Federation News

The Newsletter for Scotland's Craft Butchers

SCOTTISH CRAFT BUTCHERS

SCOTTISH FEDERATION OF MEAT TRADERS

Don't miss all the fun of the Fair

Scottish Meat Trade Fair
Dewars Centre, Perth
Sunday 10th May 2015

Believe in or not it is two years since the last Scottish Meat Trade Fair and the invitation has gone out to all in the meat industry to gather once more in Perth to compete in competitions and to view all that is new in the industry.

There are over 50 exhibitors stands to visit, three meat skills competition to watch and both the Scottish Haggis and Scottish Pork Sausage competitions to enter. During the show the 2015 Craft Butcher Awards for Savoury Products and beefburgers will be announced and candidates who have completed their Modern Apprenticeships through Scottish Meat Training, will be presented with their certificates.

The eight finalists in the 2015 Scottish Meat Skills Scotland competition will battle out the two finals in two categories - under and over 22. This will create a competitive arena from the opening of the show at 10.00 am all the way through until the results are announced at 3.45pm.

This time there will more meat on display than ever before since the GB Tri Nations team that will compete against Australia and hosts New Zealand in September this year, will use the Perth show to replicate the competitive environment with lots of critical spectators. The team of six, including Scotland's own Gary Raeburn from Huntly, will cut and display a side of beef, a whole lamb and a side of pork.

This event is always well attended with over 700 butchers expected to attend the show. This is a day run by butchers for butchers. For anyone involved in the retail meat industry this is the one trade fair that they should seriously consider attending above all others. That invitation extends beyond the Scottish border, visitors will include butchers from England and Northern Ireland. Make sure you don't miss out.

For lots more information please see the 28 page Trade Fair Directory that is circulated with this Newsletter.

MAY 2015

Featured this month:-

Food Standards Scotland launches

British Pie Awards

Feature on Northfield member

Craft Butcher Awards:- the judging

How to calculate Holiday Pay

Tri Nations rehearsal Comes to Perth

Livestock and Retail Prices

Outlook for Beef

www.sfmta.co.uk

Tel: 01738 637472
Fax: 01738 441059

email: sfmta@sfmta.co.uk

SCOTTISH FEDERATION of MEAT TRADERS ASSOCN INCORPORATED

The biggest event of the year for Scotland's butchers.
Sunday 10th May 2015, a day not to be missed.

In full awareness of the increasing importance of social media to butchers, a photo booth will be available for visitors to take selfies and own photos of presence and awards.

A SFMTA photographer will be in attendance to perform a full service to maximise publicity. In addition a SFMTA commissioned film crew will be capturing stories to be used on YouTube following the Trade Fair. Targets will be award winners and young butchers in attendance so that the retail meat industry can be made more attractive to potential employees and customers.

Registration

Registration is on the day, please bring completed forms and you will be issued a lanyard and name badge. It is important that we register all attendees since we sell exhibition space at future events based on the number of visitors that we can claim attended. We will have an extra registration station at this event so hopefully queues will be minimised.

Fred Mallion MBE

It was with sadness that the Federation received a letter from Geraldine Sharp informing us that her uncle, Fred Mallion MBE, had died peacefully on 20th April at the grand old age of 94. Fred will be remembered for his significant contribution to training and education in the industry.

From 1949 to 1961 he was a lecturer of Smithfield College of Food Technology (later the National College of Food Technology and then College for the Distributive Trades), and its Principal from 1962 to 1985. He served on numerous meat and food industry official bodies including the Association of Meat Inspectors and the Meat Training Council.

Author of a number of books, he spent most of his career writing about food and drink. He was a Fellow of the Institute of Meat, a liveryman of the Worshipful Company of Butchers, and a member of the Royal Smithfield Club since 1965, becoming President in 1996, then Honorary Life Member.

Many in Scotland will recall him as a long time judge at Skills Competitions in Perth. He travelled north many times to give of his service and experience. His presence gave a very important endorsement to all the competitors. Fred was awarded an MBE for his services in 1983.

Team captain David Lishman was interviewed by Sara Cox on BBC Radio 2, after the GB team's challenge was picked up by the media. The butcher told Cox and the listeners about the competition's history, as well as how the contest worked.

Lishman said he expected strong competition from the New Zealanders, but added: "It's a really big meaty expedition and we're hopefully going to be bringing the trophy back this time."

As part of the build up the GB team will go through a full scale rehearsal under the watchful eye of a discerning audience at the Perth Trade Fair. There will be an immense amount of meat on show as the team tackle a side of beef, a whole lamb and a side of pork between 11.00am and 2.00pm.

The GB Tri-Nations team is sponsored by Eblex, Lucas Ingredients, Dalziel and The Q Guild.

2015 is shaping up to be a big year for New Zealand who were delighted to announce that they will be hosting the 2015 Tri-Nations Butchers' Challenge. The event will be combined with the Alto Young Butcher & Competenz Butcher Apprentice Grand Final, making it the biggest industry event to be held in New Zealand.

Pictured below: part of the New Zealand team's winning display at the 2014 Tri Nations Contest that was held at the Great Yorkshire Show.

www.sacovitta.com

Premium food bag

saco vitta®

New form of retail packaging

Food Security

- Food in the bag is sealed-closed to liquids and odors. No contamination occurs during transport or inside the fridge.
- Reduces food waste.

Orderliness

- Possibility to write notes on the bag (such as date).
- Product easily visible through transparent window.
- Possibility to store the product in the fridge, freeze and defreeze it in the same bag.
- Bag can be opened and closed several times. There is no need to place the food in a different recipient at home.

Preservation

- The shelf-life of the product is longer compared to products packed in standard food paper: depending on the product 3 to 8 days more.
- Keeping the food inside of the bag prevents it from drying out, common problem in majority of modern fridges.

Saving

- No need to use several types of packaging for one purchase (such as paper, plastic bags, paper bags..), decrease of packaging material.
- No need to keep and maintain sealing machines for paper.

ELCARMEN
PAPELES Y BOLSAS

gm GEORGE MERCHANT PRINT - PACKAGING

200-202 King Street
Broughty Ferry
Dundee
DD5 2AY

Tel: 01382 778779
Fax: 01382 775563
Mobile: 07831 390552

Contact: Neil Merchant

E-mail: sales@merchantprint.co.uk
Website: www.merchantprint.co.uk

Industry Urged to Focus on Positivity, Efficiency and Opportunities

The Scottish red meat industry has been through a period of challenge and change but the signals are now encouraging for the industry's long-term outlook, according to Quality Meat Scotland (QMS) Chairman, Jim McLaren.

Speaking on Monday 20 April at a media briefing on QMS's planned activities for the year ahead, Mr McLaren urged beef producers to focus on the aspects of their business profitability and efficiency which they can control.

"There will always be factors which influence the profitability of livestock farming which are outwith the control of producers such as CAP reform and currency fluctuations.

"The challenge for the industry looking forward is to avoid being distracted or undermined by those areas, and instead focus our energy on the aspects of our businesses where improvements can be made," said Mr McLaren.

The practical implementation of the Beef 2020 proposals, confirmed by Rural Affairs Secretary Richard Lochhead in recent weeks, offers a major opportunity for Scotland's beef industry, he said.

Mr McLaren is chairing the core implementation group which will deliver the Beef 2020 package of activity including a national livestock database and support for farmers to identify the key actions they are going to take on-farm including measures to improve cow fertility, reduce disease, optimise nutrition through feed analysis and maximise grass and soil management.

The cattle database will be backed by the £45 million Scottish Rural Development Programme (SRDP) beef support package announced last year.

"The driving ethos behind the Beef 2020 package of activity is to build resilience in our industry and I firmly believe we can move forward with a new level of positivity," he said.

Mr McLaren said he was pleased to have welcomed three new QMS board members who have taken their places on the board this month – Jock Gibson, Kate Rowell and Scott Henderson.

"The diversity of the QMS board is one of its key strengths and I look forward to the contributions these new individuals will bring.

"Another important change for QMS followed a review of the work of the QMS industry development team which is now sharply focused on grassroots activity to assist the industry to maximise efficiency and profitability.

