

# FEDERATION NEWS

## The Newsletter for Scotland's Craft Butchers



**SCOTTISH**  
CRAFT BUTCHERS

**NOVEMBER 2016**

### Nutritional Labelling Uncertainty

Mandatory nutrition labelling will apply to the majority of prepacked foods from 13 December 2016.

Food directly supplied by manufacturer of small quantities of products to the final consumer or to local retail establishments directly supplying the final consumer are **exempt** under Annex V point 19. Below is the most recent advice issued by the UK Department of Health.

We interpret "manufacturer of small quantities" to be a micro business under the EU and UK definition: less than 10 employees and a turnover/balance sheet total of less than €2m (£1.4m).

We interpret "local" retail establishments to be those in the same county as the manufacturer or in an adjoining county provided this is no more than 35 miles (50 KM) from the county border.

#### How the **exemption** works

Food from manufacturers meeting the definition of a micro business, supplied direct to the consumer (including distance sales, e.g. internet sales), need not have nutrition labelling under this exemption.

Food from those micro businesses supplied to the consumer via a third party, if this third party is a local retail establishment supplying direct to the consumer, need not have nutrition labelling under this exemption.

In the case of prepacked food, mandatory nutrition information must appear directly on the package or on a label attached thereto.

There is no requirement, and no current plans to introduce, mandatory nutrition information for food sold non-prepacked.

When you offer prepacked food for sale by means of distance communication, you will have to make available nutrition information before the purchase is concluded and provide this information on "the material supporting the distance selling".

You do not have to provide nutrition information on the "material supporting the distance selling" or "by other appropriate means" in the case of non-prepacked food.

Those who require to comply should visit:-

<http://www.foodstandards.gov.au/industry/npc/Pages/Nutrition-Panel-Calculator-introduction.aspx>

### Featured this month

**Line Up for  
Annual Meeting**

**Battling back from  
Storm Frank  
Butcher feature**

**Sliced Sausage  
Champions named**

**SFMTA Regional  
Meetings Pictures**

**Employment Law  
Update**

**Speciality Sausage  
winner**

**Feature on Australia's  
leading butchers**

**Lamb Cull threats in  
Shetland**

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**Fax: 01738 441059**

**email:**

**craftbutchers@craftbutchers.co.uk**

**www.craftbutchers.co.uk**



# *Cosy Comforts this Christmas*

With the festive season only a few months away, explore our winter wonderland of cosy comforts-all selected with Christmas festivities in mind!

## **Country Fayre® Rudolph's Revenge Sausage Mix**

Prepare for red noses with the spicy festive treat! A fiery mix of crushed chillies and red peppers.

CFRR-(3 x 565g or 12 x 565g)

## **Country Fayre® Santa's Sausage Mix**

The essence of Christmas captured in a sausage mix! Fill your stockings with flavours of chive, sweet apricots and chestnuts.

CFSAS-(3 x 565g or 12 x 565g)

## **Country Fayre® Pork, Sage & Onion Sausage Mix**

A sure family favourite that combines sage and onion for a classic festive flavour!

CFPSO-(3 x 565g or 12 x 565g)



## *Luxury Bacon Cures*

### **Maple Bacon Cure**

CBSMAP (5kg)

### **Smokey Bacon Cure**

CBSM (10kg)

### **Dalesman Super Bacon Cure**

CBS (5kg)

## *Sensational Stuffings*

### **Sage and Onion**

SMTSO11 (5kg or 10kg)

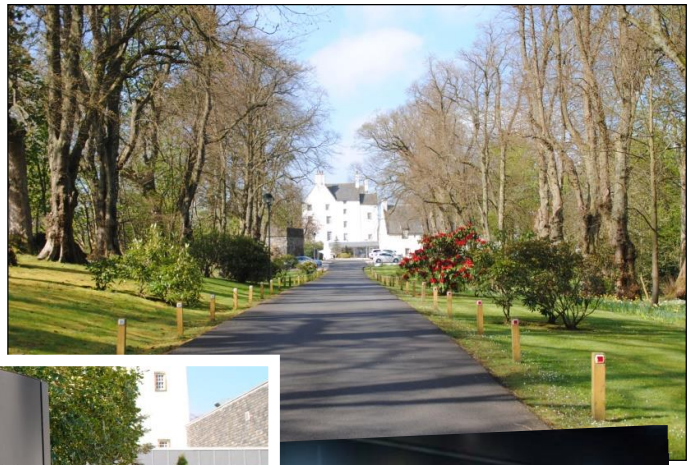
### **Chestnut**

SMTCI1 (5kg)

### **Cranberry and Spice Apple**

SMTCSA (5kg)

Simply call **0191 259 6363** to order today



## SFMTA Annual Meeting:

Sunday 20<sup>th</sup> November 2016 at 11.00am  
Houston House Hotel, Uphall, West Lothian

Come along and enjoy an afternoon packed with presentations from progressive thinkers:-

Brindon Addy, Butcher, Holmfirth, Yorkshire  
Immediate Past National Chairman, Q Guild  
Tom Courts on starting again in Burntisland  
Gary Raeburn, Forbes Raeburn & Sons in Huntly on  
World Butchers Challenge in Australia.  
Including presentation of the inaugural Craft Butchers  
2016 Training Awards

To conclude at 4.00pm

To Bruce on 01738 637472 or email [bruce@sfmta.co.uk](mailto:bruce@sfmta.co.uk)  
to book you place and a free lunch!

Don't worry if you can't make the business meeting at  
11.00am, you are very welcome but it is possible to join at  
12.30pm or at 2.15pm.

Paul Boyle from Boghall Butchers will be installed as SFMTA President.  
Please come along and give Paul your support.



# SFMTA Corporate Members –

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

## 2 VISUALISE LTD.

4 Woodside Place, Charing Cross,  
Glasgow G3 7QF Contact: Campbell  
Orr. Tel: 0141 255 0002  
Email: [campbell@2visualise.co.uk](mailto:campbell@2visualise.co.uk)  
Web: [www.2visualize.co.uk](http://www.2visualize.co.uk)

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Mobile : 07788 926 925

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**SCOTLAND** Mill Road, Littleburn  
Industrial Estate, Durham DH7 8HR  
Tel: 0191 3780088.

