

# FEDERATION NEWS

THE NEWSLETTER FOR SCOTLAND'S CRAFT BUTCHERS



**Don't Forget to Promote  
British Sausage Week**



SCOTTISH FEDERATION OF MEAT TRADERS

**NOVEMBER 2008**

## Butchers Shock in Pink



Staff of Pollock Williamson butchers raise cash for Breast Cancer.  
Left to right, Clark McRindle, Gary Ferguson and George Ross.

### This Month

**Visit to Outdoor Pig  
Unit at Glamis**

**Butchers get  
In The Pink for  
Breast Cancer**

**Feature on Butcher  
with best outlook**

**Bluetongue Latest**

**More from  
Employment Law  
Advisers Peninsula**

**BSE testing  
48 month move**

**Beef Price Ready  
Reckoner Explained**

**Scottish Market  
Prices**

**SFMTA Retail Price  
Survey**

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## Sales of Sausages Sizzle!

They've always been a popular choice for family meal times but sales of sausages have leapt by 12% in the past twelve months and the British market is now worth a massive £850 million\* a year.



This is excellent news on the eve of one of the most popular events in the butcher's calendar, Sausage Week, an annual celebration of the family favourite.

Members of the Scotch Butchers Club capitalise on the continuing popularity of pork, beef and lamb sausages in Scotland by offering shoppers free customised badges celebrating the sizzle.

The average shopper buys sausages twenty six times a year and it's one of the most popular meals in busy homes.

Quick, easy to cook and tasty, there's a type and flavour to whet every appetite and suit every budget. Interestingly, at a time when we are all feeling the pinch, more and more consumers are choosing to pay a bit more and buy premium sausages.

Scotland produces the finest quality meat that's goes into our butcher's sausages and we are delighted to be backing Sausage Week once again. I am sure our new badges will prove to be a hit with both old and young shoppers alike.

- \*Data from TNS - retail sales of sausages in GB worth £851.8 million for the 52 week period ending 5<sup>th</sup> October 2008.
- There has been 12% growth in premium sausages sold, compared to 7% in the overall category.
- Premium sausages account for 39% of the market.

June Lomax  
Independent Retailers Manager

**SFMTA members should all have received Sausage Week stickers, a theme poster and an empty bellied poster. These were posted out direct from BPEX to SFMTA members.**

**Should any member want more or their tube never arrived please contact Bruce on 01738 637472**



# **BSE Testing Age Increase to 48 months**

It is expected that the European Parliament will soon approve a change of legislation, to put in place the announcement that has already been made by the European Commission, for increasing the age at which cattle for the food chain must be brain stem sampled and tested for BSE from 30 months to 48 months. This follows the Food Standards Agency (FSA) Board agreement to support the move, subject to a review of current and continued BSE surveillance.

The scientific evidence produced by the European Food Safety Authority (EFSA) and the UK's Food Standards Agency, from risk assessments, both indicated that increasing the age to 60 months would have very little impact on the risk to consumers.

FSA Chair, Dame Deirdre Hutton, said: 'The Board supports the move to testing at 48 months but would not wish this to be implemented until a further report on surveillance has been produced and this has been passed to SEAC for review. This report should also include the issue of fallen stock. The FSA Board would like to be presented with this information and to revisit this issue before any further action is taken on BSE testing in the UK'.

FSA Chief Scientist, Andrew Wadge, said: 'The number one priority of the FSA is to protect consumers. Prevention of exposure of people to BSE rests primarily with SRM controls and not BSE testing. The Agency believes an increase in the age at which cattle are tested for BSE is a proportionate measure and that a review of surveillance is an important factor when considering this issue'.

The Spongiform Encephalopathies Advisory Committee (SEAC) recognised an increase in the age at which cattle intended for human consumption are BSE tested would represent 'a minimal to negligible increase in the risk to human health'. SEAC highlighted the importance of BSE surveillance in monitoring infection levels to ensure they remain extremely low and suggested that if testing controls are modified then BSE surveillance must be kept under review.

The proposal to raise the age at which cattle are BSE tested came as a result of recent changes to EU legislation. EU Member States are now allowed to apply to reduce their monitoring programmes for BSE. For an

application to be successful Member States must show a declining or low prevalence of BSE and that they have implemented the EU BSE surveillance programme and feed ban for at least six years.

## **Effect on Cattle Prices**

Producers might reasonably expect that prices for clean cattle over 30 months and up to 48 months should improve as a consequence of this change. However, Government (DEFRA) has announced that it is now going to charge meat plants for the cost of doing the test (previously it was free) and it is therefore likely that this extra cost will be passed on to producers.

Furthermore the removal of Specific Risk Material (SRM) from cattle over 30 months will still be required, and there is a cost of doing that.

The major retailers have not yet amended their specifications which remain at "clean cattle under 30 months" although there is likely to be a transition to a new age specification with time. There is thus likely to be a two-tier price structure with one price for clean cattle under 30 months, and a lower price for clean cattle between 30 and 48 months that may be at the same rate as older cull cows.

## **Retail Trade**

An additional consequence is that retail butchers might still be restricted in handling 30 to 48 months old cattle if the European Commission requires them to continue to be approved for the removal of the vertebral column. Although the age limit for this is expected to move upwards at some stage, the TSE regulation states that vertebral column must be removed from carcasses over 30 months before retail sale. It is to be hoped that the EC does not impose a restrictive approval process on the trade, as a result of the legislative changes to the brain stem testing age increase.

## Dirty Wee Rascals are Kings of the Castle



QMS organised the visit for SFMTA to view a working pig farm dedicated to outdoor production at Glamis Castle. The pig production started in the early 90s on land that was very porous despite being in the middle of the Howe of Strathmore. Flanked by a sand quarry on one side and a gravel quarry on the other, the land was identified as being more suitable for livestock than arable.



The farm has 600 sows and an output of 12,000 pigs per year all sold through Scottish Pig Producers group. 200 pigs are supplied to Broxburn on a Freedom Foods contract. Freedom Foods is the assurance scheme of the RSPCA and Strathmore is only one of two farms in Scotland to be accredited.

David said "It is a very tangible benefit to us to be in Freedom Foods, the consumers seem to appreciate this but it is mostly the hams from our pigs that get processed into high value Freedom Foods Hams."

Escorted on a trailer for bio-security reasons the farm tour first saw where the pigs were served. "When a sow gets weaned, she has a change in her hormones and five days later she comes in season. Cattle and sheep are seasonal but the pig cycle goes on throughout the year. They cycle every three weeks, they have their young for four weeks – once they stop suckling, hormones change then 4 or 5 days later they come in season and they go back to the start.

"We use artificial insemination. We do not buy in any pigs at all. Semen is couriered up from Yorkshire on a Sunday and kept refrigerated, it lasts the week."



The gestation period of a pig is 3 months, 3 weeks, 3 days.

Farrowing crates stop the sow lying on top of her piglets.