"Helping our industry reach a point where there is sufficient profitability in livestock rearing to reverse the prolonged decline in livestock numbers, remains a key priority."

The renewed focus within the future Scottish Rural Development Programme on knowledge transfer and innovation is, said Mr McLaren, in line with QMS's focus on practical projects to improve efficiency and bottom line.

'Uel Morton, QMS Chief Executive, said the organisation was in good shape to deliver strongly on behalf of levy-payers.

Mr Morton said he was pleased to note that grant income sourced by the organisation for the year past was £1.25m which he said was a tremendous boost to QMS's industry activities.

He was hopeful the trend of declining levy income has slowed with positive signals including the current redevelopment of the pig processing plant at Brechin and the creation of a new abattoir in Inverurie, though he said the full impact of CAP implementation on overall livestock numbers was as yet unknown.

However, he emphasised that QMS is continuing to press the case for the return of the levy - amounting to over £1 million each year - lost south of the border as a result of livestock being slaughtered outwith Scotland.

Looking in more detail at the organisation's finances, he said: "Our proposed external spend for the 2015/16 year is £5.2m and this compares with an external spend of £5.6m for 2014/15.

QMS Secures €1.2 million Grant from Europe

The Scottish red meat industry is set to benefit from a €1.2 million (£861,000) grant secured from the European Commission (EC) by Quality Meat Scotland (QMS).

The EC has approved the two year grant to support activities to promote Scotch Beef PGI and Scotch Lamb PGI in Great Britain and five important European markets – Denmark, Belgium, Germany, Netherlands and Sweden.

Uel Morton, Chief Executive of Quality Meat Scotland, said the organisation was absolutely delighted to receive the news of its successful application for EU funding.

"The key to unlocking this European funding is the Protected Geographical Indication (PGI) status we have for Scotch Beef and Scotch Lamb and the quality standards set out in our assurance schemes are essential for us to maintain that PGI status.

"It is important that our industry is aware of this additional value quality assurance brings and continues to support us with our on-going recruitment campaign to encourage farmers who are not members of our quality assurance schemes to understand their importance to the future of our industry."

This is the fourth time QMS has been successful in partnering with the European Union to promote Scotland's quality beef and lamb under the PGI scheme.

The countries in which the promotion activity will be delivered were identified as export priorities following an export strategy review conducted by QMS during 2011.

Mr Morton also voiced appreciation of the effort staff at QMS had devoted to pursuing the successful application.

"Our marketing team at QMS committed considerable time and energy to ensuring we were able to submit a very good application with great attention to detail.

"Our small administration team has also worked hard to develop effective systems for managing the complex claims procedures involved in this sort of funding. It is therefore hugely rewarding to hear the news that we have been successful."

Laurent Vernet, Head of Marketing with QMS, added:
"The programme totals €2.4 million over its two year term co-financed by the Scottish red meat industry levy and the European Commission. The grant application process started last year and involved collating a detailed and precise programme of planned activities that QMS is now committed to delivering over the next two years. There are five types of activities scheduled for these six countries: design, production of point of sale material, distribution of point of sale material, advertisement and events/public relations."

NFU Scotland Vice President Rob Livesey, a beef farmer from the Scottish Borders said:_
"I congratulate the team at QMS for securing a further round of funding to drive forward the promotional effort around Scotch beef and Scotch lamb in these important home and European markets.

"This award emphasises the importance of our PGI status, which recognises the unparalleled integrity offered by farm assured livestock, produced and prepared to the very highest standards by dedicated professional farmers and processors in Scotland. Promotional campaigns bestowing the benefits of the Scotch brand will be vital in creating wider demand for our beef and lamb and in fulfilling the vision we have for growing Scotland's food and drink sectors."

Food Standards Scotland launches as poll reveals Scotland's food priorities and concerns

Food Standards Scotland (FSS), the public sector food body for Scotland, was launched on 1 April 2015 and takes over the responsibilities previously carried out in Scotland by the Food Standards Agency with an increased role in regards to healthy eating.

The body launches as a new YouGov poll reveals that when it comes to food, the Scottish public is most concerned (outside of cost) about making sure they and their families eat a healthy, balanced diet (39%). This is closely followed by worries over food authenticity, or eating food that isn't what it says it is without knowing (27%) and concern over food safety (23%).

The poll also underlines the extent of confusion over food labelling, with nearly two-fifths (38%) of Scots citing a lack of clear information to make an informed choice. A quarter (25%) of Scottish adults don't feel they have the clear information they need when it comes to cooking food safely and hygienically and roughly the same proportion (23%) don't have the information they need to make an informed choice when it comes to eating a healthy diet.

The same poll showed that 85% of the population feels it is important that there is an organisation focused on protecting the interests of Scottish consumers when it comes to food safety and nutrition.

Against this backdrop, FSS has been established to provide independent information and advice on food safety and standards, nutrition and labelling to consumers in Scotland.

Unveiling the new corporate identity and announcing a new website **www.foodstandards.gov.scot** for FSS, Geoff Ogle, Chief Executive, says that the new body "will provide a regime responsive to Scotland's needs. Our focus will be on making decisions based on the food safety, labelling and nutrition issues that affect the Scottish public most directly. I'm proud to be the first Chief Executive of Food Standards Scotland and look forward to working with our partners, stakeholders and consumers themselves to confront these important issues."

Above: New Chair of Food Standards Scotland, Ross Finnie, Minister for Public Health, Maureen Watt and Geoff Ogle, Chief Executive of Food Standards Scotland.

FSS was established by the Food (Scotland) Act 2015 as a non-ministerial office, part of the Scottish Administration, alongside, but separate from, the Scottish Government. They are mainly funded by government but we also charge fees to recover costs for regulatory functions.

British Pie Awards

British Pie Awards

The major winners at the 2015 British Pie Awards were announced at the presentation lunch held in St Marys Church, Melton Mowbray on Thursday 23rd April.

Less than 24 hours after the church had hosted the judging of over 800 pies the floor space was transformed to host the presentation.

The greatest success to be won by a Scottish piemaker was achieved by Paul Boyle of Boghall Butchers. The two time Scotch Pie World Champion entered the product that won the 2014 Year of the Haggis Product - a Chicken Balmoral Round and the judges in Leicestershire were equally taken by the product and awarded it the Championship in the Chicken Pie Category.

Paul also picked up a championship title in the any Pasty category for his Apple and Sultana Pasty and then no fewer than four reserve championships for Apple Pie, Lamb Hotpot Pie, Steak and Kidney Round and Vegetarian Haggis Pie. There was also a third place in the Fish Pie category.

The only other Scottish butcher picking up a top three prize was John Lawson from Uphall for their Venison Pie, reserve champion in the Speciality Meat category. John Lawson also won a Silver in the Steak and Kidney Pie category.

Hastie and Dyce in Inverness won Bronze for their Steak and Gravy Pie and Gold for their Mince Round. Girvan's We Hae Meat won a gold for their Steak an d Gravy Pie.

Congratulations to Paul and Christine Boyle (pictured above) who put a huge effort into making and taking the pies to Melton Mowbray, the 'rural capital of food'.

Brechin Abattoir Development Well Underway

Construction work is now well underway at Brechin abattoir and is on schedule for completion towards the end of this year, according to Quality Pork Limited (QPL).

The multi million pound investment at the Brechin site will effectively double the slaughter capacity at the abattoir and create a state-of-the-art processing facility producing Specially Selected Pork and Red Tractor Pork for a wide range of domestic and export customers.

A new company, Quality Pork Limited (QPL), took ownership of the site from AP Jess Ltd late last year. QPL is a joint venture between Scottish Pig Producers and Scotlean, two producer cooperatives. The innovative collaboration was brokered by Scottish Agriculture Organisation Society. Scottish Government has provided grant-funding of £2.7m from the Food Processing, Marketing and Cooperation scheme.

The investment will be focussed upon a new slaughter line, chilling and lorry-wash facilities, enabling a substantial increase in the capacity of the operation. Routine business operation will see slaughtering capacity doubled at Brechin, although the new facilities have been designed to enable those numbers to increase further in the future as the Scottish pig herd expands.

