

Marketing includes collaboration with SFMTA and 'Get behind the Scotch label' campaign. The opportunity to promote the brand has increased because of the horsemeat scandal. Jim mentioned other activity such as Young People's Street Football, and schools vouchers that had benefitted 290 schools and over 5000 pupils.

Industry development has been extensive including IMEC eating quality.

The QMS Chairman admitted that post-abattoir validation of Scotch is a weakness. Next assurance will extend into the supply chain. There will be a free scheme with online registration that will create greater control over Scotch claims in processing sector. . Process will be endless because people will change as time goes on but it was felt that this would improve the policing of the scheme.

QMS Economic Services give a view of the industry economics and future supply projections.

Biggest frustration is the 96% Scotch produced what ends up sold as Scotch is frighteningly low. Two abattoirs in Lockerbie and Dunblane that are not in the QMS scheme.

Questioned on the lack of criminal proceedings against the multiples who have been selling horsemeat, Jim said that like with every other product, the law should place blame at the retailers' door.

In the time allowed for discussion and questions, the price of Scottish hoggets at Easter was raised. Tesco had sold legs of lamb at £4 per kilo when the wholesaler was selling legs at £8.80 per kilo. Selling below cost price is something that supermarkets do as loss leaders. Farmers are also complaining about this and co-mingling of product.

A point was raised that QMS advertising needs to include butchers and not just farmers. There was a suggestion that costs might be saved by re-using materials instead of originating new ones. Use a Mary Portas type character to encourage consumers into butchers. Farmers standing a fences doesn't sell more product.

Concern was raised that QMS work and support for multiples is outstripping support for butchers. Jim responded that there was an argument that QMS could always be doing more and he would welcome ideas, particularly to promote lamb. SFMTA members felt that butchers support Scotch Beef loyally in most cases 100 % and would like to see QMS offer more support for butchers. JM confirmed that QMS are not involved in incentivising multiples to stock Scotch.

MINUTE OF PREVIOUS EXECUTIVE MEETING: Minutes of the previous meeting held in October were approved by Duncan Mackenzie, seconded by Stewart Dempsey.

MATTERS ARISING: Stuart Christie name was misspelt. The date of the meeting was incorrect.

LANARKSHIRE BUTCHERS RETIRED DINNER: Ian Faulds attended the dinner last night at the Strathaven Hotel and he was looked after very well. A substantial cheque is raised by them for charity and the speaker gets to choose where the money goes and he chose the Mary Leishman Foundation, Jim Leishman late wife's trust and the balance was going to the hospice.

CHIEF EXECUTIVE REPORT: Douglas Scott reported.

REGIONAL MEETINGS: Oldmeldrum, John Dossett new member attended, the meeting was concerned about the supplies of beef in particular the impact of Scotbeef taking over Scotch Premier, Mathers plants. Both this meeting and the Inverness meeting the following night were concerned about the disposal of waste. Inverness meeting was concerned about supplies of beef as well.

SCOTTISH FOOD AND DRINK FEDERATION: The evening reception was a very good networking event at Holyrood. It focused on the reduction of salt and fat in the diet. Two of our members were involved in showcasing their products which salt and fat had been reduced they were T & R Skinner, Kippen and Stuarts of Buckhaven.

SCOTTISH FOOD ENFORCEMENT OFFICERS ASSOCIATION CONFERENCE: Douglas addressed them with the stakeholders' view, he basically ran through the points of the horsemeat scandal. He also highlighted the Federation services so hopefully they will go back and tell butchers not in membership to consider it. They seemed to be impressed by what the Federation did to support members. There were 48 people in attendance.

SAMW CONFERENCE: A full report is included with the agenda.

TRAINING & DEVELOPMENT REPORT:

We currently have a total of 241 trainees funded through Skills Development Scotland and five through Falkirk ETU. Ten trainees have achieved their Modern Apprenticeship since 1 April 2013.