The farm has a very small herd of Duroc. "About 10 years ago when we closed our herd up we took the best of them." The Duroc pig has been compared to a Highland cow – very hardy beasts with fat cover, the sows have been Duroc cross on Large White pigs and they are crossed with a Landrace for finished pigs.

Finished pigs are taken to a 74-75 kilo average carcase weight and there is no problem with the accuracy. The pigs are fed on home grown barley and wheat, the protein content is soya.

After a very fine lunch served in Glamis Castle the party then watched a cutting demonstration put on by Richard Megahy and Gary Conacher of Simon Howies.

While the two butchers broke down a 80 Kilo pig there was a healthy discussion on the attributes of selling individual muscles and smaller joints.

The demonstration took place in the medieval kitchen already fitted out with ceiling hooks.

In conclusion there is a great opportunity for independent butchers to source locally grown pork. Throughout Scotland there are pig units that could supply butchers with quality pork that would come with a good consumer story with regard to provenance. Retailers are all seeking points of difference and this could be of interest to SFMTA members.

It is likely that QMS will progress this opportunity with Meet the Producer workshops in the evening at several locations throughout the country. These are now likely to be held early next year but anyone who is keen to establish a link foster should get in contact with Gordon McKen, Managing Director Scottish Pig Producers, Tel 01466 792284 , [gordon@scottishpigproducers.co.uk](mailto:gordon@scottishpigproducers.co.uk)

**[TO VIEW COLOUR PICTURES FROM THE VISIT:-](http://picasaweb.google.co.uk/SFMTA1/GLAMISPIGUNIT)**

<http://picasaweb.google.co.uk/SFMTA1/GLAMISPIGUNIT>



# Bluetongue Vaccination Date Confirmed

As posted on SFMTA members only website 09/10/08

The window for compulsory bluetongue vaccination in Scotland will open on Monday November 3, 2008, the Scottish Government confirmed. On this date Scotland will be declared a Protection Zone and free movement of bluetongue-susceptible animals across Great Britain will be permitted.

The date has been set following scientific analysis which established that risk of transmission by midges would be low at this point and that livestock need to be protected by the spring when midges will become active again.

In the first year the Scottish Government is supporting half of the vaccine manufacturer costs, totalling £2.6m. Cabinet Secretary for Rural Affairs Richard Lochhead said:

"I am pleased that we are now able to give farmers and crofters certainty on the date on which compulsory vaccination will start. Scientific analysis has allowed us to specify November 3 as the date that mitigates the risk to the Scottish livestock industry.

"At the farming industry's request we are introducing compulsory vaccination over a period of several months, allowing farmers to choose to vaccinate at a time that best suits them and their farm management needs. Until all livestock are vaccinated, there will remain a risk to the industry from importing potentially infected animals. It is vital farmers continue to avoid sourcing stock from high risk areas."

Vaccination will be compulsory in cattle and sheep and strongly encouraged in other bluetongue susceptible species. The initial vaccination window will last until April 30, 2009.

## New Bluetongue in Holland

On Monday 27<sup>th</sup> October Dutch authorities confirmed the presence of BTV6 in the Eastern part of the Netherlands. A ban on exports from the Netherlands has been put in place by the Dutch authorities, and a full veterinary inquiry is under way to consider the likely origin and the mechanism of transfer to the Netherlands.

This development is of particular concern as this serotype has not been reported in Europe before. The industry has been asked to take care in sourcing of stock and avoiding high risk areas. Within the UK all consignments of stock from continental Europe post-import are tested.

## Lanarkshire Butchers Association



The Annual General Meeting of the Lanarkshire Association will take place on **Monday 24<sup>th</sup> November 2008** within the premises of James Chapman Butchers Ltd, 35 Glasgow Road, Wishaw at 7.00pm for 7.30pm.

Earlier this year the guest speaker at the Lanarkshire Butchers Dinner was former Dunfermline and Livingston Manager Jim Leishman. President John Hamilton presented Jim with a cheque for £500 to go towards Youth Development in the sport.

## Business For Sale – T Kerr & Son, Selkirk -

Operating as a quality butcher for 27 years this business has built up an excellent reputation during this time.

The shop and business may be acquired separately from the flat, if preferred, and further information will be available on request and at [www.sfmta.co.uk](http://www.sfmta.co.uk)

Offers over £250,000 are sought for the property, goodwill, fixtures and fittings, with stock available over and above at valuation.

Viewing is strictly by appointment and arrangements can be made by contacting Suzanne Lawrie or Linda McGregor on 0131 477 6000 (option 3)

## Business For Sale - John S Ross & Son, Glasgow

334 Crow Road, Broomhill, Glasgow G11 7HT

Mobile: 07910772992 Home: 0141 357 0837

Single front shop, fully equipped and recently refloored and decorated for sale as going business with freehold property. Offers over £90,000

## For Sale -

**Two sets of Avery Berkel scales:** Model M0202 Modern plus one drawer – £1400 for set Contact Donnie or Stuart Tel: 01573 420285

## For Sale -

Reich Unigar Steamer, Rack Oven, Ideal for puddings/cooked meats, use every day, can be seen fully operational. No reasonable offer refused.

Telephone 07815060445

## For Sale -

Two x three metre Trimco serve over cabinets – two years old

£600 each or £1000 for both. Telephone 0141 950 2575 or 07793315674

| Items for Sale                                                    | Price     | VAT     | Total            |
|-------------------------------------------------------------------|-----------|---------|------------------|
| Talsa 15 litre 3 phase sausage machine (as new)                   | £850.00   | £148.75 | <b>£998.75</b>   |
| Combie Fan Assist Steam Oven<br>(Gas, water and 3 phase required) | £950.00   | £166.25 | <b>£1,116.25</b> |
| Stainless Steel Rack 18" x 30" ( x 15 @ £100)                     | £1,500.00 | £262.50 | <b>£1,762.00</b> |
| Butcher Boy 32 Mincer, Single phase.                              | £500.00   | £87.50  | <b>£587.50</b>   |
| Stainless Steel Rack 600mm x 400mm<br>( x 3 @ £125) as new        | £375.00   | £65.63  | <b>£440.63</b>   |
| Various Stainless/Alloy Tables and Shelving                       | poa       |         |                  |
| BBQ King Chicken Rotisserie                                       | £300.00   | £52.50  | <b>£352.50</b>   |
| <b>Karen Connelly, Hugh Black &amp; Sons Limited 01506 651460</b> |           |         |                  |

# in the pink

Throughout Breast Cancer Awareness Month in October, Breast Cancer Care asked everyone everywhere to get In the Pink to raise money and awareness for people affected by breast cancer. SFMTA encouraged members to get involved and special pink aprons were ordered for those wanting to participate.

George Murphy at Trunet put up a case of pink champagne for the business doing the most with the theme. Entries are still arriving so the winner will be announced in the December Newsletter. Members activities were diverse but a few of those that came to the notice of the Federation are included here.