E: [sales@bakoscotland.co.uk](mailto:sales@bakoscotland.co.uk)

W [www.bakonorthern.co.uk](http://www.bakonorthern.co.uk)

## BELLS FOOD GROUP

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Bakery, Torbothie Road, Shotts  
Lanarkshire, ML7 5BD  
Tel: 01501 820222, Website:  
[bellsfoodgroup.co.uk](http://bellsfoodgroup.co.uk) Email:  
[info@bellsfoodgroup.co.uk](mailto:info@bellsfoodgroup.co.uk)

## BIZERBA (UK) LTD

2-4 Erica  
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MK12 6HS Contact: Liesl Marchand,  
Marketing Manager Tel: 01908  
682740, Mobile: 07798 938493

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432500 Fax: 01241 432444,

Web: [www.mrsbridges.co.uk](http://www.mrsbridges.co.uk)  
email: [contact@mrsbridges.co.uk](mailto:contact@mrsbridges.co.uk)

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High Street Perth PH1 5UH  
M 07802854407

Email [alex.young.cb@cybg.com](mailto:alex.young.cb@cybg.com)

## CAPITAL COOLING LTD

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Dunnet Way, East Mains Ind Est  
Broxburn EH52 5NN  
Contact: Gerry Simpson  
Tel: 01506 859000

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[www.capitalcooling.com](http://www.capitalcooling.com)

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[www.directpoultry.co.uk](http://www.directpoultry.co.uk)

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Fax.01383 417244

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Web: [www.eosc.co.uk](http://www.eosc.co.uk)

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6170, Email [sales@failtefoods.com](mailto:sales@failtefoods.com)  
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Contact: Colin Hewitson

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6262 F: 029 2048 1230

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Web: [www.wjpackaging.co.uk](http://www.wjpackaging.co.uk)

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Tel: 01555 662281

E: [mailbox@lawrieandsymington.com](mailto:mailbox@lawrieandsymington.com)

Web: [www.lawrieandsymington.com](http://www.lawrieandsymington.com)

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[www.merchantprint.co.uk](http://www.merchantprint.co.uk)

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Contact: Elaine Holmes Tel: 0141 883

6260 Mobile : 07821 676381 Email:

[office@tps-scotland.co.uk](mailto:office@tps-scotland.co.uk)

## VERSTEGEN LTD.

Unit A9B

Plough Road Centre, Great Bentley

Essex CO7 8LG

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[info@verstegen.co.uk](mailto:info@verstegen.co.uk)

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Email: [enquiries@walkers-](mailto:enquiries@walkers-shortbread.co.uk)

[shortbread.co.uk](mailto:shortbread.co.uk)

Web: [www.walkersshortbread.com](http://www.walkersshortbread.com)

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RG8 9TR Contact: Edward Walters

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Tel: 01635 578251 Email:

[edward@efwalters.com](mailto:edward@efwalters.com)

[www.waltersturkeys.co.uk](http://www.waltersturkeys.co.uk)

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338317 Web: [www.wmaltd.co.uk](http://www.wmaltd.co.uk)

Thanks to all our Corporate Members for their invaluable support

# Are You Blowing Your Own Trumpet Loudly Enough?

**Have you noticed that very successful business people are often unashamedly shouting from the rooftops about how fantastic they are?**

You'll find that, often, businesses tout themselves as the 'very best in the industry', the 'most experienced in the UK' or 'with the largest client database...' Dig a little deeper and you may find that these glowing proclamations are self-endorsements and actually quite far from the truth. Who's to actually say whether a business is the 'most experienced' or the 'very best'? Is there a tribunal out there in digital downtown to assess these proclamations and then rank each business in each sector according to the genuine truth?

No. And therein lies the value of the written or digital word. What you SAY about yourself and your business is critical in getting attention. Whilst we certainly wouldn't want to encourage any untruths or outright embellishments, the language and statistics you use to promote yourself can be worked in your favour with a little thought and a lot of fanfare.

It is a competitive market out there and with the reliance on digital platforms for marketing, it is very hard to shout above the crowds, and even harder to actually be heard! So is it time you became a little savvier in what you say and how you say it?

Let's take a closer look at how you can promote yourself without breaking your marketing budget. Promoting yourself for maximum impact can be narrowed down to four simple steps:

- find the right podium to shout from,
- use your customers as your advocates,
- use language that connects, and
- create a storm that attracts crowds.

## Find The Right Podium

Which stage or podium is right for you to start promoting yourself?

Where are your customers? Social media has changed the way we advertise our services and products this century and as we move away from glossy leaflets and newsletters, the overwhelming question for us as business owners is 'where do we spend our marketing pound'?

Social media platforms such as LinkedIn, Facebook, Instagram etc. are not the only choice anymore. Snapchat, WhatsApp, Skype and Pinterest are all gaining bigger audiences and demanding their share of the stage along with YouTube and live streaming channels.

Publish content and post comments and observations regularly. Be active and contribute to groups and threads of conversations. Ask for endorsements from colleagues and previous partners or associates.



## Create A Storm

The American politician and businessman P.T. Barnum knew a thing or two about the power of praise, reputation and validity. His advice is a lesson every business needs to learn. "Nothing draws a crowd quite like a crowd", he once famously said.

What is YOUR USP (Unique Selling Point) or strength? What do you have that your competitors don't? Have you shouted loudly about that?

Stop whispering and start screaming. If YOU don't shout about your business no one else will. Be proud of what you have and what you do and make sure everyone knows about it. You will not see an increase in brand awareness if you are sitting politely in the background just waiting for the business to roll in. You may be waiting for some time.....