Since the closure of VION's Broxburn plant, a large proportion of the weekly kill has had to head south of the border for processing. Furthermore, a considerable number of weaner pigs born in Scotland are also currently sold to English farmers for finishing and the intention is to redirect these to more local finishing, minimising transport distances and further enhance welfare. The new Brechin facility will ensure that Scotland has sufficient capacity for all pigs born in Scotland to be slaughtered in Scotland.

"This exciting development represents a great opportunity for new entrants to get into the pig industry," said Roderic Bruce, Chairman of QPL. "Pig production is already competitive in Scotland and is unsubsidised. With grain prices forecast to remain challenging for arable farmers, finishing pigs provides a great opportunity for farmers to add value to their grain by producing meat from home-grown cereals."

Scottish Pig Producers and Scotlean Pigs are working with a number of other interested parties, such as banks and feed companies, to develop a support programme for new pig producers in Scotland. They will be hosting an event for the NFUS New Generation Group during the summer to demonstrate practical pig farming and give an opportunity to get into the detail of what is involved.

Mr Bruce added: "The major investment at Brechin abattoir is a fantastic endorsement of the potential for high volume quality pigmeat production in Scotland. There is now huge potential for Scottish farmers to get involved and ensure that we match and exceed that aspiration."

Anyone interested in the Brechin abattoir development, Quality Pork Limited or the emerging opportunities for pig production in Scotland should contact either Andy McGowan at Scottish Pig Producers, 01466 792284, **andy.mcgowan@scottishpigproducers.co.uk** or Ian Paragreen at Scotlean Pigs Limited, 01228 541 566, **ian.paragreen@scotlean.co.uk.**

Scottish Pig Producers is a co-operative that markets pigs for its 110 dedicated famer members in Scotland and Northern Ireland. Established in 1979, it forms an essential part of the supply chain into UK pig processors and has a track record of pioneering new product lines by working closely with supply chain partners.

Scotlean Pigs is a farmer owned cooperative that markets pigs for its farmer members in Scotland and England. It trades with all the major pig processors in the UK and also assists its members by purchasing inputs.

Pig Market Stabilises After Period of Declining Prices

Producers of prime pigs have found some degree of stability recently after a period of declining prices, according to the latest analysis by Quality Meat Scotland (QMS).

Despite producer prices steading over the past three weeks at around 132.5p/kg, prices are around 18% lower than this time last year. Pig producers will be hoping that this stability is followed by some price improvement in line with historic price behaviour which regularly shows growth in pig prices between February and June.

"It is not just Scottish producers who have been working in a declining market, so too has been the European pig farmer," observed Stuart Ashworth, QMS Head of Economics Services.

"European pig producers saw a particularly steep decline in producer prices in autumn 2014. The principle reason for this was a combination of exclusion from the Russian market, which began a year ago, and a growth in pigmeat production of over 2.5% in the second half of 2014 compared to the year before."

Over 2014 European pigmeat exports fell by 5% while annual production increased by 1.4%. Not surprisingly, said Mr Ashworth, this change in supply and demand balance led to pressure on producer prices.

This pressure continued into spring 2015 and resulted in the European Commission introducing private storage aid in early March. This aid involves the Commission paying the storage cost for pig meat put into cold store for a minimum of 90 days.

"The scheme has attracted considerable interest, particularly from the significant pigmeat producing countries of Spain, Denmark, Poland and Germany. These countries have collectively supplied 73% of the 40,000 tonnes or so of pigmeat placed into store since the scheme opened," said Mr Ashworth.

"Although this is a relatively modest quantity of meat – accounting for about 2% of monthly production - it has had some effect in supporting prices in those countries that have used it.

"In general European prices are some 7.5% higher than they were in late January although they have dipped again in recent weeks. Nevertheless, on average European producer prices are 10% lower than a year ago."

One concern, he said, will be that most of the pigmeat in store must come out after 90 days. This would be the beginning of June when prices should, based on historical trends, be higherbut this extra supply may cool the trade.

Scottish producers did not benefit directly from the European price recovery as, although prices stabilised, they have not increased.

"The UK market remains well supplied. Higher slaughter numbers and heavier carcass weights meant production increased at the same time exports declined and, although imports also declined, available pigmeat increased.

"However, despite the strength of sterling and low European prices, pigmeat has not flowed into the UK. This suggests some loyalty among UK consumers for UK pigmeat," said Mr Ashworth.

The impact of lower producer prices on producer margins during 2014 has, he said, been mitigated slightly by lower animal feed prices.

"However more recently feed prices have stopped falling and further decline in pig prices is once again squeezing margins," stated Mr Ashworth.

"Looking forward, census data for the UK and Europe points towards some further increase in production during 2015 and prices will remain sensitive to export opportunities.

"There is little evidence yet that Russia is thinking of relaxing its restrictions on European pigmeat and the US seems to have got past the worst of the PEDv disease and production is once again increasing, leading to more competition in Asian markets."

Meat trader jailed for labelling horsemeat as beef

A Dutch meat trader has been sentenced to 30 months in jail for falsifying documents to pass off horsemeat as beef.

Willy Selten, 45, was arrested in May 2013 as part of the European investigation into horsemeat contamination of beef products.

The "horsemeat scandal" caused ready-made meals to be pulled from supermarket freezers across Europe.

Selten was found guilty in court on 7th April of forging invoices, labels and declarations to pass off over 300 tonnes of horsemeat as beef. The scandal was first exposed in January 2013 in Ireland after which 50,000 tonnes of meat products were urgently recalled across Europe amid fears it contained horsemeat.

Tainted meat was discovered in Austria, Germany, France and Sweden. Horsemeat was also found in burgers produced by UK supermarkets. The suspect beef was found to have been sold by Selten's companies in the Netherlands — Wiljo Import en Export BV and Vleesgroothandel Willy Selten.

In April 2013 the Netherlands Food and Consumer Product Safety Authority said 370 companies around Europe and 132 more in the Netherlands were affected by the vast recall, because they bought meat from the two companies.

"Beef cuts and horse cuts were stored in the freezer with the same article number," Selten told the Dutch Algemeen Nederlands Persbureau press agency at the time of the trial in March.
"I forgot to give them different numbers and it's wrong what happened. Of course we should have exercised better control."

Prosecutors had called for a five-year jail sentence for Selten to reflect the damage he had done to the country's meat industry. He was earlier declared bankrupt and reportedly faces damages claims of €11m.

During his trial the defendant admitted making mistakes but argued he had not deliberately committed fraud.

ASDA apologises after imported lamb sold under UK label

ASDA has apologised after selling imported lamb in a Borders store incorrectly labelled as being born, bred and slaughtered in the UK.

Borders sheep farmer Sue Sharp, who farms with her husband Robert at Heriot Mill in Midlothian purchased a leg of lamb at ASDA in Galashiels, having specifically sought out British produce for Easter lunch.

With the label clearly stating that the lamb had been born, reared and slaughtered in the UK, Mrs Sharp was shocked when she unwrapped the leg to discover that it bore a New Zealand health stamp on the meat. Having written to the chief executive of ASDA, Mrs Sharp has since received an apology from the retailer, explaining that human error was responsible and that the store's practices would be reviewed.

NFU Scotland has discussed the matter with ASDA staff and will meet with Asda representatives to look at the retailers' plans for further boosting its growing sales of British and Scottish lamb later this year.

NFU Scotland's Food Chain Policy Manager John Armour said: "We appreciate that mistakes happen and ASDA has held its hands up. For a Scottish sheep farmer like Mrs Sharp to have bought a product that she though would support her fellow Scottish or British farmers only to discover that it was imported is unacceptable and ASDA has acknowledged that.

"ASDA's planned review of practices at the Galashiels store is a sensible step and it would be prudent for guidance to be re-issued to its suppliers and all ASDA stores across the country to avoid fresh meat being incorrectly labelled in the future.

"Scottish shoppers who want to support Scottish farmers need to be able to trust the labels used in every supermarket. Thankfully incidents of this kind are rare but the vigilance of Mrs Sharp has provided an excellent reminder to all retailers of the need for best practice and accurate labelling at all times. If it says Scottish or British on the label, it must be Scottish or British in the packet.