## **Andersons, Leith:-**

Due to the enthusiastic way Alec, Bob, Heather, the two Kevins, Pauline, Robert and Wendy embraced the challenge and the generosity of our customers we raised on Friday and Saturday £600.

I have added a similar amount and will forward a cheque for £1200 to Breast Cancer Awareness.

*John Henderson*



## IJ McIntosh, Rosehearty

Federation member John McIntosh took part in a Generation Game style cooking contest with shop assistant Sandra Morrice in a local hotel. Sandra works for cancer charities since she lost her son and husband as she recovered from breast cancer.

Sandra Morrice, also from Rosehearty, was diagnosed with the disease in 1993 and underwent radiotherapy and chemotherapy. In 1994, she had a breast removed and has been clear since. In 2001, eight years after her diagnosis, Sandra's son Martin, 32, died from a brain tumour. Just four years later, her husband, also Martin, 55, died of lung cancer.

Locals were encouraged to get involved in other fundraisers, including back and leg waxing and head shaving.



FOOD FIGHT: John McIntosh and Sandra Morrice are having a cookery contest to raise money for cancer research

## Breast cancer survivor gives hope to others

BRAVE MUM LOST SON AND HUSBAND AS SHE RECOVERED FROM THE DISEASE

A CHARITY worker who lost her son and husband as she recovered from breast cancer is hoping a fundraising event tonight will give hope to others.

Shop assistant Sandra Morrice, from Rosehearty, was diagnosed with the disease in 1993 and underwent radiotherapy and chemotherapy. In

1994, she had a breast removed and has been clear since. In 2001, eight years after her diagnosis, Sandra's son

Martin, 32, died from a brain tumour. Just four years later, her husband, also Martin, 55, died of lung cancer. Now Mrs Morrice, who works at the village's Spar store on Union Street, has made thousands

for Aberdeen Royal Infirmary and Cancer Research.

Tonight, the 57-year-old grandmother-of-eight will be hosting her latest charity night. She will be teaming up with village butcher John Macintosh for a Generation Game-style cooking contest.

Locals will be encouraged to get involved in other fundraisers, including back and leg

waxing and head shaving.

Mrs Morrice said: "Some of the money raised will be going to buy special bras for women after breast surgery."

The charity night at the Masons Arms Hotel, Rosehearty, from 7.30pm will be partly hosted by kitchen products company Pampered Chef.

## David Lindsay & Son, Perth

A week before the main event on Friday 24<sup>th</sup> October, Beaton Lindsay and his staff made the front page of Tayside's evening paper. Pink cowboy hats were sourced and resplendent in their pink aprons the shop raised £500 for Breast Cancer awareness. "Customers and staff all had a great two days" said Beaton.

**In the pink**



**EVENING TELEGRAPH**  
DUNDEE, FRIDAY, OCTOBER 17, 2008  
AND POST 37p

**We're looking for Mini Monsters**  
£525 to be won — details on page 20

## BANKERS JUNKET



Perth butchers D G Lindsay & Son got off the mark today for Breast Cancer Awareness Week with their staff in pink cowboy hats and aprons to raise awareness. Money from the sale of their pink sausages will be donated to the Breast Cancer Campaign. Pictured (front) Beaton Lindsay (son of owner David) and the pink posse — (from left) Dean Stirton, Adam Winton, Brian MacVicar, Aaron Taylor and Jason Daly.

JUST days after receiving £17 billion of taxpayers' money, a group of 20 Lloyds TSB executives and clients held a lavish golf junket at five-star Glenmorangie Hotel.

Insiders said 16 of the group were staying on at the hotel at an estimated cost of £20,000.

See story on page 10.

## WHITTONS FLOORING LTD.

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**JC Douglas, St Boswells:-** Well great day had by all starting at 7.30 am and finishing at 1.00am the following morning!! Very well supported by all the village and our total raised on Friday was £643.39 and have since had donations taking it up to £660.00. Donations were put into shop on Saturday so hopefully £700 will be raised.

I got 42 girls for my moonwalk with Craig following with the camera. All the shops are wanting to join us next year and we think Douglas Butchers have started an official moonwalk in St.Boswells with lots more going to attend next year, which is great. All thanks to the Federation wanting butchers to go pink!! *Kelly Douglas*

**in the pink**



*How many others could get such a crowd to their shop at midnight wearing such frightening outfits?*

Other Federation members are reporting sums raised and hopefully SFMTA can announce a handsome grand total collected for Breast Cancer Awareness next month