# BIZERBA

*closer to your business*

## **BIZERBA ANNOUNCES NEW PARTNERSHIP IN SCOTLAND**

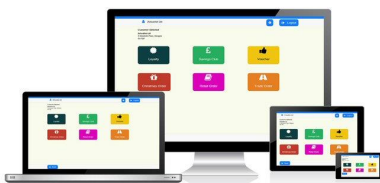
Bizerba (UK) Limited has announced that it will be working in Partnership with 2visualise in Scotland.

Bizerba (UK) one of the largest suppliers to Butchers and the meat trade from Slicers, Mincers and Retail Scales has announced a partnership with 2visualise. They will take control and management of all new customers in Scotland.

**“We are delighted to be working with Bizerba and are looking forward to introducing our innovative solution to the market.**

**The partnership allows us to expand our portfolio of products and work with one of the leading equipment manufacturers in the industry.”**

**Martin Orr, Director of 2visualise**



**2visualise have created an innovative software application called The Butchers App, the new partnership will allow integration of the app with the Bizerba Retail Scales range.**



**Self Service  
Retail Scales  
Slicers  
Mincers  
Bone Saws  
Strip Cutters  
Software  
Labels**



**The partnership will be effective from the 1st of October, 2016, 2visualise can be contacted at**

**Tel: 0141 255 0002  
Web: [www.butchersapp.co.uk](http://www.butchersapp.co.uk)  
Email: [getintouch@butchersapp.co.uk](mailto:getintouch@butchersapp.co.uk)**

**Tel: 01908 68240  
Web: [www.bizerba.com](http://www.bizerba.com)  
Email: [info@bizerba.co.uk](mailto:info@bizerba.co.uk)**



## Ballater – Bigger, Brighter, Better

It is unlikely that Hogmanay 2015 will ever be forgotten in the Aberdeenshire village of Ballater. The phrase out with the old and in with the new took on an extreme meaning as Storm Frank did not wait for the bells and 40 hours in advance thoroughly dampened the impending celebrations.

Around 600 people were evacuated from their homes in Ballater with flood-stricken residents airlifted or led by boat to safety. 100 local businesses were also devastated as the River Dee swept through the village.

Local butchers HM Sheridan have been at the forefront of driving the revival of the village. They were preparing for one of their busiest days of the year when the flood water reached their premises in Bridge Street and despite efforts to keep the water out using sacks of haggis mix and oatmeal, clearing lower shelves in their fridges it was impossible to save anything as the water rose three feet in the shop within twenty minutes. Reluctantly at 9.30am on Wednesday 30<sup>th</sup> December they were forced to abandon everything.

Returning to their shop on the morning of 31<sup>st</sup> co-owners Barry Florence and John Sinclair discovered that the flood water had gone down almost as quickly as it had risen but Barry tells the sad story:-

“We couldn’t believe what we saw, it was like everything had been tumbled in a washing machine. We spent that day filling two skips and later a third from the freezer. The entire shop was contaminated by heating oil and dirty water.

“We wanted to open again as quickly as possibly but on that first day we did not know how. We remained positive throughout but it was a great relief when our insurance company, the NFU Mutual came up with the words ‘yes you are covered’. The detail could be sorted out after that. We know that we were fortunate because that was not the case for everybody.”





Above: Bridge Street, Ballater on 30<sup>th</sup> December 2015  
 Right above: Sheridans on 31<sup>st</sup> December  
 Below: Bridge Street, Ballater on 24<sup>th</sup> October 2016  
 Right below: Sheridans on 24<sup>th</sup> October 2016



Sheridans had refitted their shop in 2012 so it was heart breaking to see their pride and joy wrecked by Storm Frank. Their shopfitters, Watco reacted quickly to the situation recognising that a total refurbishment was necessary. "We could not have asked for better support, Willie Waugh from Watco was tremendous" explained Barry.

Colin Hewitson supplied new Rational and Blue Seal Turbofan ovens, a Rose boiler, Blue Seal Hob, Kolbe mincer grinder and a Talsa power filler to name just the larger items. When the building was prepared for Watco to come in they worked from 8 in the morning until 9 at night for two weeks. It felt like their electrician Russell Hughes was never off the job and the premises were up and running within 13 weeks.

NFU Mutual even paid for an opening night. Trade returned quickly because the village was badly in need of a butchers. Barry and John are most appreciative of their very local customers and grateful for the encouraging support they received both in the aftermath of the storm and ongoing.

The knock on effect on Ballater included loss of holiday lets as locals were re-housed and consequently loss of tourist business. Two fires had destroyed two local attractions – the old Deeside line railway station and museum and at the Darroch Learg Hotel. As the shops reopen and these two fire wrecked buildings are repaired 2017 looks like being a much better and brighter year for Ballater.

**"I have no qualms about recommending Watco, especially their planning and the timescale turning around our job within 12 weeks." Barry Florence, HM Sheridan.**



Throughout Ballater's troubles their most famous patrons have taken a very keen interest and assisted where they could. Balmoral Castle and Birkhall are just upstream from Ballater and the Royal family are big supporters of the village. The Prince of Wales made several visits after the flood, indeed he has set up an outreach project from the Dumfries House Trust to establish a restaurant and community shop in Ballater. The Rothesay Rooms and the Highgrove Shop will open in November 2016. The Queen visited business in Ballater in October 2016

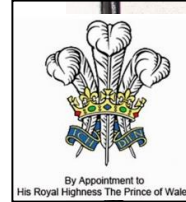
HM Sheridan boasts Royal Warrants from both Her Majesty The Queen and His Royal Highness The Prince of Wales, Duke of Rothesay.



When it comes to buying butcher meat there's not many places where you would hear customers remark "if it's good enough for the Queen, it good enough for me."



Beef and lamb bought on the hoof from a pool of local farmers and killed at Inverurie. This is augmented with cuts and pork from Scotbeef. Bacon is cured on the premises and venison comes only one mile from the nearby Glen Muick Estate and game too, from local estates. The hot smoked venison and duck is somewhat a local delicacy.



Behind the scenes there are facilities to bone the meat, make a range of over 30 sausages, 20 different burgers and 25 different pies and pastry. They even make their own Cloutie Dumpling and a variety of ready meals are produced by their chef, Popeye who is constantly looking at product development potential keeps the products coming.

