with them, speaking to members across all our regions. This is one aspect that we've always got to concentrate on – continuing to listen and speak to members.

"The challenges won't go away, and, on behalf of the new Presidential team, I promise we will do all within our power to get the best deal possible for Scottish agriculture in all our commodities and across every region of the country."

President **Allan Bowie**, The Haining, Strathkinness High Road, St Andrews: Allan is married with two sons and a daughter. He farms in North East Fife and Clackmannanshire with Christine and son Callum, majoring on growing cereals. The area farmed extends to about 850 acres on contract farming agreements. In addition, the business grazes a number of suckled calves. He was chairman of the North East Fife branch and served two years as chairman for East Central region. Allan has been Vice President since February 2009.

Vice President **Rob Livesey**, Firth, Catshawhill, Melrose: Rob is married with two sons. He farms Firth Farm near Lilliesleaf in the Scottish Borders with 1,100 mules ewes, 80 Salers cows and 125 acres of cereals. The Firth is a tenanted farm of 600 acres and a further 200 acres is rented nearby. Rob has been a Vice President for the last two years, and was Livestock Committee Chairman for four years before that. He is also a past President of the Selkirk branch. Prior to taking the tenancy of the Firth, Rob managed a large estate in south Ayrshire for seven years after leaving the family farm at Bonchester Bridge.

Vice President **Andrew McCornick**, Barnbuckle, Lochfoot, Dumfries: Andrew, who is married with three sons and a daughter, was born and brought up on a dairy farm in Wigtown. Andrew and wife Janice farm their 230+ ha unit with 160 suckler cows and 600 breeding ewes with a small herd of pedigree Charolais cattle. For as long as Andrew can remember, he has been a member of the Union, and got more involved when the consultation for Nithsdale NVZ came out. From there he went onto become vice chairman of the Dumfries branch, and then onto his current role of Regional Board Chairman for Dumfries and Galloway. He also sits on the LFASS committee.

Posthumous Honour for Top Agricultural Journalist

NFU Scotland's prestigious Ambassador Award has been presented posthumously to popular and talented agricultural journalist Joe Watson, who died suddenly at the age of 43 in March 2014.

Established by the Union in 2009 and supported by NFU Mutual, the Ambassador award was set up to recognise those individuals who, through their own efforts, have played an influential role in communicating the work, challenges and the value of Scottish farming and food to a wider audience.

The award was presented at the Union's annual dinner, held in St Andrews on Monday, 9 February in front of 500 guests and delegates. It was accepted by Joe's mother, Mirren; his brothers Fraser and Murdo, Murdo's partner Tracey and Joe's nephew and niece, Joe jnr and Amy.

NFUS and NFU Mutual wanted to jointly recognise the enormous contribution and effort made by Joe in covering agricultural and food issues in the Press and Journal newspaper and his work as an ambassador for the North East, Scotland and the UK.

At the age of 26, Joe was appointed agricultural editor of the Press and Journal, growing into an award-winning writer and a driving force in agricultural journalism. He built his reputation on accurate and incisive reporting and was never afraid to tackle controversial issues or ask awkward questions to get to the bottom of matters. A past chairman of the British Guild of Agricultural Journalists, and its representative on the International Guild, Joe won the regional agricultural editor of the year award on several occasions.

In presenting the award, Vice President Allan Bowie said:

"Joe's death shocked and saddened the farming community but it is fitting that, as a Union, we celebrate and mark Joe's massive contribution to Scottish food and farming. He achieved an enormous amount but in too short a space of time. It is extremely special that we can share our celebration and this award with Joe's family.

"Joe had a drive and passion for his work that was unparalleled, covering hundreds of miles every week to ensure his readers had the very



best and latest information. He had an encyclopaedic knowledge of agricultural and food issues and all their complexities. His work was highly regarded as providing a balanced and informed view and was appreciated in the Press and Journal by both the farming community and the wider readership.

"More than that, he was an ambassador for Scottish and British agricultural journalism. A past chairman of the British Guild, one of Joe's finest achievements was in encouraging the International Guild to hold its annual congress in the North East – the first time in more than 40 years that the event had been held in Scotland.

"Last autumn, many journalists from around the globe converged on Aberdeen to enjoy a programme of farming and food events pulled together under Joe's watch – an event he sadly did not live to see.