SKILLS DEVELOPMENT CONTRACT: The contract for 2013/2014 has been issued by Skills Development Scotland and we have secured 149 trainee places for the forthcoming year. We inducted 161 trainees onto the Modern Apprentice training programme in 2012/2013.

ADOPT AN APPRENTICE: Skills Development Scotland has an incentive available for new employers of trainees who are made redundant. If a new employer agree a contract with the trainee to employ them for at least a year and also to allow them to complete their Modern Apprenticeship then they will be eligible for a £2,000 incentive. We have had five trainees re-employed through this scheme in this contract year.

TASTY JOBS: We are currently working with the National Skills Academy on a project which introduces possible employees to companies that are looking to recruit. The initiative is called Tasty Jobs. There are no costs involved for companies and it is an ideal way for them to select personnel that are interested in their company and the industry. It is an ideal initiative for recruiting personnel that genuinely want to work with the company.

We have now successfully completed Tasty Jobs initiatives at McIntosh Donald and at A K Stoddart in Broxburn.

MEAT MANAGERS HYGIENE AND HACCP TRAINING COURSE: We have scheduled two one-day courses on Meat Managers Hygiene and HACCP:

29th May 2013 – Newhouse

28th May 2013 – Inverness

Course Tutor is Paul Bache, an authority on HACCP implementation.

Feedback from candidates who have already undertaken the course has been very positive and all felt that the course was useful to their businesses.

MEAT SKILLS COMPETITION: The judging has been completed for the for the 2013 Meat Skills Competition and the eight finalists have been contacted and invited to compete at the final on the 12 May 2013 at the Trade Fair. We have had a total of 45 entries from all over Scotland and the judges had a tight schedule to complete the judging. The judges commented that all entrants made a very favourable impression and the standard was yet again exceptional. The number of entrants was at an unprecedented high and were delighted at the increased interest shown in the competition.

Finalists in the 2013 Meat Skills Scotland Final sponsored by the Scotch Butchers Club are:-

UNDER 22

Neil Anderson , The House of Bruar.
Bryan Hume , Shaws Fine Meats, Lauder
Peter Mackay , The Arran Butcher
Andrew Peter, Davidsons Specialist Butchers, Inverurie

OVER 22

Stewart McClymont , Bennetts, Dunblane
Richard Megahy, Simon Howie, Perth
Gary Raeburn, Forbes Raeburn & Sons
Jamie Syme, Alex Mitchell, Glenrothes

SQA NETWORKING EVENT, DALKEITH: There are new SVQ qualifications which will give us a little bit of heartache they came into force on 1st April, this is one reason why we got as many people signed up on the old qualification. The new qualification has a higher level of core skills, we think this is poor, the core skills are numerous, communications, IT Skills and problem solving they create quite a problem for some people in the industry.

Douglas pointed out the table of training numbers was on the back page of the agenda.

Ian Faulds said it was encouraging the level of interest in meat skills by young butchers.

FINANCE COMMITTEE: Douglas Scott reported.

Figures were considered up to the end of March

MEMBER SERVICES: The budgeted figure is just over £85k with final numbers clear by the end of April. Receipts are starting to come in from the trade fair. A surplus is being projected at present.

SCOTTISH MEAT TRAINING: The major influence is the income from Skills Development Scotland. The budget figure was £262K to £257K the reduction was mainly due to all the new starts being inducted. The ESF grants are very slow in coming in and we have not received anything in this financial year so far. Total income is expected at £367K with costs £336,382 so we are working on a tight margin. There are expenses for the meat skills with George and Stewart travelling round the country, the cabinets at the show are not sponsored. Charlie Munro is supplying the meat for the show but it is at a significantly reduced rate.

MEMBERSHIP AND DEVELOPMENT REPORT: Bruce McCall reported.

313 members have joined with 92 additional branches.
5 members are not renewing which were reported last time.

The following members did not renew and services are now withdrawn.