|    | A      | B                        | C             | D      | E      | F      | G      | H      | I      | J      | K      | L      | M      | N      | O      | P      | Q      | R      | S |
|----|--------|--------------------------|---------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---|
| 1  |        |                          |               |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |   |
| 2  |        | <b>BEEF PRICE</b>        |               | 2.67   | 2.71   | 2.76   | 2.82   | 2.87   | 2.98   | 3.09   | 3.13   | 3.20   | 3.26   | 3.31   | 3.42   | 3.53   | 3.64   | 3.75   |   |
| 3  |        | <b>READY RECKONER</b>    |               |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |   |
| 4  |        |                          | <b>Weight</b> | 1.21   | 1.23   | 1.25   | 1.28   | 1.30   | 1.35   | 1.40   | 1.42   | 1.45   | 1.48   | 1.50   | 1.55   | 1.60   | 1.65   | 1.70   |   |
| 5  | factor | SIDE OF BEEF in kilos    | 141.5         |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |   |
| 6  | 7.5    | Round Steak              | 5.4           | 9.08   | 9.23   | 9.38   | 9.60   | 9.75   | 10.13  | 10.50  | 10.65  | 10.88  | 11.10  | 11.25  | 11.63  | 12.00  | 12.38  | 12.75  |   |
| 7  | 6      | Brisket                  | 5.6           | 7.26   | 7.38   | 7.50   | 7.68   | 7.80   | 8.10   | 8.40   | 8.52   | 8.70   | 8.88   | 9.00   | 9.30   | 9.60   | 9.90   | 10.20  |   |
| 8  | 4      | Hough                    | 4.1           | 4.84   | 4.92   | 5.00   | 5.12   | 5.20   | 5.40   | 5.60   | 5.68   | 5.80   | 5.92   | 6.00   | 6.20   | 6.40   | 6.60   | 6.80   |   |
| 9  | 2.5    | Ox Kidney                | 0.5           | 3.03   | 3.08   | 3.13   | 3.20   | 3.25   | 3.38   | 3.50   | 3.55   | 3.63   | 3.70   | 3.75   | 3.88   | 4.00   | 4.13   | 4.25   |   |
| 10 | 7.5    | Topside/ Silverside      | 12.7          | 9.08   | 9.23   | 9.38   | 9.60   | 9.75   | 10.13  | 10.50  | 10.65  | 10.88  | 11.10  | 11.25  | 11.63  | 12.00  | 12.38  | 12.75  |   |
| 11 | 14.4   | Sirloin Steak            | 5.7           | 17.42  | 17.71  | 18.00  | 18.43  | 18.72  | 19.44  | 20.16  | 20.45  | 20.88  | 21.31  | 21.60  | 22.32  | 23.04  | 23.76  | 24.48  |   |
| 12 | 11     | Rib Roast                | 2.5           | 13.31  | 13.53  | 13.75  | 14.08  | 14.30  | 14.85  | 15.40  | 15.62  | 15.95  | 16.28  | 16.50  | 17.05  | 17.60  | 18.15  | 18.70  |   |
| 13 | 3.5    | Boiling Beef             | 7.1           | 4.24   | 4.31   | 4.38   | 4.48   | 4.55   | 4.73   | 4.90   | 4.97   | 5.08   | 5.18   | 5.25   | 5.43   | 5.60   | 5.78   | 5.95   |   |
| 14 | 20.5   | Fillet Steak             | 2.1           | 24.81  | 25.22  | 25.63  | 26.24  | 26.65  | 27.68  | 28.70  | 29.11  | 29.73  | 30.34  | 30.75  | 31.78  | 32.80  | 33.83  | 34.85  |   |
| 15 | 5      | Mince                    | 24.0          | 6.05   | 6.15   | 6.25   | 6.40   | 6.50   | 6.75   | 7.00   | 7.10   | 7.25   | 7.40   | 7.50   | 7.75   | 8.00   | 8.25   | 8.50   |   |
| 16 | 6      | Shoulder Steak           | 19.5          | 7.26   | 7.38   | 7.50   | 7.68   | 7.80   | 8.10   | 8.40   | 8.52   | 8.70   | 8.88   | 9.00   | 9.30   | 9.60   | 9.90   | 10.20  |   |
| 17 | 9.75   | Frying Steak             | 5.4           | 11.80  | 11.99  | 12.19  | 12.48  | 12.68  | 13.16  | 13.65  | 13.85  | 14.14  | 14.43  | 14.63  | 15.11  | 15.60  | 16.09  | 16.58  |   |
| 18 |        | <b>TOTAL WEIGHT SOLD</b> | <b>94.8</b>   |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |   |
| 19 |        | <b>Gross Profit %</b>    |               | 52.4%  | 52.4%  | 52.4%  | 52.4%  | 52.4%  | 52.4%  | 52.4%  | 52.4%  | 52.4%  | 52.4%  | 52.4%  | 52.4%  | 52.4%  | 52.4%  | 52.4%  |   |
| 20 |        |                          |               |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |   |
| 21 |        |                          |               |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |   |
| 22 |        | <b>COST</b>              |               | 377.52 | 383.76 | 390.00 | 399.36 | 405.60 | 421.20 | 436.80 | 443.04 | 452.40 | 461.76 | 468.00 | 483.60 | 499.20 | 514.80 | 530.40 |   |
| 23 |        | <b>REVENUE</b>           |               | 793.22 | 806.33 | 819.4  | 839.1  | 852.21 | 884.99 | 917.77 | 930.88 | 950.5  | 970.2  | 983.32 | 1016   | 1049   | 1081.7 | 1114   |   |
| 24 |        | <b>GROSS PROFIT</b>      |               | 415.70 | 422.57 | 429.44 | 439.74 | 446.61 | 463.79 | 480.97 | 487.84 | 498.15 | 508.45 | 515.32 | 532.50 | 549.68 | 566.86 | 584.03 |   |
| 25 |        |                          |               |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |   |

# Beef Price Ready Reckoner

Meat price inflation is something new to the industry. Certainly since the gloomy days of BSE in the mid 1990s prices have never risen that sharply. Then along came 2008 and as you can see from the chart below – rapidly rising costs of raw material.

So when beef costs you 26% more just how much do you put up your prices. Unfortunately the gut feeling that 10p or 20p on a kilo every now and then will do is not likely to look too clever after your accountant prepares your end of year results. By then it is far too late to do anything about it.

In response to members enquiries a Beef Ready Reckoner was placed on the Members only website back in March. The updated version of this appears opposite. Updated because there has been a squeezing of differential between highest and lowest priced cuts.

Price rises have not been easy to pass on at the top end and what has happened throughout 2008 is a narrowing of the gap. Mince and stew has borne the brunt of price increases when it has been felt that to increase steak prices would only create customer resistance.

So how does this ready reckoner work? Firstly an average yield from a side of beef was worked out over a dozen freezer orders (that's why there is no beef brock). You can use this but really you should work out your own average yield based on your maturation, your trimming and your cattle.

Next the cost price of a side of beef was logged and the prices for each cut entered in the column beneath the cost price at the time. Retail prices used were taken from this Newsletter. The selling prices established in

this case a 52.4% gross margin. This was not a target it just happened to be the answer when the retail prices were entered into the spreadsheet.

The next thing was to see what increases in selling price were required to maintain the same margin when prices went up. Before this could be done we need to work out what weighting each cut is going to have to achieve the same margin. A factor that appears in column A was worked out for each cut e.g. Hough was H8 divided by H4 = 4.

This factor appears in cell A8 and this value is then multiplied by the cost in I4 to get the new selling price in cell I8. This is then replicated through the whole sheet to give the mathematical answer on just how much to move each selling price.

The spreadsheet on the website allows you to alter factor values to better reflect your desired gross margin and the prices you feel achievable. In other words if you could not raise the price of Fillet Steak, by keeping it the same at £26.65 (key that in I14) the gross margin reduces by 0.1%.

This is not as complicated as it sounds. Please give it a go. If you have any questions or would like a spreadsheet made up using data from your own beef please contact Douglas on 01738 637472.

| Analysis of the figures reported weekly by QMS for abattoir prices paid to farmers show increases:-<br>26% increase in Steer Beef,<br>30% increase in lamb and<br>22.5% increase in pigs since January. | DATE     | STEER BEEF | SHEEP/ LAMB | PIGS |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|------------|-------------|------|
|                                                                                                                                                                                                         | 18/10/08 | 287        | 284         | 136  |
|                                                                                                                                                                                                         | 20/09/08 | 294        | 289         | 136  |
|                                                                                                                                                                                                         | 16/08/08 | 284        | 282         | 137  |
|                                                                                                                                                                                                         | 12/07/08 | 283        | 289         | 136  |
|                                                                                                                                                                                                         | 07/06/08 | 271        | 367         | 127  |
|                                                                                                                                                                                                         | 10/05/08 | 269        | 391         | 121  |
|                                                                                                                                                                                                         | 16/04/08 | 260        | 321         | 118  |
|                                                                                                                                                                                                         | 08/03/08 | 250        | 282         | 113  |
|                                                                                                                                                                                                         | 09/02/08 | 235        | 268         | 111  |
|                                                                                                                                                                                                         | 05/01/08 | 224        | 216         | 111  |

# Peninsula Business Services Ltd

It is intended to run a series of articles based on current and future changes of legislation. In this newsletter Stuart Smith of Peninsula Business Services provides answers to an important topic. See opposite

## **Important Change for Contacting Peninsula**

With the last issue of the newsletter a contact e-mail was given for any member that has a query and is seeking help from Peninsula on any employment related issue or question. This contact e-mail address has been changed to [corporate.care@peninsula-uk.com](mailto:corporate.care@peninsula-uk.com). This should be used for any future contact.