"By recognising how highly valued Joe's life and work was, and sharing that with his family, we hope this award goes some way to recognising the deep respect that NFU Scotland and the farming community had for Joe."

Joe's brother, Steven, accepted the tribute and he thanked NFUS for recognising Joe's hard work and dedication to all aspects of the agriculture industry in Scotland.

"Accepting this award makes me immensely proud of the skills for the journalist he was, but reminds me of the loss we feel daily as we have all lost a true giant. My family and your industry miss him greatly but we are comforted by the high regard that he continues to be held in."

The NFU Scotland/NFU Mutual Ambassador Award recognises those who have excelled at representing the nation's agricultural and food industries. Past winners included Ken Rundle, Dan Buglass (posthumous), Lady Claire MacDonald, David Leggat, John Cameron and Ian Duncan Millar.

IFA says 29% of pork items were wrongly sold as Irish

Almost one-third of pigmeat sold as Irish was found not to be so when its DNA was tested in a programme run by the Irish Farmers' Association (IFA).

The association bought products such as back rashers, loin chops, back bacon and ham fillets in independent butcher shops and supermarkets in Wexford, Galway, Cork and Cavan in December.

Before purchasing, the butcher was asked if the product was Irish and in all cases the customer was told that it was Irish. However, when 91 products were tested, 29% had DNA that did not come from the Irish boar database. This database was set up by the IFA as a type of pig paternity test and contains the DNA of every Irish boar serving sows in the State.

Of the 26 non-Irish products, 25 were sold by independent butcher shops and the other product was bought in a supermarket. IFA pigs and pigmeat committee chairman Pat O'Flaherty said these findings highlighted a very serious issue and showed customers were still being misled about the provenance of pig meat products.

"IFA introduced their DNA certified pigmeat traceability programme to stop the blatant misleading of consumers," he said. "In every store we asked the same question 'is this Irish?' and not one butcher admitted that the products were imported."

The IFA has not named the outlets that sold imported pigmeat products as Irish. Mr O'Flaherty said the organisation was meeting with these butchers in an effort to increase transparency and to encourage them to stock Irish produce. New samples will be taken from the shops after a certain period to see if products being sold as Irish are, in fact, produced in this country.

Mr O'Flaherty said the IFA wanted to support local businesses. "We appreciate that the local butcher is under pressure," he said. "However, that is not an excuse to mislead the consumer on the origin of their meat."

DNA testing campaign as 'sinister' and 'unhelpful'

The IFA's pigmeat DNA testing campaign has been slammed as both 'sinister' and 'unhelpful' by the Associated Craft Butchers of Ireland Chief Executive (ACBI), John Hickey.

The testing itself, which showed that nearly one-third of pigmeat samples tested in butcher shops around the country were not Irish, was also questioned by Hickey.

According to Hickey the ACBI have a certification process in place which validates butcher shops and is independently audited. "I don't know which butchers are involved at the outset, I find the whole case sinister and unhelpful. Craft butchers don't import product."

Furthermore, he said, there is no legal obligation to display the country of origin in Ireland. However, he cited impending EU legislation which comes into force on April 1 which will require country of origin information to be displayed on all food products and said he welcomed this.

"The IFA has selected us as a target, because we are an easy target. If the IFA was doing its job it would ensure that pigmeat was produced cost efficiently and to a proper standard in terms of quality and consistency. If that was the case there would be no need for pigmeat imports," he said.

Hickey said if farm organisations in other countries were taking the same stance we would not be able to export our product. Hickey also said that he had serious reservations surrounding the IFA testing process itself.

He said there was no reference samples left with the business in question and also said there was no way of guaranteeing that the National pig database was 100% accurate. Hickey said that IFA's campaign was a 'cheap shot' against butchers many of whom are pig producers and IFA members. "A name and shame policy in an open market place, by an organisation with no statutory authority, is highly questionable," he said.

Scottish Calf Registrations Grow and Native Breeds Increase

British Cattle Movement Service data reveals that cattle production performance in Scotland improved last year, according to Stuart Ashworth, Head of Economics Services with Quality Meat Scotland (QMS).

Over the whole of 2014, the number of calves registered in Scotland increased by 1.3% with the number of on-farm losses of calves under one year old down by 10% in 2014 compared to 2013. This, said Mr Ashworth, should help to boost beef supplies going forward.