Snails for sale at Jedburgh Butchers

Alan Learmonth, AJ Learmonth Butchers, Jedburgh show off local sweets called Jethart Snails. Jethart is the original name for Jedburgh in the Scottish Borders and these sweets are still being produced by a local family with a recipe going back 150 years!
A secret recipe was received from a French prisoner of war and handed down over generations produces the local delicacy known as 'Jethart Snails'. Jethart Snails are small peppermint boiled sweets enjoyed worldwide and still hand made in the town today.

Address to the Haggis

There will be two haggis champions crowned on Sunday 10th May. On the same day the Robert Burns Guild of Speakers have organised a competition for the "Address to the Haggis" at the Fenwick Hotel near Kilmarnock.

Event – to establish the "Chieftain of Chieftains" reciter of the Robert Burns "Address to the Haggis" will be supervised by the Robert Burns World Federation. Entrants to the Fenwick competition are required to deliver the Address to the Haggis as written by Robert Burns. Judging that competition will be a panel under the Chairmanship of Angus Middleton, former President of the Burns Federation and one of the world's best known speakers.

The Address to the Haggis is recited at Burns suppers all over the world and in many languages and although the Scots version will be at Fenwick the winner will be given the title of "Chieftain of Chieftains" reflecting the words of Burns as the Haggis being the Chieftain of the Pudding race.

The Robert Burns Guild of Speakers who are sponsoring the Fenwick competition together with Hamyln Oats are delighted at the response coming from Lothians, Lanarkshire, Ayrshire and Dumfries and Galloway.

Scotland's Beef Event 2015

The event is being organised by the Scottish Beef Association (SBA), on Wednesday May 27 at Mains of Mause, Blairgowrie, where Peter and Murray Alexander run a suckler herd of 1,000 Limousin cross cows and a commercial flock of 2,000 Blackface and Mule ewes extending over four units.

Adopting the theme of beef from the hills, the event is being designed to demonstrate all the latest technologies for sustainable beef production.

"The opportunity of viewing Mains of Mause, with its reputation for the production of high quality cattle and sheep, will be a major attraction for livestock farmers and we are grateful to the Alexander family for kindly agreeing to host this important event for the Scottish beef industry," said SBA vice-chairman Jim Stewart, Kinbroon, Rothienorman, Aberdeenshire.

Host farmer Peter Alexander said the aim was to hand the organisation of the event over to the younger generation who see their future in beef production. Mains of Mause was the venue for NSA Scotsheep in 2002 and in recent years has also hosted the International Limousin Congress and the annual British Grassland Society tour.

Gourmet Burgers are Going Strong

Lucas Butchers Classic Burger Mixes are proving increasingly popular with butchers who want to make their own range of "Gourmet" burgers. "Gourmet burgers can be sold as premium products and therefore can be significantly more profitable" comments Steve Derrick Sales Development Manager at Lucas Ingredients.

Retail butchers are also finding that naming the meat used in their burgers helps to convince consumers that these are really something special. Says Steve:-

"Rump Steak Burger with Cracked Black Pepper & Caramelised Onion tells customers that this burger has been made using a good quality meat and of course, the butcher knows that by using Lucas' great quality complete Butchers Classic mix the quality goes right through the recipe. The trend creates an opportunity for butchers to use trim from other cuts of meat – in this case the rump of beef, so it's an all-round winner."

Other options might include Chicken Burgers with Sundried Tomato & Olive – also made using Butchers Classic burger mix, Pork Loin Steak & Apple Burger, using Butchers Classic Pork & Apple burger mix, or Lamb Leg Steak & Mint Burger, using Butchers Classic Lamb & Mint burger mix.

"By using Butchers Classic Burger Mixes with this slight twist, butchers can create a "signature" range that stands out from the crowd – so important in today's competitive market. Our complete mixes are very easy to use too, which makes it viable for busy butchers to create their own products."

More information on Butchers Classic Burger Mixes is available from the Lucas website, www.lucas-ingredients.co.uk, or by calling the free 0800 138 5837.

Serving Northfield Man and Boy

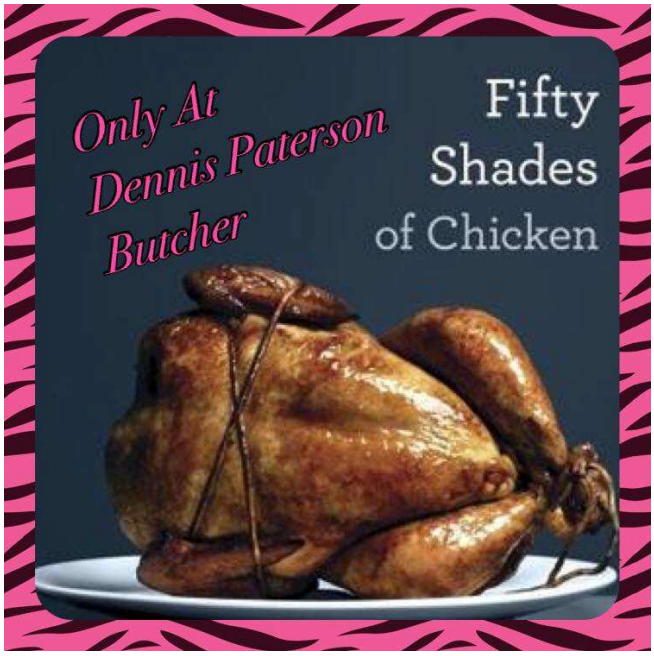
Dennis Paterson will celebrate ten years in business at the end of next month and what a marvellous job he has done since taking on the business of Brian Melvin in July 2005.

The butchers shop in the Northfield area of Aberdeen offers an inviting range of fresh meat.

It is a cheery shop where most customers are welcomed by their first names and the mix of quality, range of products and personal service creates the kind of attractive butchers that is an extremely good template for an independent butcher with limited space.

The displays burst with well presented product whether it's a jar of Dolmio, Auntie Bessie's frozen Yorkshires, cheesy burgers or rump steak.

There is an extensive rotating range of sausages and an impressive array of kitchen ready products such as Hunters Chicken, Sausage splits and truffles.



Products are researched extensively by Dennis taking in trade events, publications and even a trip to Verstegen's product development kitchens in Rotterdam. Chinese marinated chicken and Argentine Fire on beef tends to be the favourites but it is all a matter of working out what best suits the tastes in Aberdeen. All in all there are on average 40 products on offer each day.

Customers are supplied these products in convenient tinfoil oven trays and Dennis feels that is the way ahead but is content that traditional trade in mince and stew still generates good turnover. Dennis explains:-

"Every week we do a different sausage, this week it is Pork and Prosecco. Next week maybe Pork and Black Pudding. We change it all the time; Sweet Chilli and Iron Brew started off as a novelty thing but it is still flying high, it is a nice sausage."

In the height of barbecue weather Dennis can have as many as eight difference burgers on sale and these can vary from the usual steak to cheese and three onion burger. He will source anything for his customers and that was exactly how he got into a South African product.

Pictured- Dennis, Margaret and Mark

Biltong has proven to a big hit and Dennis freely admits if he had known just how popular it was going to be he would have bought a bigger machine. "It amazes me how it flies out the door, people come in and order a machine load at a time. It is Round Steak and it sells at £25 per kilo but there is quite a large weight loss - 40 to 45% in shrinkage. It is an acquired taste and we make up the seasoning ourselves."

Boerwoers and Drywoers, a thin sausage that goes in the Biltong machine to be dried out, have been added as a result of the success of Biltong.

Dennis started in this shop at the age of sixteen straight from the local school, Northfield Academy. He moved on to gain valuable experience in a variety of shops in Aberdeen, Herds, Laidlaws, Kelly's of Cults, Kenny Milne's and ultimately as manager at Laidlaws. That experience amounted to close on thirty years but the shop became available when his old boss Brian Melvin decided to take early retirement. Dennis was well prepared and he grasped the opportunity.

Since taking over the shop it has been upgraded with rewiring, re cladding the walls, changing scales and upgrading the machinery.

Customers come from far and wide to shop with Dennis Paterson.

Beef and lamb are supplied mainly from Scotbeef in Inverurie and augmented with supplies from Rhinds in Elgin. Pork and poultry comes from Halls. Eggs are specially sourced from Davidsons Farm at Strichen.