Members can still use the 'Telephone Help Card' sent out with last month's issue. It is important when telephoning that the Client No as given on the card is quoted. Any member that wishes to upgrade the service for a more personalised one to one contact can still contact Stuart Smith on [stuart.smith@peninsula-uk.com](mailto:stuart.smith@peninsula-uk.com) or telephone 07976 083535

## **You Chop, We Drop**

Tesco has alarmed suppliers with a series of demands designed to help the supermarket group lower costs as it battles to retain market share in the economic downturn. The multiple is locked in a battle with suppliers after allegedly demanding one-off cash payments and keener terms to help fund its price war with rival Asda and discount supermarkets Lidl and Aldi.

Tesco has contacted suppliers asking them to cut prices, make marketing "contributions" or change the terms of existing deals to help the retail giant lower costs. Tesco is understood to have approached major players including Nestle and Heinz but is believed to be targeting companies of all sizes.

"We were called in this week and asked to make a contribution," one mid-size supplier told the Grocer. "The sum we were asked for was 15% of turnover. We've turned it down. It's nice to do business with a big player like Tesco but there's simply no point chasing volume at a loss. That's a mug's game."

One supplier, who refused to be named, said that during a 40-minute meeting he was handed a document with the new terms Tesco was suggesting to maintain its profit margins. It had no Tesco heading or logo. The supplier said he had been given a deadline of November 2 to agree to the new terms. "It was aggressive to say the least," he said.

The news comes after Tesco boss Sir Terry Leahy last month admitted in an interview with the Grocer that Tesco had lost customers to "retailers with a strong price image" although he said that "net Tesco's sales are up".

The move follows a national TV advertising campaign in which Tesco urged cash-strapped consumers to buy its cheaper own-brand products ahead of dearer branded goods.

A spokesman for Tesco said: "Our customers are facing tough times as a result of the current economic slowdown and they are looking to Tesco to help. They expect us to continuously negotiate the very best deals on their behalf. This is what we have been doing with some of our most significant suppliers this week." Tesco refused to comment on details of its talks with suppliers or the demands it was allegedly placing on them.

The big supermarkets are already trying to block moves by the Competition Commission to create an ombudsman to regulate their relationships with suppliers. In a submission to the commission, Asda said it would impose an "unnecessary and counterproductive burden on the industry".

**Q & A: I run a butcher shop and employ a small number of staff. I am aware that there have been changes to the National Minimum Wage and would like to know what has changed? Are there any penalties or fines in place that will affect my business?**

Stuart Smith, Consultant at Peninsula replies:

There was an increase in National Minimum Wage pay that came into effect from 1st October 2008. There were changes right across the board; the rate for workers aged 22 and over increased from £5.52 to £5.73. The rate payable to 18 – 21 year olds and accredited trainees rose from £4.60 to £4.77. The rate payable to those over compulsory school age, but not yet 18, increased from £3.40 to £3.53. The maximum amount that can count towards the National Minimum Wage where living accommodation is provided to the worker during the pay period increases from £4.30 to £4.46 for each full day.

There are currently penalties in place for any employer that does breach the law. But a new system of calculating arrears and penalties for employers who commit a criminal offence in relation to the National Minimum Wage has been proposed in the Employment Bill 2007.

Currently, where it is found that a worker has not been paid the National Minimum Wage by his employer, he will be recompensed for his financial loss. The amount of arrears owed to the worker is calculated simply as being the difference between what he has been paid and what he should have been paid, according to the rate which applied at the time when he should have been paid it. However, it was felt that 'purchasing power' was lost by calculating arrears in this way because the amount of arrears due, as a result of this calculation, did not reflect the loss to the worker in real terms.

The proposed new method of calculation introduces a comparison formula so that the arrears due to workers who have been underpaid is the higher sum of the following two calculations:

For further information contact Stuart Smith on 07976 083535, or via e-mail, [Stuart.Smith@peninsula-uk.com](mailto:Stuart.Smith@peninsula-uk.com).

- the current method described above; and
- dividing the amount of the underpayment by the minimum wage rate in force at the time and then multiplying that by the minimum wage rate in force at the time the arrears are determined.

The above proposals will apply retrospectively to arrears that arise before the Employment Bill comes into force.

The penalty system proposal will mean that all underpaying employers will pay a financial penalty in addition to paying arrears to the worker. Under the current penalty regime, 95% of underpaying employers repay what they owe without their actions attracting a penalty. An underpaying employer is served with an enforcement notice requiring them to pay arrears to the affected worker(s). As long as the employer settles this debt within 28 days, they need pay no further sum and are subsequently no worse off than if they had paid the minimum wage in the first place. Only if this debt remains unpaid after the 28 day limit is the employer served with a penalty notice and/or be subject to action through a court or tribunal.

A new single "notice of underpayment" will replace both the enforcement and penalty notices. This notice of underpayment will in all cases include a requirement to pay:

- the arrears to the worker(s); and
- a penalty to the Government to be held in the Consolidated Fund.

The amount of the penalty will be 50% of the arrears due to the worker(s) specified in the notice of underpayment, subject to a minimum of £100 and a maximum of £5000. The penalty must be paid within 28 days of the notice being served. However, the amount due will be halved if paid within 14 days.

It is worth noting that the new penalty system will apply only where a notice of underpayment has been served; and not where a claim is made to a tribunal or court, or where cases have been referred to ACAS for resolution.

## Christmas Posters



Federation members will shortly receive the above posters. We still have stocks of last year's run (below) and if anyone requires these please call Bruce on 01738 637472



## International Update

Uruguay has gained a toe-hold in the expanding Russian market. Although it is the only South American country exporting to the EU at present, Uruguay has seen its international sales soar, but the bulk of these sales are being traded into Russia. Beef exports from Uruguay are expected to top 420,000 tonnes this year (which by international standards is extremely small) compared with 385,000 tonnes last year and a further rise, of seven per cent, is predicted for 2009 which would bring its overall export trade to around 450,000 tonnes.

Uruguay's impact on the international beef market is limited by its size and its relatively small cattle herd. It is impossible for it to challenge Brazil, which is currently unable and unwilling to sell beef into the EU, or Argentina, which is struggling under a government directive which insists beef is delivered almost exclusively onto the home market at an artificially low price.

### **Russia imports beef to meet demand**

Russia currently has to import around one million tonnes a year to meet demand which continues to be driven by income growth and increased individual consumption. Average wages in Russia have quadrupled over the last five years and annual meat consumption has increased from 42 kg per head in 1999 to 59kg in 2007.