"The detail of the BCMS data shows us that most of this growth in calf numbers came in the second half of the year. This may be a consequence of farmers moving towards autumn calving as a result of cow condition in summer 2013," said Mr Ashworth.

Across GB as a whole, calf registrations in 2014 increased by 1.7% with most of the growth occurring in the second half of the year.

"Scotland's calf registrations are dominated by calves from beef breed cattle, with 80% of registrations being beef-sired calves compared to 62% in England and Wales," observed Mr Ashworth.

"When recognition is given to the fact that some of these beef-sired calves come from the dairy herd, then calves sourced from the beef herd make up almost three quarters of calf registrations in Scotland compared to less than 50% in England and Wales."

When you factor in that fewer dairy-sired male calves were registered across Scotland and GB during 2014, beef calves made up a slightly greater proportion of total calf registrations.

"Although calf registrations have increased during 2014 it will be 18 months or more before these animals reach abattoirs.

"More immediately, the supply of 18 to 24 month old cattle remains under pressure in the wake of the decline in calf registrations in 2013 and the higher mortality rates that year as a result of poor weather conditions.

"The decline in dairy-sired male calves will also mean that there will be a reduction in dairy bulls aged under 16 months in the supply chain at the same time as two-year-old steer numbers are under pressure."

Native breeds continue to gain in importance in terms of the numbers of calves registered and now account for 23% of all Scottish calf registrations. This has increased from 20% five years ago, and across GB as a whole native breeds account for 21% of calf registrations compared to 18% five years ago.

"The single most important native breed remains the Aberdeen Angus which accounts for 16% of all Scottish calf registrations," stated Mr Ashworth.

"This puts the Angus as fourth most important breed in Scotland after Limousin, Holstein Friesians and Charolais. Add in the Simmental and these five breeds account for more than 85% of all Scottish calf registrations."

Look for local

Action to help Scots, in this Year of Food and Drink, to enjoy the delights of local food.

"This will encourage us all to look for local. There a nation-wide marketing campaign starting this Spring to encourage consumers to eat local, in season food. Scottish Government is also allocating £500,000 to help Scottish producers access retailers and caterers in the Scottish and UK markets.

Cabinet Secretary Richard Lochhead has said:- "Our Look for Local campaign needs all our voices. We should shout from the rooftops about our great produce and expect all parts of the supply chain to do the same. These steps, taken together can and will take local food to the next level."

Allergen Notice

Enclosed with this newsletter is a point of sale notice that alerts customers to ask staff if they have an allergen or food intolerance. We hope that you find this useful. An Excel spreadsheet is also available to members to allow them to record which products contain allergens. If you are selling direct to the public there is no mandatory requirement to label allergens though it would be good practice.

Meet the Dalesman's Spice Girls



The Dalesman Group has invested £750,000 in an extension of its Bradford headquarters, including a new pilot plant and development kitchen.

At the beginning of February, SFMTA's Douglas Scott accepted The Dalesman Group's open invitation to customers and interested parties to tour their new facility in Bradford.

A previous tour of The Dalesman Group's blending facilities had already made a lasting impression but the addition of this Development Suite is simply stunning.



The 3,000sq ft extension, which also includes a presentation room, IT facility, boardroom and meeting rooms, will allow it to work more closely with its customers to develop bespoke products.

Around 75% of the company's business comes from its bespoke ingredients lines, but Group Operations Executive Jill Bartlett said there was potential to further expand business using the new resource.



Last year Dalesman boosted its technical team to 11, by recruiting two new trainees. The Development Suite's aim is to deliver manufacturing excellence through product quality and innovation. Jill takes up the story:-

"We had outgrown our existing facility and, instead of just a new product development (NPD) kitchen, we wanted to make it a comprehensive development suite, including the pilot plant's facilities, so that we can work with processors and butchers to trial products," she said. "It has been a huge investment in the business and has been our focus for the year."

The pilot plant has been kitted out with processing equipment to simulate small-scale production operations, which Bartlett said would allow small producers to mock-up a processing line and develop flavours and functions that suited the needs of their business.



"If customers want something unique, we will work with them to create that. We offer low minimum order quantities and have a technical team to support that all the way through from NPD to QA (quality assurance) specification," she said.