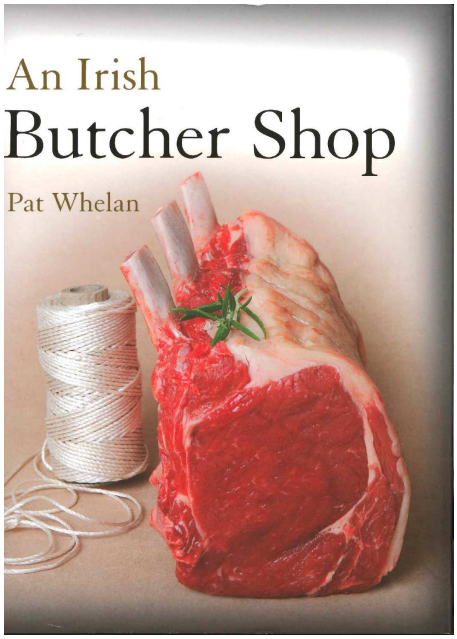
The vast majority of customers are regulars but it is remarkable how some travel from far and wide to buy from Dennis Paterson. Three members of staff, Margaret, Mark and Tery help Dennis do their very best to keep the customers happy and Margaret takes on responsibility for posting on the business' Facebook page.

The fact that Dennis is a local who supports local causes works both ways. Many can remember him as an apprentice in the shop but he places great importance on that playing the lead role as the personality of the shop. His philosophy is to be nice to people, greet his customers and be highly visible.

Printed vouchers are popular.

Storing Meat

By Pat Whelan in his book, An Irish Butcher Shop



The optimum storage of meat is something that many people are not aware of. It is a constant frustration for butchers or indeed any fresh food retailer.

Meat and fresh produce regularly leave a shop in perfect condition only to be left for too long in a hot car on the journey home, resulting in a product that reaches the fridge in less than ideal condition. It should be put in a fridge at home as soon as possible and the temperature maintained at a constant rate.

In most homes the storage place for meat, the fridge, is also the place where many of the items used continuously throughout the day are stored, so it is accessed repeatedly. With every opening of the fridge door the temperature is raised, which has a cumulative negative impact on the shelf life of any foodstuff stored, including meat.

There are two ways to store meat to keep it in the best possible condition; by freezing it immediately on getting it home directly from the point of purchase, or by keeping a fridge specifically for protein. This may seem unrealistic for a domestic kitchen, but it need only be a small bar fridge kept solely for that purpose. They are available these days.

Probes are now standard equipment for the measurement of fridge temperature and are also easily obtained. I would recommend that every home should have such a measuring device in the fridge to ensure that safe levels of refrigeration are constantly maintained. To my mind, freezing meat is an excellent option when considering storage. It is a product that freezes well and the advantages are obvious. You have a ready store for unexpected occasions and you can bulk-buy for convenience and, quite often, value. The key to the successful freezing of meat is to get it into the freezer as quickly as possible after purchase and to keep air from getting to the meat while it is in the freezer.

I want to temper the above with the following; it is a myth that, once meat is frozen, it keeps indefinitely. My customers often ask me about this, feeling that there is no need to consider just when the meat was placed in the freezer. For best results meat should be dated on the day it is frozen, as oxidation and dehydration of meat continue even at freezing temperatures, albeit very slowly. Most home freezers are set higher than the optimum -18°C/0°F so deterioration will definitely occur over time. The optimum time to use frozen meat is within a month of purchase, although periods of up to a year would be acceptable for beef and lamb; it's about six months for pork.

Thawing meat is a process that should be carefully considered, as bacteria are ever present in every environment and should be avoided if possible. The meat to be thawed should be placed on a large dish to avoid any possible drips on to other food. It should be thawed out overnight in the fridge and it is vital to ensure that it has thawed complete before cooking. A large joint will take longer than twenty four hours to thaw, and two days should be allowed to ensure that it is ready for cooking. Of course, busy lifestyles dictate that meat is often defrosted in the microwave, which is perfectly safe, although the end result is definitely taste-compromised.

If using meat fresh from the fridge, there are some differences to consider the various types of meat purchased. Minced meat is best cooked on the day of purchase, as are poultry and offal. Beef, lamb and pork can be stored for days before cooking, with one of my customers who has a regular order of a fillet of beef holding it for eleven days at home before cooking because he enjoys the fully developed flavours and it is his preferred taste.

One of my pet hates is the bewildering variations in the language used regarding the safe shelf life of food. Visit a supermarket and you find such advice as "best before", "use by", "packed on", "display until" and so on. As I have often speculated does it mean that one minute to midnight on the "use by" date a product is safe to consume, and at one minute past midnight it is not? Obviously the advice is there for the consumer's protection, but I recommend a degree of common sense when judging whether food is ready for consumption by the use of Mother Nature's free gift and essential guide, the nose!

Pre-register online to attend now at www.meatup.co.uk

NAEC, STONELEIGH 30th JUNE & 1st JULY

meatup

THE MEETING PLACE FOR THE UK MEAT INDUSTRY

Your show to improve your business!

Endorsed by:

Find a wide range of exhibitors at Meatup such as meat wholesalers, butchers sundries, equipment and machinery suppliers, ingredients, packaging, generic marketing and more! All on-hand with knowledge and expertise – to help your business improve and develop - all under one roof.

Why pay hundreds of pounds when you can come to our shows and listen to experts for free?

This year, Meatup has added an exciting range of free seminars over the two days, including:

Is the Food Standards Agency content to fiddle with the meat industry while Rome burns?

Jamie Foster, Partner, Foster & Griffin Solicitors and Meat Management Magazine Columnist.

Should meat consumption be reduced?

Professor Ralph Early Harper Adams University.

Has meat consumption peaked and if so what can we do about it?

Professor David Hughes Emeritus Professor of Food Marketing, Imperial College London.

How can the meat trade save money and energy?

Stephen McAuley Crowley Carbon.

I know I can guarantee the integrity of the meat I sell – can you?

Alan Odling Independent Retailer.

PLUS MANY MORE! Visit meatup.co.uk to see the full list of confirmed seminar sessions

Also craft competitions and displays! Register free at meatup.co.uk

Backed by the industry - for the industry

Come to look, listen, learn and network at Meatup 2015

A stimulating and exciting seminar programme awaits visitors to the Meatup exhibition and The Food Science & Technology Show on 30th June and 1st July 2015, plus a wide range of additional show content, together with leading suppliers on show with new exhibits.

The new free seminar programme is set to add a vibrant atmosphere at the new look Meatup, which is the only UK exhibition specifically dedicated to the meat industry.

Show organiser, Emma Cash said: "I really believe Meatup has an exciting buzz this year as we come fully out of recession, which has affected everybody for so long. A new structure and layout, with new innovations and great content means that Meatup really should be on everybody's radar."

It is free to attend Meatup and the Food Science & Technology Show.
Register online now at **http://foodshows.onlineregistration.co.uk**.

Seminar Programme

Tuesday 30th June Meatup Theatre

10:00–10.30 **Is the Food Standards Agency content to fiddle with the meat industry while Rome burns?** Jamie Foster, Partner, Foster & Griffin Solicitiors

11.00-11.30 **Keynote Presentation Has meat consumption peaked and if so what can we do about it?** Professor David Hughes, Emeritus Professor of Food Marketing

12.00-12.30 **How can meat packaging deliver on convenience, environmental, hygiene and shelf life promises?** Ian Perkins, Faerch Plast

2.00-2.30 **I know I can guarantee the integrity of the meat I sell – can you?** Independent Retailer: Alan Odling explains how he ensures HACCP compliance.

Food Science & Technology Theatre

10.30-11.00 **Why should food businesses bother about ethics?** Professor Ralph Early, Harper Adams University

11.30-12.00 **How can you protect your business against food fraud?** Antony Bagshaw – Technical Specialist, Public Analyst Scientific Services

12.30-1.00 **What does the future of product development look like?** Steve Osborn, Consultant, Aurora Ceres Partnership

3.30-4.00 **Food Safety Professionalism: Recognising the science underpinning food safety** Jon Poole, CEO of Institute of Food Science & Technology

Wednesday 1st July Meatup Theatre

10.30-11.00 **How did one of the UK's largest meat processors and manufacturers find solutions to pressures in maturation, carcase chilling, blasting and tempering** Rod Benham, Jonathan McKie and Aiden McCauley, DawsonRentals.