Rennies, Forfar
Robert Graham McIntyre, Rosneath
S Mitchell of Auchtertool
I Wynne & Son, Oban

Crossan Butchers has taken over by Bennett Butchers, Airdrie.
J Hutchison & Son has taken over the shop in Tullibody.

CORPORATE MEMBERS – 24 corporate members have renewed.

Introductory letters were sent to,
Lawrie & Symington, Forfar
2Visualise

HANDBOOK

Advertising income committed is £2970. Cost of printing was £3728 and there will be a cost for cover design on top of that.

TRADE FAIR

All 45 stands have gone indicating just how important the trade suppliers feel this event is to them. There is plenty going on during the day, including demonstrations, presentations, product competitions, trade stands, Meat Skills Finals. An exhibitor's directory has been sent out to all members giving full details of everything which is happening.

Flyers were distributed to all exhibitors to pass on to their customers. The Federation sent these flyers to both members and non members.

I would encourage everyone here today to come along and meet the fellow members of your trade on Sunday at the Dewars Centre.

REGIONAL MEETINGS

The President and Chief Executive will hold meetings later this month in Kirkwall and Lerwick.

LIVESTOCK REPORT: Alan Kennedy reported.

I apologise that this report sounds much the same as many of my recent efforts, but again I have to report sharply increasing prices. It would seem that in the past 2 months, prices of hanging sides ex the abattoir have risen by as much as 7.5%, so members are going to see margins squeezed even further. My own feeling regarding the cause of these rises is that the multiples are buying as much as they can regardless of price, and selling on promotion to try and regain ground lost during the horsemeat debacle.

However, supplies were already tight and even when this has passed; I feel prices will not drop to any great extent.

Turning to the spreadsheet, we can see a reflection of the above in the huge increase in prices in the last month – an average rise of 4.9% across the board for boneless beef and a 7.5% rise in sides ex the wholesaler.

It was scary to see cattle reach 260ppk live at Forfar last week and bidding was fierce across the board.

Hoggets are now trading at up to 530ppk dead weight approximately 25% above the price of deadweight sides of beef, with only saddles at about 620ppk showing at a reasonable price.

Only pork has remained relatively unchanged, with whole pigs the same as last month, at around the 250-255ppk mark deadweight.

Averages Steers 254ppk with Heifers 255ppk if they were taken to UK spec then they would become 411ppk and 413ppk respectively on average the selling would have to sell at on average £12.32p/k and £12.40p/k this means that a one pence price rise equates to 8p at selling price requirement.

Ian Faulds said he had been speaking to butchers the night before and they cannot get desired prices at the counter, Ian Faulds that you had pass on the increases in price. He felt some were not watching prices and it is not going to get any better. George Lees said that three of the butchers he saw in the borders last week were getting price resistance and none got much benefit from the horsemeat scandal.

ST ANDREWS ABATTOIR: a meeting was held with Nigel Miller, President, Scottish NFU. One of the issues of viability of any new plant would be throughput and 70 to 80% of St Andrews would

move to the new plant. To make the plant work more throughput would need to be secured for example a greater pig kill in the area, there is also interest from two venison producers. The business case needs developed to attract investors but there is a strong case. Angus Council support the case for it. The optimum case is for sighting at Forfar with a cost of £3m whilst attracting a government grant for part of the cost. There is potential to lever funding in 2014. There are various action points with SFMTA to progress the development plan. They would have to project proposal and good business case for potential investors. Nigel Miller was very helpful and it is in the interest of the NFUS because there would be a lack of facility in that area.

PROMOTIONS REPORT: Douglas Scott reported.

CRAFT BUTCHER AWARDS: The Craft Butchers Product Evaluation was held on Friday 15th March in Dunfermline. There were 257 entries in total. The Beefburger mystery shopping to determine the Best Beefburger in Scotland took place on 18th April and as you will have read in the Newsletter the final judging took place at the James Watt College in Greenock the next day. Eight burgers were mystery shopped and the winner is ... to be announced on Sunday.
Beefburgers: 1 Diamond, 13 Gold, 18 Silver 26 No awards. (58 in total)

As well as the Beefburger awards there will also be Poultry Products and Venison Products evaluations with Gold and Silver awards and trophies for the winners. This evaluation has been sponsored by KRH Ltd. The number of awards will be as follows:

Craft Butcher Poultry Awards: 1 Diamond, 18 Gold, 20 Silver, 24 No Awards.