Working in partnership at the new facility will bring its customers' bespoke products to market more quickly by slashing the time taken to develop new ideas.

"We want to find out what our customers want, and then work with them to achieve their goals," Bartlett said.

The suite can be used for blue sky thinking, matching work, bespoke development working in conjunction with a butcher, baker or processor. It can be used to redesign an existing product where an additive, salt level or cost reduction is required. Some customers will use it for benchmarking or just examining what else is happening with the competition in the market place. Jill added:-

"Customers are looking for twists on new ideas and we have an innovation forum engaging the NPD team that is working up to eighteen months in advance. The innovation forum is a diverse group involving the sales force, production, NPD and marketing.

"This is where all the ideas are generated, then we use a critical path to look at what we should do, what we should prioritise, what is feasible and what will we take to the next stage. Once we identify a good idea, or new flavour concept we work out whether to apply this to a sausage, a pie, a glaze or a burger then trial across a variety of proteins. The work of the Dalesman suite is truly research and development."

Development can be exciting but also disappointing when not successful. New products are monitored for success through repeat sales. Some products have limited life span - such as World Cup products.

'Glasgow is hot' says Dalesman's group operations executive Jill Bartlett. "Chilli is definitely a big trend from 2014 going into 2015. It is popular everywhere but Glasgow leads the way in terms of heat. Look at the success of Nandos, now it is hot, hotter and hottest."

Looking forward to the remainder of 2015 Dalesman sees influences emanating from Korea and Japan including Asian Fusion. Cuisines to watch will be American, Middle Eastern and Mexican. Old favourites from Britain, Spain and France are capable of refreshment while bubbling underneath is possibly Peruvian and Korean tasted.



Influences from the USA include pulled meat, regional BBQ and nostalgic American comfort foods including burgers and hotdogs. Ideas for innovation may come from Buffalo Chilli, region specific BBQ flavours e.g. Hickory, Texan, Memphis and Gourmet Hotdogs or Poshdogs as they are now being referred to.

Chefs worldwide are drawing inspiration from the region's of the Middle East with its rich larder of ingredients, techniques and complex culinary influences. Scope for innovation lie with flavour blends such as Harissa, Middle Eastern spice blends e.g. Zaatar, Banarat and Ras el hanout.

Tex Mex which originated from Northern Mexico is one of the fastest growing retail cuisines in the UK. The growth is predicted to continue. Typically flavours are colourful and vibrant and are perfectly balanced and complex. Ideas for innovation include Jalapeño and lime, Fajita and Chipotle Chilli.

Korean food is gathering momentum. Signature Korean flavours are popping up on many menus both Asian and Western. Dalesman claim that these ingredients bring a new flavour dimension to the western palate. Innovation may come in the shape of Korean BBQ key flavours- sesame, chilli, soy and garlic

The Dalesman' Spring/Summer 'Flavour Kaleidoscope' range has just launched and includes significant gastronomic offerings. Ask your local Dalesman Account Manager for more details and a copy of the Flavour Kaleidoscope booklet.

Alternatively contact Tel: 0191 259 6363 or to see what's new visit their website www.thedalesmangroup.co.uk



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Members Meetings

Round table discussion nights as held in previous years.



Date	Venue
Monday 9 th March	Mackays Hotel, Wick
Monday 16 th March	Orkney Hotel, Kirkwall

Look out for VAT number scam letter

The scam: - VAT Data Control letter – very official looking with an office in Hamburg. Asks for your VAT details then bills you for £790 yearly fee – it has been reported to Trading Standards. Very many SFMTA members appear to have already received such a letter and successfully binned it!

On 20th February Orkney Islands Council's Trading Standards team issued a warning to local businesses about a scam that is currently doing the rounds.

The team has had reports of businesses receiving a letter headed "UK – DATA CONTROL – Missing information about your VAT Registration Number" with 'Scotland Business' prominently stated at the top of the first page.

The letter says that the sender is looking to update VAT Registration Numbers. However what the scammers are actually trying to do is get the business to sign up to paying £790 per year for 3 years inclusion on the UK-Data Control portal. Inclusion on this portal is likely to derive absolutely no benefit to the local business.