11.30-12.00 **How can the meat trade save money and energy?** Stephen McAuley, Managing Director, Crowley Carbon

12.30-1.00 **Should meat consumption be reduced?** Professor Ralph Early, Harper Adams University

Food Science & Technology Theatre

10:00–10.30 **How state of the art science techniques can avert more crisis in the food industry** Antony Bagshaw – Technical Specialist, Public Analyst Scientific Services

11.00-11.30 **Keynote Presentation: Health and wellbeing trends: nonsense or potential for profit?** Professor David Hughes, Emeritus Professor of Food Marketing

12.00-12.30 **Food Safety Data: Fabrication vs Automation….for the busy foodservice sector** Dr Josephine Head, Head Consultancy

2.00-2.30 **Food Manufacturing of the Future** Dr Craig Leadley, Innovative Processing Technologies Section Manager at Campden BRI

3.00-3.30 **What is Nanotechnology and its Potential for the Food Industry and for Food Ingredients?** Professor Kathy Groves from Leatherhead Food Research

How to calculate holiday pay

Kate Wyatt, Lindsays Employment Team, updated March 2015

lindsays 200
Celebrating our bicentenary year 1815-2015

Holiday pay should reflect 'normal' remuneration. This is a fairly elastic concept, but it is clear that it goes further than basic pay. To ensure correct payment is made employers should:

1. Conduct an audit
   All employers who pay 'extras' in addition to basic pay should conduct an audit of employees and pay patterns to assess whether there is underpayment for holidays. The audit should also consider knock-on effects on, for example, pension entitlement or auto-enrolment triggers. Once completed this will enable employers to identify for the future:
   - What additional sums should be included when calculating holiday; and
   - Which holidays the additional sums must be paid for.

2. Include in the calculation of holiday pay:
   - Commission
   - Guaranteed and non-guaranteed overtime whenever employees are required to perform overtime if asked
   - Allowances linked to personal and professional status such as those based on seniority or professional qualifications
   - Incentive bonuses, for example, for productivity, attendance or performance
   - Shift allowances and premiums
   - Acting up supplements
   - Stand-by and emergency call out payments
   - Travel and other allowances where these go beyond mere payment for expenses and are treated as taxable remuneration

3. The following need not be included when calculating holiday pay at present:
   - Benefits in kind
   - Bonuses not linked to performance
   - Expenses which only reimburse costs incurred
   - One off bonuses and occasional payments

4. Take care with voluntary overtime
   Overtime employers are not obliged to offer and employees are not obliged to perform if asked remains an area of uncertainty. Our advice at present is that if there is a sufficient degree of frequency and repetition to the overtime, employers should seriously consider making payment in respect of such overtime during holiday.

5. Establish an appropriate reference period
   Where there is no regular and settled pattern of overtime or additional payments, an averaging exercise will need to be carried out to establish a weekly rate at which holiday should be paid. Best practice is to assess and adopt a reference period which permits a fair reflection of 'normal' remuneration for holiday. This should usually be at least 12 weeks.

6. Consider which hours and premiums must be included
   The averaging should not just take in additional hours worked on overtime, but also additional payments made. For example, if five extra hours are worked at time and a half, the five hours should be added at the overtime rate to arrive at the appropriate rate of pay for holiday.

7. Check how many weeks of holiday enhanced payment must be made for

UK workers are entitled to 5.6 weeks holiday per year. This is split into:

- 4 weeks derived from EU law
- 1.6 weeks derived from UK law.

The requirement to include the additional payments referred to above in calculating holiday pay applies only to the EU 4 weeks. The remaining 1.6 weeks can be paid at the basic rate of pay. Usually the 4 week EU holiday will be considered to fall first in a holiday year.

Outlook More Promising for Beef Farmers After Difficult Start to 2015

Beef farmers have had a difficult start to 2015, driven by a combination of factors some of which are outwith producers' control, according to Stuart Ashworth, Head of Economics Services with Quality Meat Scotland (QMS).

However, the coming months look more encouraging for beef producers as the supply and demand pendulum starts to swing back towards farmers.

"We know the availability of prime cattle in Scotland, UK and Ireland will diminish so, in the next quarter, we expect to see the volume of cattle arriving at abattoirs slow down. It is likely we will then see some firmness in the market for the beef producer," said Mr Ashworth.

Looking back at the situation over recent months, Mr Ashworth said a complex range of factors had been influencing the market, based around the basic building blocks of supply and demand.

"What has happened is the volume of cattle has been starting to fall, resulting in Scottish and UK abattoirs handling fewer prime cattle, although this has been slightly offset by an increase in cow slaughterings. For example, during March Scottish abattoirs handled seven percent fewer cattle than a year ago and in England and Wales the numbers were down two percent for prime stock but unchanged overall.

"However, the price has also continued to fall, reflecting the fact that cattle are being slaughtered at heavier weights. As a result, although the number of cattle being slaughtered has reduced, the volume of beef produced over the first quarter had increased by one percent."

One very significant factor has been the impact of the strength of Sterling, observed Mr Ashworth. This has meant that it has been difficult for processors to export, while at the same time imports have become more attractive.

"Over the first quarter, exports of UK beef have reduced by around 2500 tonnes while imports have increased by about 4500 tonnes," he said.

"Add to that the increase in domestic supply and we find that the market has been working with around 8% more beef than a year ago."

That would not have been a problem if consumption had been strong but, while it has improved for some cuts, it has not been enough to absorb the extra supply.

"Some cuts have been selling better than others but the product which is not selling well has been building up in processors' chills and has had to find a market in the manufacturing trade which has been proving sluggish," added Mr Ashworth.

"This explains why we have seen a slide in farm gate prices and why some of our producers have been facing an extended period to get cattle to market."

However, looking forward he said the outlook was looking more promising for beef farmers.

"We know from BCMS data that the volume of cattle set to come forward as prime stock over the next six to nine months will diminish further and the same scenario is expected in Ireland," said Mr Ashworth.

"This will mean the abattoirs will be able to manage the sale of less popular cuts out of their cold stores and the whole supply and demand balance will come closer together."

Golfers Diary Date

This year the SFMTA Golf Day will be at Drumpellier Golf Club, Coatbridge on Wednesday 3rd June 2015. Cost £45 including meals and prizes.
An entry form is included again with the April Newsletter.

SCOTTISH CRAFT BUTCHERS AWARDS

The 2015 Craft Butcher Awards were judged at the City of Glasgow College on Thursday 9th April. Almost 300 products were entered by butchers throughout the country. Two beefburgers were selected from each of five regions of Scotland and subsequently mystery shopped at taken to the Carfraemill Hotel in the Scottish Borders for a second stage judging by the chef and staff at the hotel. The Regional winners and overall winner were selected and these will be announced at the Scottish Meat Trade Fair in Perth on Sunday 10th May.

At the same evaluation in Glasgow 205 Savoury Products were judged. The judges awards 79 Silver awards, 45 Gold and one Diamond. These results will also be announced at the Trade Fair and it looks like for one SFMTA member there is going to a big win for the very first time.

COLIN HEWITSON

WEIGHING & FOOD PROCESSING EXPERTISE

XT420

13.3"

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

ONLY £27 PER WEEK

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 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.

07769 686985 colinhewitson@dslmail.co.uk

2 Elms Way, Ayr,
KA8 9FB

COLIN HEWITSON

WEIGHING & FOOD PROCESSING EXPERTISE

Avery Berkel

UK consumer expenditure on Beef steady as Lamb sales struggle

According to the latest consumer data from Kantar the value of beef sales in the UK during the 12 weeks ending 1 March 2015 remained fairly similar to the corresponding period in 2014 at £568.4 million.

While the total value of UK beef sales has remained steady year on year there have been changes to the volume of beef purchased by UK consumers. Volume sales of beef during the twelve week period ending 1 March 2015 totalled 72,410 tonnes, a 2% increase on the 70,990 tonnes of beef sales recorded in the corresponding twelve week period in 2014.