Awards have been won for haggis, steak pies and sausages. Gluten Free products are made and Barry can clearly demonstrate that what makes this business tick has got much more than Royal Warranties to it:-

"It's that fine line between trying to be a traditional butchers shop and being forward thinking with a modern approach at the same time."



Mike Sheridan started his business from a garage property in 1963, two years later he acquired a shop in Ballater and then in 1978 he bought the Davidsons butchers business to establish himself in the same premises as used today.

John Sinclair and Barry Florence grew up together, attending Aboyne Secondary School and then worked together at Sheridans. Barry started as a 14 year old schoolboy in 1979 doing messages by push bike with 5 mile round trips not unusual and John found himself working alongside his pal when he embarked on his butchery career in February 1982.



Mike was a real character both within the trade and within his local community and he enjoyed being able to take more of a back seat. Barry and John took on much more of the operational side of the shop and Mike with no immediate family had decided on how he wanted his business to continue. He left almost every village group a sum of money. A stained glass window in the local church was unveiled by Prince Charles. The Community Council meet in the Mike Sheridan Room but his business and place in meat industry heritage was handed to his two trusted employees, Barry and John. Barry again:-

"It came as a shock when Mike died at the age of 67 on 11<sup>th</sup> April 2006, and just as much of a shock when he left us the business, it was totally unexpected."

To the new partners, the business side of things was new. They changed a few things that they had been itching to do for some time since understandably Mike was quite wary of change. The staff have been very supportive however and the business flourished under the new regime in a fashion that would have the full approval of Mike Sheridan.

The partnership now has a good team of 11 people around them, their customer base is growing, there have been a lot of learning curves but they have enjoyed it. John summed up the only down side:- "Someone said that we would get more time off and holidays but that didn't work out!"

Storm Frank Sausages  
An outcome of media  
interest in Sheridans –  
the Venison & Wild  
Berry Sausage won  
Gold in the 2016  
Speciality Sausage  
Awards.



Insurance advice: check what is covered very closely. Ask for a breakdown, allow for high stock levels over Festive period, insure for business interruption and take any insurance review very seriously.



Oban Winter Festival celebrates St Andrew's Day with the  
**GOLDEN HAGGIS AWARD 2016**  
**THE PEOPLE'S CHOICE AWARD 2016**  
 Sunday 27th November 2016 at the Oban Distillery.

Entry forms were enclosed with the October Newsletter and are accessible at [www.sfmta.co.uk](http://www.sfmta.co.uk).  
 If you are interested but cannot attend SFMTA can arrange for a nominated representative for you at the prize giving. Also if not delivering the entry in person, it will be transported to Oban for you, if your entry can be at the Federation Office in Perth by 5.00pm on Friday 25<sup>th</sup> November.

**Entries close Friday 11th November 2016**

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# WHY Choose KellyBronze®

BRED TO BE WILD



**QUITE PROUDLY A PRODUCT OF THE SLOWEST FARMING METHOD IN THE WORLD...** as opposed to the usual 'all-year-round' intensive production. We produce eggs when our hens would naturally lay them, resulting in 50 eggs per bird, rather than the mass-produced 120 per bird, doubling our cost per poult.



**WE ARE ALL ABOUT THE NATURAL SEASON...** the unique KellyBronze is a natural slow growing breed - for every pound of meat they gain, they have eaten 30% more feed than a modern selected turkey.



**BRED TO BE WILD AND FREE...** our free-range stocking density is 500 per acre vs. an average of 16,000 per acre in commercial turkey barns. Because of this our birds live as nature intended, with lots of exercise and a natural diet of corn, soya & foraging. A KellyBronze has flavour, texture and produces it's own gravy.



**THE MORE MATURE THE BIRD, THE BETTER THE FLAVOUR...** our turkeys are over twice the age of a standard intensive turkey - doubling the farming costs but quadrupling the flavour. Maturity has the biggest single impact on flavour. A KellyBronze has well marbled meat and award winning flavour.



**PLUCKED TRADITIONALLY BY HAND...** without the use of water as in modern factories. It costs 10 times more in labour, but dry plucking enhances shelf life and allows dry aging. A KellyBronze does not touch water, therefore you don't pay for water uptake as with all other turkeys.



**HUNG & AGED LIKE A GAME BIRD SHOULD BE...** for at least 7 days, resulting in tender meat due an enzyme change which breaks down connective tissue in the muscle. Hanging incurs a cost of a 3% weight loss but a huge gain in flavour and texture. The tendons are also removed from the legs, making them a delight to eat.



**INVESTING FOR QUALITY...** our large investment into a fully approved facility is solely used for 4 weeks per year. The specialist equipment can be utilised for dry plucking alone and is very costly per bird. Details matter. There is no other turkey farmer who farms from start to finish, from egg to oven.



**THE COMPLETE PACKAGE...** our turkeys cook in half the time of a standard bird because of the exceptional marbling in the meat. The bespoke cooking and carving instructions along with a complimentary KellyBronze meat thermometer arrive with the bird, in it's presentation box and ensure cooking success.

## Christmas turkeys: 'The older the bird, the better the experience'

Rearing turkeys to the age when they are 'perfect to eat' rather than just the 'right weight' is the way to provide the best Christmas experience, says Paul Kelly, managing director of Kelly Turkeys.

He contends there is a vast difference in the flavour and eating quality of traditional turkeys reared to 22 weeks compared to cheaper birds from large strain hens processed when they are only 12 weeks old.

He explains the difference in his autumn newsletter to butchers and retail customers:

"At 12 weeks of age turkeys are only at the third stage of physiological development – skeletal growth. The only muscle laid down is just enough to move the skeleton, but there is no intramuscular fat or carcass fat which is laid down later.

"The analogy in my opinion is these young turkeys are killed when they are the right weight - rather than when perfect to eat. The older the bird, the better the experience."