It is unlikely that Russia could increase beef production itself following a fall in the cattle herd from 57 million head in 1990 to only 22 million head at present.

### **McDonalds predict increase in demand**

A senior director of McDonalds has recently predicted that there will be a 60 per cent increase in world beef consumption by 2040. McDonalds argue that the challenge to the beef sector is increasing production to match this.

Significant production increases are needed globally if sales are to keep pace with demand.

### **EU Commissioner emphasises quality**

EU Farm Commissioner, Marianne Fischer-Boel, told the World Meat Congress in Cape Town that Europe's public beef stocks have been at zero since the spring of 2004 so imports have consequently increased. However, she told the Congress that imports of beef to the EU must meet EU standards and that EU officials were currently rigorously enforcing these standards.

*(Extracts from recent World Meat Congress in Cape Town)*

## Scottish Processors say Vive la France

Scotland's meat exporters flew the flag for Scotland in Paris at one of the world's most influential food fairs. QMS lead the group of exporters to the SIAL food fair between 19-23 October. The trade-only show attracted more than 150,000 visitors from over 190 countries over the five days, and is a major event for many of Europe's most important buyers.

The companies working from the QMS stand were: Scotbeef, ABP (Scotland) Ltd, AK Stoddart, Scotch Premier, Dawn Meats, Mathers, McIntosh Donald, Millers of Speyside, Abacus Foods.

QMS Chairman Donald Biggar, said: "With all the world's meat exporting nations descending on Paris this month, it's critically important for Scotland's exporters to have a strong presence at this show and explain what makes Scotch Beef and Scotch Lamb different and desirable to their customers.

"With the Euro exchange rate making Scottish exports more competitive on the European market, it's good to see so many Scottish companies are still working to develop this valuable sector.

"It's an exciting time for our industry on this continent. The already strong reputation of the Scotch brand and its PGI status is being raised by our presence at CIBUS fair in Italy, SIAL and the SIRHA in France."

## Working on the Wonder of Wogan

Euan and Erik Donaldson are working hard on their next product award. They will have another stab at the World Scotch Pie competition and while examining recent winning products puzzled over just what would make their extremely successful Orkney version more acceptable to the judges.

They will certainly be entering the Savoury Pastry category since their bronze award for Hagshot Pie created a huge amount of publicity on a national scale. The mixture of clapsnot (neeps and tatties) and haggis produced success in 2004. Somehow BBC Radio 2 managed to hear about the product and Terry Wogan and Ken Bruce were heard puzzling over what this savoury delight was.

Stromness Federation member Davie Garson alerted the Donaldson's to Wogan's wondering asking them 'how much are you paying Radio Two for all this publicity?' Erik and Euan sent some samples to the Beeb and as a result Terry Wogan ended up talking positively about the product for the next two days.



The Donaldsons made sure Radio Orkney had the Hagshot Pies to sample as well and all the resultant PR generated huge sales through their Albert Street shop. Recent variations have been their Black Magic Pies with Black Pudding and Apple Chutney in a pie shell but they are hedging their next success on a Fish pie using delicious hot smoked salmon, cod and prawns in a Bechamel Sauce.

The enterprising brothers won a Silver award for their Hot Smoked Hickory Ham in this year's Meat To Go Awards. Their picture appeared in both the *Orcadian* and *Orkney Today*.

## World Scotch Pie Competition Update

This year's competition has attracted 286 entries across all the categories - 74 Scotch Pies, 57 Briedies and 155 Speciality Savoury products. Organiser Alan Stuart has reported that for the first time in the 11 year history of the event Butchers entries (46) outnumber Bakers (31). Judging is on Tuesday 4<sup>th</sup> November and news of the outcome will be in the next SFMTA Newsletter.

## Livestock Convenor's Report

Alan Kennedy reported to the SFMTA Executive meeting on 22<sup>nd</sup> October:-

Some degree of stability seems to have settled on the market with both live and wholesale prices staying level but still firm during the past few weeks. This seems to be across the board-only lamb still has the habit of rising and falling from week to week, but not by as much as recently.

There may be a small glimmer of hope regarding beef prices in the future, as some easing of the Brazilian ban seems to be on the cards. This is unlikely to affect the top end of the trade, where the best cattle have been fetching over 200ppk live-due in part to the continued movement ban imposed to curb the spread of bluetongue disease. This ban is due to be lifted on November 3<sup>rd</sup>, at which point inoculation of livestock will begin. As time goes on this should ease pressure on the store cattle market and perhaps will help ease prices a little in 2009.

## £4 million for food industry

Funding of £4 million for one of the economy's key industries - food and drink - was announced by Cabinet Secretary for Rural Affairs and the Environment Richard Lochhead in Paris while attending the Salon International de l'Agroalimentaire (SIAL) food fair.

The money includes funding for a major £1 million scheme which will see food producers working together to access new markets, boost profitability and put more Scottish food on consumers' plates. The scheme will be run by Scottish Agricultural Organisation Society (SAOS) Limited based in Midlothian.

Other grants include:

£170,000 for Quality Meat Scotland (QMS) to relaunch Scotch beef in France, Belgium and the Netherlands following last year's ban on exports in the wake of Foot and Mouth Disease

£20,000 to help the Rannoch Smokery develop innovative new products

£130,000 for Simon Howie Butchers to develop a new range of healthy eating meals

Speaking from SIAL where he was helping to promote Scottish food exports, Cabinet Secretary said:

"Scotland's food and drink industry is worth around £7.5 billion to the Scottish economy and employs around 350,000 people. Food and drink accounted for over a quarter of Scotland's manufacturing exports in 2007.

"We must do all we can to continue to support this vital industry, particularly in the current economic climate. Today's grants are part of a £75 million investment the Scottish Government will make in the industry over the next five years as we move towards our target of growing the value of the industry to £10 billion by 2017.

"At the same time we are taking huge steps forward through the development of Scotland's first-ever National Food and Drink Policy. This too will boost business, as well as putting more Scottish food on consumers' plates and delivering major health and environmental benefits.

"Scotland's food and drink is renowned throughout the world. Our products stand for quality, beautiful landscapes, clear air, pure water and good, honest husbandry. They help define our nation and that is why they are playing a huge role in our promotion of Homecoming, helping to lure people back to Scotland in 2009 to sample them at source."

These grants are part of the National Food Processing, Marketing and Co-operation Scheme, which in turn is part of the Scotland Rural development Programme (SRDP). Grants are available to build or refurbish premises, purchase new equipment, support marketing and business development and encourage collaboration.

A further £6 million was awarded in June and a total of £60 million will be awarded over five years, along with £10 million through the Processing and Marketing Grant Scheme in the European Fisheries Fund and £5 million through the Marketing Development Scheme.