This 2% increase in volume sales year on year can be attributed to the slight drop in the average retail price of beef to £7.85p/kg. In the corresponding period in 2014 the average retail price was £7.94 which represented a 1% decline.

While total volume sales of beef have increased by 2% year on year there has been some notable variation at individual cut level. Roasting joints have performed well during the twelve weeks ending 01 March 2015 with volume sales up 4.7% from year earlier levels. Sales of stewing steak have also recorded an increase in volume sales by 2% year on year with volume sales of mince also showing year on year growth.

A strong increase in volume sales was recorded for beef marinades which increased by 10.7% on year earlier levels during the twelve week period ending 1 March 2015. In terms of volume growth in sales it was only second to burgers and grills which increased by 11% from year earlier levels.

There has also been strong growth in sales of convenience beef products with volume sales of chilled ready meals and pre packed pasties recording 6.6% and 7.9% growth respectively between the 12 week comparable periods ending 2 March 2014 and 1 March 2015.

Lamb

While expenditure on beef has remained steady during the twelve weeks ending 1 March 2015 retail sales of lamb have recorded a year on year decline in terms of both expenditure and volume sales.

Total UK expenditure on lamb during the twelve weeks ending 1 March 2015 totalled £151.1million, an 8.7% decline from the corresponding period in 2014. This drop in the total value of sales has been driven by an 9.2% decline in total volume sales year on year to 18,182 tonnes in the 12 weeks ending 1 March 2015.

Much of the decline in the value and volume of sales can be attributed to the lower availability of New Zealand lamb on retail shelves during the 2015 period when compared to year earlier levels. All the major lamb cuts have recorded notable declines in volume sales during the twelve weeks ending 01 March 2015 when compared to year earlier levels. The one exception to this was volume sales of lamb mince which recorded a 9.3% increase year on year.

Specialist Deer Abattoir

Robert Prentice has established a new specialist abattoir on his farm in Fife. The first animals passed through the facility in February.

Robert's grandfather used to run a small scale abattoir for his butchery business in West Lothian. Now he farms 500 acres mainly split between production of barley and wheat and grazing to support a 100 strong suckler cow herd and a flock of 290 Blackie and Mule breeding ewes. His farm, Downfield overlooks the Howe of Fife and Lomond Hills.

The hilly braes on the farm are ideal for finishing farmed deer for the venison market. The missing element was a local abattoir for processing the finished livestock. The only option the Prentices had available was the transportation of live deer to the UK's only dedicated abattoir at Round Green Farm near Barnsley in Yorkshire, some 300 miles away.

Planning permission for a new build abattoir on their farm was turned down so a redundant farm building was transformed into a unit capable of processing 400 deer per day although it is currently only operating one day per week with a throughput of around 40 deer. Robert and Jane Prentice are hoping to add lamb processing to their licence before the end of May.

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 18/04/15	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	351.6 p/kg	353.9 p/kg	372.9 p/kg
Heifers dwt	351.7 p/kg	355.1 p/kg	371.2 p/kg
Young Bulls dwt	330.6 p/kg	312.7 p/kg	341.2 p/kg
Numbers			
Steers	3941	3578	3824
Heifers	2437	2286	2521
Young Bulls	505	220	351

BEEF PRICES	W/E 15/04/15	Previous week	Previous year
Scottish Auctions			
Steers lwt	187.39 p/kg	199.58 p/kg	199.03 p/kg
Heifers lwt	196.66 p/kg	202.05 p/kg	207.09 p/kg
Young bulls lwt	143.95 p/kg	172.09 p/kg	146.82 p/kg
Numbers			
Steers	214	165	219
Heifers	300	314	281
Young bulls	27	12	21

Deadweight cattle week ending 18th April 2015								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	357.9	356.7	356.1	360.5	360.8	361.1	354.7	354.6
R	354.2	352.9	351.9	353.6	353.6	351.3	346.1	346.7
O+	346.3	346.3	340.3	338.2	346.5	341.2	327.2	345.0
-O	319.8	324.7	323.3	300.4	309.2	285.0	298.0	-

Blood Money

The Resource Efficient Scotland (RES) programme is working to identify added value products and processes, including new income streams, for blood produced from abattoirs. News of a workshop in early June will be announced soon and this will provide abattoirs with results of discussions with potential blood users. Four technology providers will present their blood management systems e.g. Butina/MPS (hollow-knife), Slaughter, Alfa Laval & AMT. The aim is to explore how RES can work with abattoirs to identify enablers & barriers, if there is interest to do so.

If you are interested in attending please look out for e mail notification.

Email communication

From time to time the Federation sends emails out to members with items of news that are possibly more urgent that can wait for the monthly newsletter. If you do not receive these, it will be because SFMTA does not have a current email address for you. If you want to receive emails (there are on average six per month) please contact us with it.

St Andrews Abattoir Company

A Shareholders' meeting will be held on Wednesday 13th May at 1.00pm at the Green Hotel, Kinross.

SHEEP PRICES	W/E 15/04/15	Previous week	Previous year
Scottish Auctions			
Old Season SQQ lwt	197.94 p/kg	198.14 p/kg	210.29 p/kg
Ewes lwt	£88.72 /hd	£81.89 /hd	£75.04 /hd
Sheep numbers			
Scottish Auctions			
Old Season SQQ	14330	13522	19754
Ewes	2101	2608	3184

SHEEP PRICES		W/E 18/04/15	Previous week	Previous year
GB Abattoirs				
Hoggs SQQ dwt		445.4 p/kg	443.2 p/kg	483.2 p/kg
Deadweight sheep week ending **18th April 2015** p/kg				
	U	457.3	459.7	447.4
	R	448.6	450.1	445.1
	O	435.2	438.4	438.4

PIG PRICES	W/E 18/04/15	Previous week	Previous year
GB Abattoirs			
Standard Pig Price (SPP)	132.33 p/kg	132.19 p/kg	163.28 p/kg

GB deadweight pigs ending **18th April 2015** – p/kg					
	Method 1 and 2 p/kg dwt	Change		Method 1 and 2 p/kg dwt	Change
Up to 59.9 kg	119.23	+2.51	80.0 – 89.9 kg	133.06	+0.13
60.0 – 69.9 kg	132.74	+1.23	90 kg and over	129.19	-0.10
70-0 – 79.9 kg	133.09	+0.17			

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

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

FOR SALE:- Three Deck Baker Oven with Rack & Trays, Two x 2 metres refrigerated display cases with storage underneath, Mainca bacon slicer, Electronic scales and other butchers shop equipment.
Contact John Mackay on 01360 621 992 or Mobile 07854683101

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

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.

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

SFMTA CORPORATE MEMBERS –

2 VISUALISE LTD. 4 Woodside Place, Charing Cross, Glasgow G3 7QF
Contact: Campbell Orr. Tel: 0141 255 0002 Email: **campbell@2visualise.co.uk** Web: **www.2visualize.co.uk**

AES (EQUIPMENT CLEANING) LTD Supplier of Equipment Washers & Tray Cleaner, Crossbush Cottage, Riccarton, Kilmarnock KA1 5LN Contact: Malcolm Crawford Tel: 01563 551122, Mobile : 07788 926 925

BAKO NORTHERN & SCOTLAND Mill Road, Littleburn Industrial Estate, Durham DH7 8HR
Tel: 0191 3780088. Email: **sales@ bakoscotland.co.uk www.bakonorthern.co.uk**

BELLS BAKERS Hawthorn Bakery**,** Torbothie Road**,** Shotts Lanarkshire**,** ML7 5BD
Tel: 01501 820222, Website: bellsfoodgroup.co.uk Email: **info@bellsfoodgroup.co.uk**

BIZERBA (UK) LTD 2-4 Erica Road, Stacey Bushes, Milton Keynes MK12 6HS
Contact: Liesl Marchand, Marketing Manager Tel: 01908 682740, Direct: 01908 682756, Mobile: 07798 938493

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

CAPITAL COOLING LTD 12 Dunnet Way, East Mains Ind Est Broxburn EH52 5NN
Contact: Gerry Simpson Tel: 01506 859000 Email: **sales@capitalcooling.com www.capitalcooling.com**