He says their own premium product, the KellyBronze, is an average of 26 weeks old. "So the turkey is super mature. Then, of course, we hang it for 14 days which breaks down the collagen in the muscle to make it tender."



He says the message about the age of the Christmas turkey is a big story to be told – pointing also to the greater breast meat yield achieved from their mature small strain hens compared with an immature large breed commercial hen.

He has analysed the yield from both these turkeys reared to 4.7 kg (10.4 lb).

"The carcass shape says it all," says Paul Kelly. "In this instance there was 48 per cent more breast meat on our SuperMini. So while our turkey may cost twice as much per kg as a supermarket bird, once you take the number of servings into account, it is only circa 25 per cent more expensive.

"A fully mature bird will taste better and produce an amazing gravy. If a customer come away from Christmas lunch really satisfied, then the extra money does provide great value."

After holding prices for two years Kelly Turkeys is having to post a small increase.

"Our method of farming and hand finishing is very labour intensive," says Paul Kelly. "The living wage has had a big impact on our casual labour costs and the increase in feed costs, along with other inflation creeping up, means we have had to increase prices by three per cent."

Retail prices from their Springgate Farm at Danbury, near Chelmsford, Essex, range from £14.41 /kg for 4 kg (8.8 lb) turkeys to £11.22 / kg for 8 to 11 kg (17.6 24.2 lb) birds.



*The fully matured Kelly Bronze is on the left in the two pictures – contrasting with the much smaller volume of meat on the breast lobe of an immature large breed commercial hen*



**Craft Butcher Social Media Presence**  
[twitter.com/scocraftbutcher](https://twitter.com/scocraftbutcher)  
[facebook.com/scottishcraftbutchers/](https://facebook.com/scottishcraftbutchers/)





## Mari-top - Cooked Range

Adding more flavour and convenience to your counter display products with these superb Mari-top sauces from AVO & TPS Scotland Ltd.

*AVO Mari-top flavours available with meat suggestions*

Stroganoff *	Beef, Chicken, Pork
Pepper*	Beef, Chicken
Italian*	Beef, Pork
Mushroom*	Chicken, Beef
Indian	Beef, Chicken, Lamb
Korma	Beef, Chicken
Rogan Josh	Lamb
Thai Green Curry	Chicken
Asia	Chicken, Pork, Beef
Mexican*	Chicken, Pork, Beef



### Method

Take 2 kilos of your preferred cooked sliced tender meat (3-4cm strips), add 200g of suitable vegetables, then add a packet of Mari-top sauce, mix and display in the counter or in Kitchen- Ready trays.

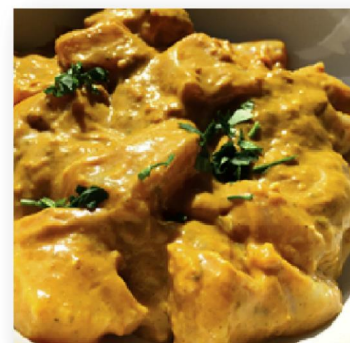
### Fresh Stir-Fry or Wok Range

Mari-tops can also be used with fresh meat. Just follow the same as the above recipe, but replace cooked meat with fresh, tenderised meat. Please note some Mari-tops are also Gluten-Free. (\*)

Mari-tops are supplied in 5 x 800g sachets (4 kilo). Shelf-life of 12 months from date of manufacture.

### Example: Cost to make a batch

Price per 5 x 800g =	£32.90	(£8.22 per kilo)
800g of Mari-top	£6.57	
2 kilos of Cooked Beef	£17.80	
250g of Veggies	£1.05	
Total Cost to make (3 kilo)	£25.42	



To find out more about our AVO range, please call:  
**Elaine, Leanne, Nicola, or our new girl Tracy** on 0141 883 6260,  
or email at [office@tps-scotland.co.uk](mailto:office@tps-scotland.co.uk)

# Q Guild visits Glasgow member



On Monday 26<sup>th</sup> September the Scottish Q Guild members visited Tom Rodgers meat plant in Clydebank and his retail shop in Byers Road, Glasgow





**Producers of Free Range Bronze Turkeys, Organic Free Range Bronze and also Traditional Farm Fresh White Barn Reared Turkeys.**



Walters Turkeys Ltd., Bower Farm, Aldworth, Reading, Berkshire, RG8 9TR.  
 To get in touch with us please call 01635 578 251 or send us an email at [admin@waltersturkeys.co.uk](mailto:admin@waltersturkeys.co.uk)



# National Minimum Wage & National Living Wage rates

The hourly rate for the minimum wage depends on your age and whether you are an apprentice.

You must be at least:

school leaving age to get the National Minimum Wage

aged 25 to get the National Living Wage - the minimum wage will still apply for workers aged 24 and under

## Rates from 1 October 2016

These rates are for the National Living Wage and the National Minimum Wage.

Year	25 and over	21 to 24	18 to 20	Under 18	Apprentice
October 2016 (current rate)	£7.20	£6.95	£5.55	£4.00	£3.40

National Minimum Wage rates change every October.

National Living Wage rates change every April.

### Apprentice Rate

Apprentices are entitled to the apprentice rate if they're either:

aged under 19

aged 19 or over and in the first year of their apprenticeship

**Example** An apprentice aged 22 in the first year of their apprenticeship is entitled to a minimum hourly rate of £3.40.

Apprentices are entitled to the minimum wage for their age if they both:

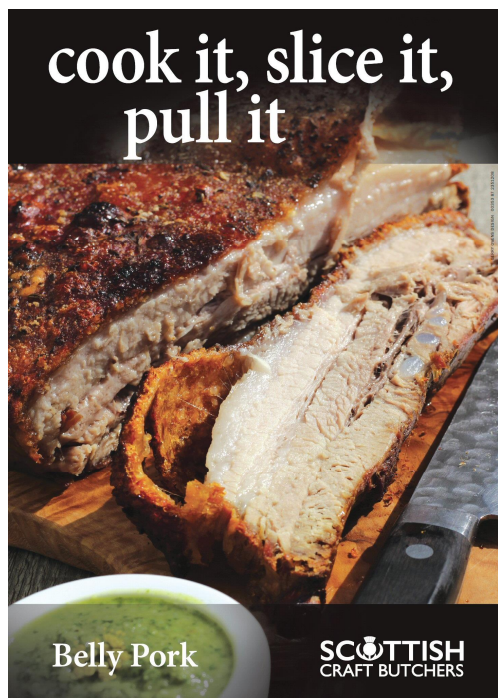
are aged 19 or over

have completed the first year of their apprenticeship

**Example** An apprentice aged 22 who has completed the first year of their apprenticeship is entitled to a minimum hourly rate of £6.95.