Craft Butcher Venison Awards: 1 Diamond, 3 Gold Awards, 3 Silver Awards, 4 No Awards

QMS sponsored a Premium Sausage evaluation that was judged at the same time. This is to highlight high meat content specialty sausages with over 72% meat that are now made by butchers. There are 83 entries in the Pork category and 48 in the beef. The overall winners were analyzed to verify meat content. The beef winner had 89% but the first pork winner failed to reach 72% and a further test was required for the second placed product.

Premium Pork Sausage Awards:- 1 Diamond, 12 Gold Awards, 25 Silver Awards, 45 No Awards (83)

Premium Beef Sausage:- 1 Diamond, 8 Gold Awards, 15 Silver Awards, 24 No Awards (46)

All these awards will be presented at the Meat Trade Fair in May.

SAUSAGE FOR SCOTLAND: Members are invited to come up with a very Scottish sausage that can be promoted during British Sausage Week from 4th to 10th November this year.

Dalesman have kindly sponsored this contest and invite you to "make the link" that will have all Caledonia talking and have your idea promoted throughout the whole country. You are invited to submit these at Perth College for consideration in August. Following the initial judging the best six sausages will be presented at the SFMTA Regional Meetings during the first fortnight in September for members themselves to decide which they would like to choose to be the 2013 Sausage For Scotland.

The winner will receive a £500 prize in exchange for the recipe but the winner will also gain national publicity when the winning sausage is announced in October. In addition a poster will be made to promote the sausage and then distributed with the winning recipe in October in plenty time for everybody to make and perfect the product.

Entry into the competition is free but limited to two entries per shop. Get your thinking caps on for anything with a Scottish connection.

LEGISLATION REPORT:

SCOTTISH FOOD ADVISORY COMMITTEE: Horsemeat was on the agenda but nothing new or significant.

BUTCHER LABELLING GUIDANCE: this came from SFELC to try tidy up and simplify guidance to butchers. We had a meeting with West Lothian and Falkirk district and we felt it was far too simplistic.

CERTIFICATION OF ANIMAL WELFARE AT SLAUGHTER: it is not being pushed by the enforcement authority. SQA Graeme Findlay came to us to go through the various standards to be done. At this stage we need to engage with industry to make sure it is fit for purpose. Douglas felt we were in a good place to influence the shape of this.

FOOD HYGIENE INFORMATION IMPLEMENTATION GROUP: the scheme is moving. North Ayrshire and East Ayrshire launched recently. Highland members asked what this was West Lothian, North Lanarkshire, South Lanarkshire and Dumfries and Galloway have not launched yet. The overall pass rate is 87% . Edinburgh and Dundee are well below average. Moray for a rural area at 75% is well below what would be expected and this may be with their EHOs. Douglas asked them to look at why their numbers are so low. The Welsh governments are consulting on compulsory display of the certificates. Wales would like to publish reports online. Scotland is not taking this view as far as the group is concerned.

The Scottish Government consultation on the New Food Body. There are 16 questions in this and Douglas has drafted responses. On 15th May there is a stakeholder meeting in Edinburgh with industry to discuss the consultation. SFMTA will put forward a response after that meeting.

ANY OTHER COMPETENT BUSINESS: John Chapman suggested that in the price reporting should be revised to Diced Shoulder Steak.

Ian Faulds said the next two meetings are on the second Wednesday of the month.

Douglas asked if members had received flyers from suppliers about the trade fair. Executive members said they had received some

DATE OF NEXT MEETING: Wednesday 12th June 2013.