Trading Standards Manager Gary Foubister said: "We are concerned that local businesses may consider the letter to be an official communication and will sign and return the form leading to demands for payment. Several local businesses are already listed on the trader's website, www.data-control.net, so we anticipate that all those businesses will have received the letter and we hope that no local business is persuaded to pay money under false pretences. We are contacting all local businesses on the portal to ascertain the extent of any payment demands."

Businesses should be aware that there is no obligation on them to provide any information to the company and entries do not have to appear on the company's website or portal.



Entry information is at www.britishpieawards.co.uk/ ENTRIES CLOSE 3rd APRIL

SALSA Food Labelling Workshop

SALSA is launching a series of Food Labelling training workshops to guide small producers through the new FIR Regulations brought in to offer better information and protection for the consumer.

These one-day interactive workshops will be held throughout 2015 at different venues across the UK and are designed to provide participants with the training to develop, check and authorise their own food labels compliant with the new FIR Regulations. Participants are encouraged to bring their own labels and product information for discussion and feedback, in support of their Company's label development. Course includes QUID, Allergens and Nutrition labelling)



The Scottish workshop will be held on Wednesday 14th October at Royal Highland Centre, Ingliston, Edinburgh EH28 8NB

Livestock Prices

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

BEEF PRICES	W/E 14/02/15	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	372.9 p/kg	374.8 p/kg	380.5 p/kg
Heifers dwt	373.0 p/kg	374.4 p/kg	379.4 p/kg
Young Bulls dwt	330.9 p/kg	344.3 p/kg	332.2 p/kg
Numbers			
Steers	3788	3976	3845
Heifers	2895	2629	2917
Young Bulls	367	373	326
BEEF PRICES			
W/E 11/02/15			
Previous week			
Previous year			
Scottish Auctions			
Steers lwt	207.69 p/kg	210.38 p/kg	208.95 p/kg
Heifers lwt	208.76 p/kg	206.84 p/kg	205.47 p/kg
Young bulls lwt	170.89 p/kg	174.22 p/kg	151.66 p/kg
Numbers			
Steers	189	139	192
Heifers	254	257	294
Young bulls	26	18	38

Deadweight cattle week ending 14th February 2015								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	378.4	378.7	377.5	380.2	380.7	379.2	376.3	378.6
R	372.2	374.7	374.6	373.1	374.7	373.1	356.0	366.1
O+	364.5	367.2	364.9	361.4	366.1	359.8	330.6	308.0
-O	342.1	344.8	332.0	327.0	320.4	317.0	316.9	308.0

FOR SALE:- Italian marble on stand, Vector 612 Food Slicer, Mettler Toledo UC3 touch screen retail weighing scale. Two x 2 metres refrigerated display cases with storage underneath, Berkel automatic slicer, Mainca bacon slicer, Electronic scales and other butchers shop equipment. Contact John Mackay on 01360 621 992 or Mobile 07854683101

FOR SALE: – 4ft Multideck with 4 shelves and base. 5yrs old recently serviced, runs perfect very clean and tidy, offers please. Contact Andrew Kirk Tel: 01592 891364

FOR SALE: Bertrams Quality Butchers, 13 Bank Street, KIRRIEMUIR, **DD8 4BE**
Applied Agent is J & E Sheppard, Dundee Tel: 01382 878005

FOR SALE – : Polyclip auto clipper suitable for puddings and all portion products. Can be seen running. Used daily. Excellent condition. £10,000 plus VAT. Simon Howie, Perth Tel: 01764 684332 or 07971 277272

FOR SALE ITEMS

SFMTA would like to inform members that in future For Sale and Wanted items will only be carried in the newsletter for three months. If they don't sell in that time frame it is unlikely that they will ever sell to SFMTA members.