COPAS TRADITIONAL TURKEYS LTD Kings Coppice Farm, Grubwood Lane , Cookham, Maidenhead, Berkshire , SL6 9UB Tel: 01628 474678. Email: **emmaw@copas.co.uk**. **www.copasturkeys.co.uk**

DALESMAN New York Industrial Estate, Newcastle Upon Tyne NE27 0QF
Tel: 0191 259 6363 Fax: 0191 259 6362

DALZIEL LTD. Bellshill North Industrial Estate, Bellshill ML4 3JA
Tel: 01698 749595 Fax: 01698 740503

DIRECT POULTRY SUPPLIES LTD. Banfield, Near Preston PR4 0TT **www.directpoultry.co.uk**
Contact Chris Flanagan (Scotland Depot) Mob: 07768 477791 Tel: 01995 670271 **info@directpoultry.co.uk**

ESC PACKAGING Ferryhills Road, Inverkeithing, Fife KY11 1HD.
Contact: Carrie Walker Tel. 01383 418610 Fax.01383 417244 Email: **Carri@eosc.co.uk** Web: **www.eosc.co.uk**

FÁILTE FOODS East Warehouse, Glasgow Fruit & Vegetable Wholesale Market 130 Blochairn Road, Glasgow G21 2DU
Contact: Tel: 0141 548 6170, Email **sales@failtefoods.com** Website: **www.failtefoods.com**

COLIN HEWITSON KRH 2 Elms Way, Ayr Ayrshire KA8 9FB
Contact: Colin Hewitson Tel: 01292 283111

WILLIAM JONES PACKAGING LTD Unit B5 South Point Estate, Foreshore Road, Cardiff CF10 4SP
Contact: Roger Austin T: 029 2048 6262 F: 029 2048 1230 E: **sales@wjpackaging.co.uk** W: **www.wjpackaging.co.uk**

KELLY BRONZE (SCOTLAND) LTD Alastair Monk, Magbiehill Farm House, Dunlop Road, Stewarton KA3 3ES
Contact: Alistair Monk Email – **sidehead@kellyturkeys.com** Tel- 07904 104051

LUCAS INGREDIENTS Portbury Way,Bristol BS20 7XN
Tel: 0800 138 5837

McAUSLAND CRAWFORD 79-81 Abercorn Street , Paisley PA3 4AS
Tel: 0141 849 7033; Email: **office@mcauslandcrawford.co.uk**

McDONNELLS (Queen Street) LTD 19-20 Blackhall Street. Dublin 7
Contact Ann Maguire Tel: 0035316778123 Fax: 003531 677 4491 Email: **sales@mcdonnells.ie**

MANCHESTER RUSK COMPANY LTD Flava Ho, Harper Rd Sharston, Manchester M22 4XR
Tel: 0161 945 3579 Fax: 0161 946 0299 Email: **mrc@mrcflava.co.uk** web: **www.mrcflava.co.uk**

MARSHALL WILSON PACKAGING Units 4a,4b & 4c Blochairn Ind Est, 16/24 Siemens Pl, Glasgow G21 2BN
Contact: Ian Queen, T: 0141 552 7577, E: **sales@marshall-wilson.co.uk** W **www.marshallwilson.co.uk/**

GEORGE MERCHANT PRINT / PACKAGING 200-202 King Street, Broughty Ferry, Dundee DD5
Contact: Neil Merchant Tel: 01382 778779, Mobile: 07831390552, E: geomerchnt.aol.com W: **www.merchantprint.co.uk**

PARAGON PRODUCTS Hygiene Specialists, Newhailes Ind Est, Newhailes Road, Musselburgh EH21 6SY
Tel: 0131 653 2222 Fax: 0131 653 2272

ROBERTSON FINE FOODS John Robertsons & Sons Hamcurers Ltd , 88 Princes Street , Ardrossan KA22 8DQ
Contact: Barry Robertson Tel: 01294 463936 Fax: 01294 472187

SCOBIE & JUNOR 1 Singer Road, Kelvin Industrial Estate, East Kilbride G75 0XS
Tel 0800 783 7331 Web **www.scobiesdirect.com** E-mail **info@scobiesdirect.com**

SCOTWEIGH Suppliers of the TEC SL-9000 and Portable scales. Unit 2/4 Granary Sq, Bankside, Falkirk FK2 7XJ
Tel: 01324 611311

STOCKLINE PLASTICS Grovepark Mills, Hopehill Road, Glasgow, G20 7NF
Tel: 0141 332 9077

WILLIAM SWORD LTD Blairlinn Ind Estate, Cumbernauld G67 2TX
Tel: 01236 725094

TPS SCOTLAND LTD 33-41 Kelvin Avenue , Hillington Park , Glasgow G52 4LT
Contact: Elaine Holmes Email: **office@tps-scotland.co.uk** Tel: 0141 883 6260 Mobile : 07821 676381

WALKERS SHORTBREAD Aberlour House, Aberlour-On-Spey, AB38 9LD
Tel: 01340 871555 **enquiries@walkers-shortbread.co.uk www.walkersshortbread.com**

WATCO SYSTEMS LTD. Unit 44/2 Harden Green Ind Est, Dalkeith, nr. Edinburgh , EH22 3NX
Tel: 0131 561 9502 Fax: 0131 561 9503 Email: **info@watco-refrigeration.co.uk**

VERSTEGEN LTD Unit A9B Plough Road Centre, Great Bentley Essex CO7 8LG
Tel: 0800 011 3246 Email: **info@verstegen.co.uk**

Retail Prices for w/e 25/04/15

AVERAGE PRICES	SFMTA APRIL	SFMTA MARCH	QMS APRIL	QMS MARCH
SCOTCH BEEF				
Fillet Steak	3971	3971	3998	3998
Sirloin Steak	2789	2789	2521	2498
Rolled Rib Roast	2136	2136		
Popeseye Steak	1763	1763	1680	1737
Topside	1420	1420	1236	1246
Round / Rump Steak	1385	1385		
Shoulder Steak	1166	1158	1147	1147
Rolled Brisket	1103	1103		
Steak Mince	1023	1023	875	905
Boiling Beef Bone In	705	705		
DOMESTIC LAMB				
Whole Leg of Lamb	1360	1360	1239	1239
Centre Cut Leg Bone In	1566	1566		
Gigot Lamb Chops	1727	1727		
Lamb Leg Steaks	1782	1782	1855	1855
Chump Lamb Chops	1701	1701		
Double Loin Lamb Chops	1733	1733	1691	1691
Single Loin Lamb Chops	1616	1616	1594	1594
Rolled Shoulder Lamb	1240	1240		
Lamb Shanks	765	765		
Diced Lamb	1464	1464	1386	1395
Minced Lamb	1284	1284	1263	1263
PORK				
Pork Tenderloin (Fillet)	1224	1224	1004	1004
Pork Leg Steaks	968	968		
Double Loin Pork Chops	931	931	848	848
Single Loin Pork Chops	909	909		
Rolled Shoulder of Pork	741	741	706	706
Belly Pork	719	719		
Pork Loin Steaks	1078	1078	1102	1102
Diced Pork	833	833	757	757
PRODUCTS				
Beef Link Sausages	805	805		
Pork Link Sausages	821	821	683	683
Speciality Pork Sausages	874	874		
Sliced Beef Sausage	732	732		
Sliced Black Pudding	675	675		
Ball Haggis	769	769		
Scotch Pie	103	103		
Quarterpound Beefburger	109	109		

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

Customer Accounts
Loyalty Scheme
Christmas Club
Cross selling
Order filling
Prepacking

Made for iPad

Stay Connected!

The app automatically shows your customers which promotions are on in your shop!

Want to tell customers about a new award? Put it in the news section and it will automatically be displayed in the app!

ANDROID

Works with iPhone

Featuring:

- Real time Reporting and Management by Pad
- Loyalty scheme with App for phones and NFC reader
- Christmas, Retail and Wholesale ordering
- Accounts, Invoicing and Statements
- Cross sell with pictures and prompts

Call us for a demonstration!

01324 611311
sales@scotweigh.co.uk

SCOTWEIGH