**SFMTA Footnote:** Apprentices are employed members of staff and paid by the employer. Delivery of Modern Apprenticeships is funded through Skills Development Scotland and the only expense to the employer with regards to the training of apprentices is time and commitment. We maintain that if it is worth training an apprentice, then the age group rates should be paid. Employers paying at the Apprentice Rate tend to lose these members of staff to other more attractive options and so lose any investment they have made in these apprentices.

## New Point of sale materials

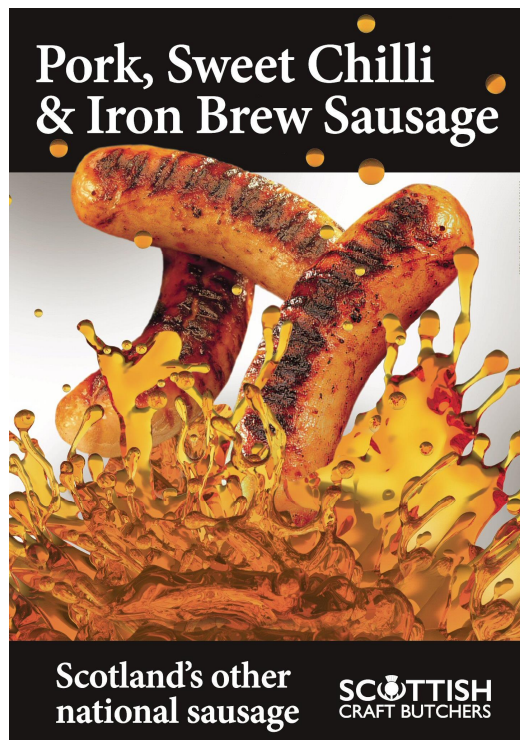


In response to members requests we have printed two new point of sale posters.

One for Belly Pork since we feel that is something that customers need to go to a butchers to purchase.

The second poster is a new version of the ever popular Pork, Sweet Chilli and Iron Brew Sausages.

If you have not received these recently please call SFMTA on 01738 637472



# Traditional Sliced Sausage Awards

Sponsored by McAusland Crawford



Congratulations to Allan Learmonth in Jedburgh who came out on top in the second stage judging after all the Regional Champions had been mystery shopped. All the finalists were worthy title holders but the Borders butchers AJ Learmonth pipped the rest to be named 2016-2017 Scottish Sliced Sausage Champions.

Allan Learmonth revealed:- "It was a really big surprise to win. I was quite overwhelmed when it was announced at Carfraemill. I wasn't expecting to win that at all.

"You always enter your products hoping that you are going to win but never think you are actually going to do it. It is just tremendous for the shop. To win the South East of Scotland title was an honour but to win overall is totally overwhelming."



Apprentice Stewart Ramsay made the winning product and Allan has drummed into his young employee that consistency is vitally important in a product if it is to be good every time. Other than that, neither Allan nor Stewart were giving much else away about how to make a champion sliced sausage.

"I will not tell you the secrets" added Allan, "but part is using produce from local farmers. You only get out of a product what you put into it. If you put good ingredients in then the end result will be good and this just proves that it is true."



Allan is now hoping that good beef and a finely tuned recipe will have Jedburgh jumping with sausage lovers:- "Jedburgh is a good stop off point halfway between Newcastle and Edinburgh. We get a good passing trade and repeat custom. People come from far and wide just to stop off at the shop."

# Traditional Sliced Sausage Awards

Sponsored by McAusland Crawford

## Regional Champions

South East Scotland Champion  
Allan Learmonth, 13 High Street, Jedburgh

South West Scotland Champion  
Mogerleys, Friars Vennel, Dumfries

West of Scotland Champion  
Andrew Reid, Great Western Road, Glasgow

North of Scotland Champion  
Davidsons Specialist Butchers, Burn Lane, Inverurie

East of Scotland Champion  
James Aitken, Alloa



SFMTA would like to thank McAusland Crawford for sponsoring this competition and Robert Watson for travelling the length of the country to present the awards.



For more information about products or for recipe ideas, please contact  
**McAusland Crawford**  
79-81 Abercorn Street, Paisley PA3 4AS  
Tel: 0141 849 7033

## Craft Butcher Savoury Pastry Awards:

Entered products must arrive at designated pick up points by 9.00am on Thursday 3<sup>rd</sup> November. Thanks to the 60 businesses who have entered 289 products in total.

**Wanted:** 32 free standing, Second hand mincer, 3 phase. Tel: 01770 860354

# SFMTA Regional Meetings – October 2016

Regional Meetings held in October were extremely successful with 170 members and their staff attending.

Mike Winrow, Dalziel introduced some new products and a tasting followed. John Gallagher of McDonnells presented the vac cooking bags and retail knives. Martin Orr demonstrated the Butchers App and Dave Patterson demonstrated the Bizerba scales. Presentations took place for the winners of the Beef Slice Sausage competition and the Speciality Sausage Evaluation. Attendances were 28 Carfraemill, Steeps 79, Laichmoray 31 and Perth 32, SFMTA thanks you for your support.

## Carfraemill, Monday 3<sup>rd</sup> October



## Steeps, Tuesday 4<sup>th</sup> October



## Elgin, Wednesday 5<sup>th</sup> October



Many more pictures at <http://craftbutchers.co.uk/gallery.php>  
Recipes from Mike Winrow's demonstrations are available from SFMTA.