SHEEP PRICES	W/E 11/02/15	Previous week	Previous year
Scottish Auctions			
Old Season SQQ lwt	191.95 p/kg	190.92 p/kg	199.98 p/kg
Ewes lwt	£71.27 /hd	£72.44 /hd	£57.05 /hd
Sheep numbers			
Scottish Auctions			
Old Season SQQ	14437	10403	14246
Ewes	4984	3441	5643

SHEEP PRICES	W/E 14/02/15	Previous week	Previous year
GB Abattoirs			
Lambs & Hogs SQQ dwt	424.4 p/kg	411.2 p/kg	412.0 p/kg
Deadweight sheep week ending 14th February 2015 p/kg			
	U	440.8	438.9
	R	429.8	429.9
	O	411.8	410.9

PIG PRICES	W/E 14/02/15	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	135.06 p/kg	137.72 p/kg	n/a

GB deadweight pigs ending 14th February 2015 - p/kg					
	Method 1 and 2	Change		Method 1 and 2	Change
	p/kg dwt			p/kg dwt	
Up to 59.9 kg	117.23	-0.48	80.0 – 89.9 kg	135.84	-3.04
60.0 – 69.9 kg	134.99	-1.87	90 kg and over	132.56	-2.07
70-0 – 79.9 kg	135.65	-2.87			

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

Businesses For Sale

FOR SALE – Butchers in Stirling. Well fitted unit on main shopping street. Rented premises, offers in region of £80,000. Tel: 01786 459144

FOR SALE: Long established butchers business for sale in Paisley. Fully fitted front shop with walk in chill included. Back shop for 5 people and usual machinery. Also a separate large chill (18 sides) and walk in freezer. Good retail sales with an extensive wholesale and catering trade. This business can be increased but time to retire – offers at a good price. Tel: Gordon 07868373051 or Graham on 0141 889 2606

FOR SALE Dalbeattie Fine Foods for Sale or Lease

Freehold butchers shop with 3 bedroom flat. Front shop fully refurbished within last 3 years, plus excellent new and updated machinery. Retail, wholesale and online sales, with strong growth potential. Multiple award winning product recipes included in sale. Opportunity arising due to change in personal circumstances of current owner. For more information contact Alan Elliot on 01556 610349.

SHOP FOR LEASE: A shop in Glasgow area is available to lease. Turnover £276K per annum current rent is £18k per annum however this will be negotiable. Please contact Campbell Galbraith Tel: 0141 638 1053

FOR SALE - Contents of butchers shop: counters, three Avery scales, Hobart tenderiser, safe, tables etc. etc. Owner has retired. Contact Alan Bauld - Tel: 01383 510653 or 511917

UK Beef prices strongest in Europe

GB and NI are ranked first and second in the latest EU deadweight cattle price league table for the week ending 8 February 2015. The strengthening in the value of R3 grade heifers in the UK and NI has been driven by a weakening of the euro against sterling.

The EU cattle price league table provides a useful summary of developments in farmgate prices across key EU markets. EU countries are ranked in terms of their R3 heifer price which provides an indicator of the trade across the EU.

The R3 heifer price in GB in the week ending 8 February 2015 was the equivalent of 488.5c/kg, up 16.5c/kg from the 472c/kg paid for R3 grade heifers in the week ending 11 January 2015. This has widened the differential between R3 heifer prices in GB and the EU from 77.2c/kg in the week ending 11 January 2015 to 88.4c/kg in the week ending 8 February 2015. In monetary terms this is the equivalent of €283 on a 320kg carcasse.

In NI the R3 heifer price was the equivalent of 478.5c/kg in the week ending 8 February 2015, an increase of 15.4c/kg from the 463c/kg paid for R3 heifers in the week ending 11 January 2015. This puts it 78.4c/kg higher than the EU average price of 400.1c/kg. This is the equivalent of €251 on a 320kg carcasse.

In recent weeks deadweight cattle prices in ROI have been improving steadily in euro terms with an R3 heifer price of 417.7c/kg in the week ending 8 February 2015. This is an increase of 17.9c/kg from the four weeks previous when it was 399.8c/kg. This increase has moved it up two places in the league table from fifth position to third position in the week ending 08 February 2015.