### **Food Processing, Marketing and Co-operation Grant Scheme**

Details and application forms can be accessed from

<http://www.sfmta.co.uk/members/>

Click on Money Saving Hints

The full list of the awards announced in October are as follows:

Scottish Agricultural Organisation Society (SAOS) Limited, Midlothian - £1,036,500 to stimulate, encourage and support greater collaboration within Scottish food and drink supply chains

Quality Meat Scotland (QMS) - £170,340 to identify and develop new markets for Scotch Beef in France, Belgium and the Netherlands

Scotch Premier Meat, Aberdeenshire - £16,072 to create tripe processing area and refrigeration and purchase new equipment

Rannoch Smokery, Perth and Kinross - £23,353 for new packaging and production equipment for innovative new smoked products

Angus Cereals Limited, Angus - £2,262,351 for construction of Scotland's first combined cereal crop processing centre

Simon Howie Butchers, Perth and Kinross - £133,640 towards development of pork processing, bacon curing and a new range of 'healthy eating' meals

Dundas Chemical Company, Dumfriesshire - £263,901 for rendering plant for Class 3 animal waste and additional Class 1 line

Tio Limited, Moray - £94,325 for new peeling, cutting and grading equipment for organic vegetables

## **Advance Notice**

Members might like to note that in March 2009 there will be an SFMTA evaluation for Cured Meats: Bacon, sliced or joints, Speciality cured meats (smoked or not). Because of the marinating, curing, drying processes that might be used and the time that needs to be allowed for this, advance notification is given now.

## **Douglas Raeburn (1963 – 2008)**

Well known Federation member Douglas Raeburn from Huntly died suddenly on Saturday 18<sup>th</sup> October. Douglas was only 45 and had a family of four. Douglas Raeburn ran the town's Gordon Street shop, while elder brother Charles manages the firm's Bogie Street business.

Douglas suffered from epilepsy and took ill while cashing up at the end of the day. Tragically, nothing could be done to save him.



The family business was started by their father Forbes in the early-60s, and the brothers joined the business after leaving the Gordon Schools at Huntly. Another brother, Billy, lives and works at Kinross, while sister Sarah's home is in Wales and sister Kathleen lives at Brechin.

Douglas was a founder member and former leader of the Strathbogie Fiddlers. He is survived by his wife Patricia-Ann and their children, daughter Laura, 17, who is studying drama and dance in London; son Gordon, 16, a talented bagpipe player, and nine-year-old twins Fraser and Andrew.

His death is a sad loss for his whole family, for the whole community and to the meat industry. The Federation express its condolences to all the Raeburn family.

# Livestock Prices

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

| <b>BEEF PRICES</b>        | <b>W/E<br/>11/10/08</b> | <b>Previous<br/>week</b> | <b>Previous year</b> |
|---------------------------|-------------------------|--------------------------|----------------------|
| <b>Scottish Abattoirs</b> |                         |                          |                      |
| Steers dwt                | 287.0 p/kg              | 289.9 p/kg               | 219.7 p/kg           |
| Heifers dwt               | 284.1 p/kg              | 288.1 p/kg               | 221.4 p/kg           |
| Young Bulls dwt           | 274.0 p/kg              | 273.3 p/kg               | 196.8 p/kg           |
| <b>Numbers</b>            |                         |                          |                      |
| Steers                    | 3666                    | 3495                     | 3779                 |
| Heifers                   | 2363                    | 2169                     | 2528                 |
| Young Bulls               | 371                     | 404                      | 477                  |

| <b>BEEF PRICES</b>       | <b>W/E<br/>15/10/08</b> | <b>Previous<br/>week</b> | <b>Previous year</b> |
|--------------------------|-------------------------|--------------------------|----------------------|
| <b>Scottish Auctions</b> |                         |                          |                      |
| Steers lwt               | 156.08 p/kg             | 162.53 p/kg              | 121.12 p/kg          |
| Heifers lwt              | 161.18 p/kg             | 163.33 p/kg              | 126.68 p/kg          |
| Young bulls lwt          | 141.74 p/kg             | 129.01 p/kg              | 97.09 p/kg           |
| <b>Numbers</b>           |                         |                          |                      |
| Steers                   | 295                     | 318                      | 399                  |
| Heifers                  | 370                     | 443                      | 412                  |
| Young bulls              | 80                      | 45                       | 52                   |

| <b>Deadweight cattle week ending 18<sup>th</sup> October 2008</b> |                    |       |       |                     |       |       |                         |       |
|-------------------------------------------------------------------|--------------------|-------|-------|---------------------|-------|-------|-------------------------|-------|
|                                                                   | All steers<br>p/kg |       |       | All heifers<br>p/kg |       |       | All Young bulls<br>p/kg |       |
|                                                                   | 3                  | 4L    | 4H    | 3                   | 4L    | 4H    | 3                       | 4L    |
| -U                                                                | 292.8              | 294.6 | 296.0 | 293.1               | 297.1 | 295.4 | 284.6                   | 282.5 |
| R                                                                 | 287.9              | 291.0 | 289.8 | 286.8               | 288.1 | 288.5 | 278.7                   | 280.1 |
| O+                                                                | 282.1              | 285.9 | 277.2 | 277.7               | 279.3 | 279.4 | 266.0                   | 272.3 |
| -O                                                                | 262.6              | 264.5 | 254.4 | 245.4               | 240.9 | 232.6 | 256.3                   | -     |

## New Members:-

Welcome to the Scottish Federation of Meat Traders to:-

Andrew Gordon, J Barber & Son, 35-37 Chattan Place, Aberdeen AB10 6RB  
George Macrae, Lochalsh Butchers, Station Road, Kyle of Lochalsh IV40 8AE  
Broadford Butchers, Main Street, Broadford, Isle of Skye IV49 9AB  
Nevis Butchers, Davies Brae, Mallaig PH14 4PU

## Members Only Website:-

<http://www.sfmmta.co.uk/members/>

There is now in excess of 600 pages on this website. Please feedback your views on this addition to the service available to you as a member. Username and passwords were enclosed with your receipt for payment of subscription. If you need this re-sent, please contact Bruce on 01738 637472.