# SFMTA Regional Meetings – October 2016



Beef Swiss Roulade



Hand Raised Patties



Meat Loaf using World Spice Blend



Midweek Wellingtons

# Speciality Sausage Evaluation

## Sponsored by Lucas Ingredients



200 in the Speciality Sausage evaluation. The summary of the awards is as follows awards  
Speciality Sausage – 1 Diamond, 77 Gold, 82 Silver

**Diamond Award for Best Speciality Sausage 2016-17**  
Maple Pork Links, David Faulds & Son, Kilmarnock



Trainee butcher Liam Neill savoured success at the recent Craft Butcher Awards. Kilmarnock butcher’s David Faulds & Son entered their Sweet Maple Pork Links and were delighted to learn that they had picked up not just an award but the Diamond Award for Scotland’s best Speciality Sausage of 2016.

Nineteen year old Liam made the award winning sizzlers, the idea was concocted by Liam’s mentor in the shop, Iain Joliffe and their boss Ian Faulds submitted their Sweet Maple Pork Links for grilling by the experts at an evaluation held at Our Kitchen to Yours at Newhouse in August. The result was announced at the Craft Butchers regional meeting held at the Garfield House Hotel, Stepps on Tuesday 4<sup>th</sup> October. Judith Johnston from Lucas presented the award at Stepps and at a photocall in Kilmarnock the following morning.

The event organised by Scottish Craft Butchers and sponsored by Lucas Ingredients attracted an entry of 200 entries from sausage makers all over Scotland from Orkney to Solway.



Judges were drawn from the meat industry experts and enthusiastic sausage aficionados.

Liam started at David Faulds almost a year ago now and is working towards a Modern Apprenticeship in Meat and Poultry Processing. He said:-

“The job just started with making sliced sausage, burger and links but it is really interesting in this shop learning all the craft skills. Winning this top award is fantastic.”

Judith Johnston of Lucas Ingredients said:-  
“Sausages are an important food for all meal occasions – Breakfast, Meal centres, BBQ’s. As well as the traditional flavoured sausages, consumers are looking for different flavoured speciality sausages. The Lucas Ingredients range of sausage mixes offers our customers both traditional and speciality flavours.”

# Speciality Sausage Evaluation

Sponsored by Lucas Ingredients



## Gold Awards

Bennachie Bangers, A & G Collie, Kemnay; Sweet Chilli & Iron Brew Sausage, A E Brown and Son, Turriff  
Lamb Bazinga Sausages, A E Brown and Son, Turriff; Chinese Piri Piri Beef Sausage, A J Learmonth, Jedburgh  
Beef and Mustard Sausage, A J Learmonth, Jedburgh; Pork and Chestnut Sausage, A J Learmonth, Jedburgh;  
Piri Piri Pork Link, A Picken & Sons, Ayr; Spicy Lorne, Ann Davidson Butchers, Scone; Boerewors, Cairngorm Butchers Ltd, Grantown-on-Spey; Pork & Haggis Sausage, Craigie Butchers Ltd, Tankerness  
Honey Mustard Pork Sausage, Crombies of Edinburgh, Edinburgh; Smoky Barbecue Sausage, D H Robertson, Arbroath; Pork & Honey Sausages, D H Robertson, Arbroath; Pork, Tomato & Mascarpone Sausages, D H Robertson, Arbroath; Pork & Marmalade Sausages, D H Robertson, Arbroath; Mr Rubba Rubba, Davidsons Specialist Butchers, Inverurie; Kielbasa, Davidsons Specialist Butchers, Inverurie; Boerewors, Davidsons Specialist Butchers, Inverurie; Cowboy Steak Sausage, Dean's Country Butchers, Fochabers;  
Mexican Chorizo Links, Elderslie Butchers, Elderslie; Beef & Pepper Sausage, Falleninch Farm Butchers, Stirling; Chicken Oriental Sausage, Falleninch Farm Butchers, Stirling; Pork & Stornoway Sausage, Falleninch Farm Butchers, Stirling; Piri Piri Sausage, Fergusons of Airdrie, Airdrie; Honey & Mustard Pork Sausage, Fleming Butchers, Arbroath; Pork, Hickory Smoked Black Pudding with Spiced Apple Sausage, Foston's Fine Meats, Duns; Steak & Onion Sausage, Fraser Brothers, Dingwall; Smokey Pork Sausage, Fraser Brothers, Dingwall; Breakfast Banger, G & L Archibald Ltd, Hawick; Chilli Chocolate Sausage, G & L Archibald Ltd, Hawick; Piri Piri Pork Sausage, G J Sanderson, Coldstream; Pork & Haggis Sausage, G J Sanderson, Coldstream; Steak Onion Sausage, George Kirk & Sons, Denny; Pork & Fennel Sausage, Grants of Speyside, Grantown-on-Spey; Venison & Blackcurrant Sausage, H & S Milne & Sons, Bucksburn;  
Pork, Cheese & Spring Onion Sausage, H M Sheridan, Ballater; Storm Frank Sausage, H M Sheridan, Ballater; Pork & Iron Brew Sausage, H M Sheridan, Ballater; Pork & Stilton Sausage, Henderson of Hamilton, Hamilton; Sweet Chilli Pork Sausage, Hugh Black & Sons, Lanark; Italian Sliced Sausage, Hugh Black & Sons, Lanark; Sweet Chilli Pork Sausage, Hugh Black & Sons, Whitburn; Cumberland Sausage, Hunters of Kinross; Pork, Apple & Leek Sausage, Hunters of Kinross, Kinross; Pork & Cherry Sausages, J C Dawson, Elgin; Onion Sausage, James Aitken, Alloa; Caramelised Red Onion Links, James Preston Butchers Ltd, Strathaven  
Pork, Honey & Mustard Sausages, James Pringle, Hawick; Beef, Horseradish & Tomato Sausages, James Pringle, Hawick; Pork & Black Pudding Sausages, James Pringle, Hawick;  
Red Onion & Rosemary Pork Sausage, John Lawson, Uphall; Italian Lemon & Parmesan Pork Sausage, John Lawson, Uphall; Chorizo Sausages, Linton Butchers, East Linton; Italian Beef & Mozzarella Sausage, Mearns T McCaskie, Weymss Bay; Garlicky Pork Sausage, Mearns T McCaskie, Weymss Bay  
Pork, Leek & Black Pudding Sausage, Mearns T McCaskie, Weymss Bay; Beef, Sage & Onion Sausage, Mearns T McCaskie, Weymss Bay; Pork, Cheese & Bacon Sausages, R T Stuart Ltd, Methil; Pork, Leek & Ginger Sausage, R T Stuart Ltd, Methil; Pork, Cheese & Chive Sausage, R T Stuart Ltd, Methil;  
Cumberland Ring, Richards Family Butchers, Grangemouth; Pork Merguez Sausage, S Collins & Son, Muirhead; Pork, Bacon & Maple Syrup Sausages, Scott Brothers, Dundee; Pork, Black Pudding & Marmalade Sausage, Scott Brothers, Dundee; Ploughmans Sizzler, Shaw the Butcher, Balornock;  
Pork, Leek & Smokey Bacon Sausages, T Baillie & Son, Saltcoats; Pork with Garlic & Chilli Sausage, T H Carson, Dalbeattie; Hog Roast Sausage, T H Carson, Dalbeattie; Ginger & Spring Onion Sausage, T H Carson, Dalbeattie; Venison Link Sausage, The House of Bruar, By Blair Athol; Beef & Caramelised Onion Sausage, Thomas Johnston, Falkirk; Sweet Chilli Pork Sausage, Hugh Black & Sons, Cowdenbeath;  
Italian Sliced Sausage, Hugh Black & Sons, Cowdenbeath; Mexican Sliced Sausage, W F Stark, Buckhaven; Pork Smokey Dog, W P Tulloch Butchers, Paisley; Pork, Paprika & Chorizo Sausage, Watsons of Leven, Leven  
Moroccan Lamb Sausage, Watsons of Leven, Leven