The R3 heifer price in ROI in the week ending 8 February was 17.6c/kg higher than the EU average price or €56 on a 320kg carcasse. While the R3 heifer price in ROI was higher than the EU average price it remains markedly behind the equivalent prices in NI and GB. **The differential in R3 heifer prices between ROI and NI was 60.8c/kg in the week ending 8 February 2015 which is the equivalent of €195 on a 320kg carcasse.**

EU Deadweight Cattle Prices - Heifers R3 Equivalent (€ Cents)					
Position last Mth	Position this Mth	Country	Price last Mth (w/e 11.01.15)	Price this Mth (w/e 08.02.15)	Change on Mth (cents)
1	1	Great Britain	472.0	488.5	+16.5
2	2	Northern Ireland	463.0	478.5	+15.4
5	3	Ireland	399.8	417.7	+17.9
3	4	Italy	430.8	406.1	-24.7
8	5	Sweden	370.5	405.9	+35.5
4	6	France	403.0	399.0	-4.0
7	7	Spain	393.8	398.3	+4.5
6	8	Luxembourg	397.7	392.4	-5.3
9	9	Germany	365.5	374.7	+9.2
10	10	Austria	357.3	358.8	+1.6
11	11	Denmark	352.8	346.6	-6.2
12	12	Slovenia	344.5	343.0	-1.5
13	13	Belgium	328.5	329.0	+0.5
14	14	Poland	299.9	312.5	+12.6
15	15	Lithuania	264.7	266.8	+2.2
16	16	Czech Republic	256.6	254.9	-1.7
		EU Average	394.8	400.1	+5.3
		Euro (€1=)	78.20	75.07	-3.1

Official prices reported to the EC Dressing Specification

The biggest increase in prices was recorded in Sweden where the R3 heifer price was the equivalent of 405.9c/kg in the week ending 8 February 2015, up 35.5c/kg from the week ending 11 January 2015. This moved it from eighth position on the league table to fifth position. Meanwhile in Italy the R3 heifer price in the week ending 8 February 2015 was 406.1c/kg, down 24.7c/kg from the week ending 11 January 2015. This 6% drop in the R3 heifer price moved it down from third position on the league table to fourth position.

The average EU R3 heifer price in the week ending 8 February 2015 was 400.1c/kg, up 5.3c/kg from the week ending 11 January 2015. The value of euro has continued to decline against sterling with €1 worth £0.75 in the week ending 8 February 2015 compared to €1 worth £0.78 in the week ending 11 January 2015.

Country of Origin labelling

Country of origin information will be required for fresh, chilled and frozen meat of swine, sheep, goats and poultry. Implementing Regulation (EU) No 1337/2013 lays down the rules for this requirement and will apply from 1 April 2015. FSA cannot however offer any guidance on this at this time and so SFMTA do not expect enforcement to be soon.

Retail Prices for w/e 21/02/15

AVERAGE PRICES	SFMTA FEBRUARY	SFMTA JANUARY	QMS FEBRUARY	QMS JANUARY
SCOTCH BEEF				
Fillet Steak	3985	3964	4003	4003
Sirloin Steak	2788	2784	2544	2544
Rolled Rib Roast	2136	2152		
Popeseye Steak	1763	1763	1743	1753
Topside	1420	1421	1225	1271
Round / Rump Steak	1385	1385		
Shoulder Steak	1158	1158	1156	1156
Rolled Brisket	1103	1103		
Steak Mince	1019	1019	905	905
Boiling Beef Bone In	705	705		
DOMESTIC LAMB				
Whole Leg of Lamb	1360	1359	1279	1203
Centre Cut Leg Bone In	1566	1566		
Gigot Lamb Chops	1727	1727		
Lamb Leg Steaks	1782	1782	1836	1831
Chump Lamb Chops	1701	1700		
Double Loin Lamb Chops	1733	1733	1691	1691
Single Loin Lamb Chops	1616	1616	1532	1586
Rolled Shoulder Lamb	1240	1242		
Lamb Shanks	765	765		
Diced Lamb	1464	1464	1401	1404
Minced Lamb	1284	1284	1263	1263
PORK				
Pork Tenderloin (Fillet)	1224	1228	986	1020
Pork Leg Steaks	968	971		
Double Loin Pork Chops	926	926	848	832
Single Loin Pork Chops	905	905		
Rolled Shoulder of Pork	740	739	703	707
Belly Pork	719	719		
Pork Loin Steaks	1078	1076	1073	1107
Diced Pork	832	832	734	744
PRODUCTS				
Beef Link Sausages	803	803		
Pork Link Sausages	819	819	683	683
Speciality Pork Sausages	874	872		
Sliced Beef Sausage	730	730		
Sliced Black Pudding	675	680		
Ball Haggis	769	769		
Scotch Pie	100	100		
Quarterpound Beefburger	112			

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

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SCOTWEIGH

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