| <b>SHEEP PRICES</b> | <b>W/E 15/10/08</b> | Previous week | Previous year |
|---------------------|---------------------|---------------|---------------|
| Scottish Auctions   |                     |               |               |
| New Season SQQ lwt  | 117.77 p/kg         | 122.11 p/kg   | 78.87 p/kg    |
| Ewes lwt            | £26.81/head         | £26.50/head   | £18.79/head   |
| Sheep numbers       |                     |               |               |
| Scottish Auctions   |                     |               |               |
| New Season SQQ      | 23184               | 23073         | 3416          |
| Ewes                | 6468                | 8773          | 1694          |

| <b>SHEEP PRICES</b> | <b>W/E 18/10/08</b> | Previous week | Previous year |
|---------------------|---------------------|---------------|---------------|
| GB Abattoirs        |                     |               |               |
| New season SQQ dwt  | 273.3 p/kg          | 281.2 p/kg    | 210.6 p/kg    |

| Deadweight sheep week ending <b>18<sup>th</sup> October 2008</b> p/kg |   |       |       |       |
|-----------------------------------------------------------------------|---|-------|-------|-------|
|                                                                       |   | 2     | 3L    | 3H    |
|                                                                       | U | 284.8 | 284.7 | 273.7 |
|                                                                       | R | 275.2 | 275.1 | 269.1 |
|                                                                       | O | 264.9 | 268.5 | 263.8 |

| <b>PIG PRICES</b> | <b>W/E 18/10/08</b> | Previous week | Previous year |
|-------------------|---------------------|---------------|---------------|
| GB Abattoirs      |                     |               |               |
| All pigs DAPP     | 136.15 p/kg         | 136.51 p/kg   | 109.29 p/kg   |

| GB deadweight pigs ending <b>18<sup>th</sup> October 2008</b> – p/kg |                            |        |                |                            |        |
|----------------------------------------------------------------------|----------------------------|--------|----------------|----------------------------|--------|
|                                                                      | Method 1 and 2<br>p/kg dwt | Change |                | Method 1 and 2<br>p/kg dwt | Change |
| Up to 59.9 kg                                                        | 128.41                     | +1.32  | 80.0 – 89.9 kg | 136.34                     | -0.43  |
| 60.0 – 69.9 kg                                                       | 137.28                     | +0.01  | 90 kg and over | 127.14                     | -1.33  |
| 70.0 – 79.9 kg                                                       | 137.36                     | -0.32  |                |                            |        |

## For Sale -

**Bakbar Commercial Turbo Fan Assisted Oven** with Stand and Trays 6.66kw 240v.  
Good Condition. No reasonable offer refused. Contact John Morrison Tel: 01250 872477

## For Sale -

**Two serve over counters** in very good condition.

1 Trimco 1.8 metre serve over counter 4-5 years old excellent condition,  
£500 (buyer collects)

1 Volero 2.5 metre serve over counter 1 year old, £500 (buyer collects)

1 pine display dresser, (antique bottom chest with solid shelf additions, looks  
really good with wines/deli goods etc) very large 2.75 metres wide, £500

Telephone Louise Stewart: 01573450272 (Kelso, Scottish Borders)

## Retail Prices for w/e 20/10/08

|                          |  | SFMTA<br>AVERAGE<br>OCTOBER | SFMTA<br>AVERAGE<br>SEPT | QMS<br>AVERAGE<br>OCTOBER | QMS<br>AVERAGE<br>SEPT |
|--------------------------|--|-----------------------------|--------------------------|---------------------------|------------------------|
| <b>SCOTCH BEEF</b>       |  |                             |                          |                           |                        |
| Fillet Steak             |  | 3093                        | 3092                     | 2994                      | 3015                   |
| Sirloin Steak            |  | 2159                        | 2198                     | 2092                      | 1960                   |
| Popeseye Steak           |  | 1367                        | 1384                     | 1398                      | 1374                   |
| Topside                  |  | 1082                        | 1099                     | 1055                      | 1051                   |
| Round / Rump Steak       |  | 1088                        | 1114                     |                           |                        |
| Diced Stewing Steak      |  | 895                         | 910                      | 876                       | 871                    |
| Rolled Brisket           |  | 861                         | 866                      |                           |                        |
| Steak Mince              |  | 764                         | 781                      | 733                       | 731                    |
| Boiling Beef Bone In     |  | 541                         | 552                      |                           |                        |
| <b>DOMESTIC LAMB</b>     |  |                             |                          |                           |                        |
| Whole Leg of Lamb        |  | 1001                        | 1016                     | 933                       | 930                    |
| Centre Cut Leg Bone In   |  | 1183                        | 1183                     |                           |                        |
| Gigot Lamb Chops         |  | 1270                        | 1295                     |                           |                        |
| Lamb Leg Steaks          |  | 1391                        | 1406                     | 1451                      | 1455                   |
| Chump Lamb Chops         |  | 1320                        | 1322                     |                           |                        |
| Double Loin Lamb Chops   |  | 1287                        | 1299                     | 1384                      | 1384                   |
| Single Loin Lamb Chops   |  | 1164                        | 1170                     | 1287                      | 1310                   |
| Rolled Shoulder Lamb     |  | 912                         | 931                      | 963                       | 965                    |
| Lamb Shanks              |  | 537                         | 553                      |                           |                        |
| Diced Lamb               |  | 1038                        | 1062                     | 1058                      | 1069                   |
| Minced Lamb              |  | 971                         | 1001                     | 987                       | 999                    |
| <b>PORK</b>              |  |                             |                          |                           |                        |
| Pork Tenderloin (Fillet) |  | 1135                        | 1150                     | 1034                      | 1036                   |
| Pork Leg Steaks          |  | 831                         | 831                      |                           |                        |
| Double Loin Pork Chops   |  | 742                         | 742                      |                           |                        |
| Single Loin Pork Chops   |  | 722                         | 722                      | 729                       | 728                    |
| Rolled Shoulder of Pork  |  | 577                         | 587                      | 623                       | 643                    |
| Belly Pork               |  | 527                         | 530                      |                           |                        |
| Pork Loin Steaks         |  | 866                         | 877                      | 917                       | 918                    |
| Diced Pork               |  | 682                         | 689                      | 746                       | 744                    |
| <b>PRODUCTS</b>          |  |                             |                          |                           |                        |
| Beef Link Sausages       |  | 593                         | 605                      |                           |                        |
| Pork Link Sausages       |  | 597                         | 601                      | 555                       | 549                    |
| Speciality Pork Sausages |  | 646                         | 649                      |                           |                        |
| Sliced Beef Sausage      |  | 534                         | 542                      |                           |                        |
| Sliced Black Pudding     |  | 486                         | 482                      |                           |                        |
| Ball Haggis              |  | 575                         | 578                      |                           |                        |

|                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                           |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>CORPRATE MEMBERS</b><br/>Corporate membership is by invitation and the following companies have supported the Federation by accepting our offer. Members should be aware that the following are supporting them: -</p>                                                                                 | <p><b><u>ACE REFRIGERATION LTD.</u></b><br/>96 Milnbank Street<br/>Glasgow G31 3AL<br/>Contact: Eleanor O'Connor<br/>Tel: 0141 556 7691<br/>E-mail: <a href="mailto:fimckenzie@acerefrigeration.co.uk">fimckenzie@acerefrigeration.co.uk</a></p>                                          |
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| <p><b><u>BIZERBA (UK) LTD</u></b><br/>Eastman Way,<br/>Hemel Hempstead,<br/>HP2 7DU<br/>Tel: 01442 240751</p>                                                                                                                                                                                                | <p><b><u>CHESTER OF ST ANDREWS</u></b><br/>Unit 6 Buko Business Centre<br/>Southfield, Fife KY6 2SE<br/>Tel: 0845 618 30601<br/>Mobile: 0787 551 4334</p>                                                                                                                                 |
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