Below at the photocall: Shaw the Butcher, Balornock, TH Carson, Dalbeattie and J Preston, Strathaven.



 **Lucas**

*Butchers  
Classic*

Range of Complete  
Sausage Mixes

*Featuring!*

Cracked Black Pepper  
Sausage Mix

Piri Piri  
Sausage Mix

**NEW**

*voted best in  
the world!\**

*for the next  
generation!*

\* Made by the British Beekeepers Team GB at the World Butcher's Championships



Garlic & Herb



Red Onion & Sage



Lincolnshire



Sweet Chilli



Chive



Beef



Mustard



Lemon & Country Herb



Smokey BBQ



Pork & Apple



Chilli & Coriander



Cajun



Tomato



Lamb & Mint



Cumberland



Cranberry & Rosemary



Leek



Pork



To find out more, call our free Customer Helpline on **0800 138 5837**  
or visit [www.lucas-ingredients.co.uk](http://www.lucas-ingredients.co.uk) and complete the enquiry form.



# Speciality Sausage Evaluation

Sponsored by Lucas Ingredients



## Silver Awards:

Beef & Black Pudding Sausages, A & G Collie, Kemnay;  
Venison & Red Onion Sausage, A & I Quality, Cullloden;  
Smokey Creole Sausage, A & I Quality, Cullloden; Honey Mustard Sausage, A & I Quality, Cullloden; Garlic & Herb Sausage, A & I Quality, Cullloden; Pork, Honey & Black Pepper Sausage, A D Paton, Largs; Piri Piri & Port Sausage, A D Paton, Largs; Mississippi Smokey BBQ Sausage, A D Paton, Largs  
Pork & Haggis Sausage, A J Learmonth, Jedburgh; Beef, Bacon and Cheese Sausage, A J Learmonth, Jedburgh; Minty Lamb Link, A Picken & Sons, Ayr; Pork Sage & Thyme Sausage, Balgove Larder, St Andrews; Mango & Chilli Pork Sausage, Cairngorm Butchers Ltd, Grantown-on-Spey; Cairngorm Sausage, Cairngorm Butchers Ltd, Grantown-on-Spey; The Straggleflugen Sausage, Cairngorm Butchers Ltd, Grantown-on-Spey; Pork, Smokey Bacon & Orkney Cheddar Sausage, Craigie Butchers Ltd, Tankerness; Pork, Chilli & Garlic Sausage, Craigie Butchers Ltd, Tankerness; Pork Mediterranean Sausage, Cross Butchers, Kilsyth; Pork Chorizo Sausage, Cross Butchers, Kilsyth; Beef, Red Onion & Horseradish Sausage, Cross Butchers, Kilsyth; Raspberry & White Chocolate Pork Sausage, Dean's Country Butchers, Fochabers  
Pork, Leek & Orange Marmalade Sausage, Dean's Country Butchers, Fochabers  
Pork & Peach Sausage, Dean's Country Butchers, Fochabers; Breakfast Banger, Edenmill Farm Shop, Blanefield; Pork, Apricot & Ginger Sausage, Edenmill Farm Shop, Blanefield; Roquefort, Garlic & Steak Banger, Edenmill Farm Shop, Blanefield; Lamb, Rosemary & Garlic Sausage, Edenmill Farm Shop, Stirling  
Venison & Pickled Beetroot Banger, Edenmill Farm Shop, Stirling; Steak, Black & Bacon Links, Elderslie Butchers, Elderslie; Haggis, Pork & Red Onion Chutney Links, Elderslie Butchers, Elderslie; Mexican Square Slice Sausage, Elderslie Butchers, Elderslie; Pork & Chorizo Sausage, Falleninch Farm Butchers, Stirling; Lamb Sizzlers Sausage, Falleninch Farm Butchers, Stirling; Haggis Lorne, Fergusons of Airdrie, Airdrie; Pork & Herb Sausage, G & L Archibald Ltd, Hawick; Hag-eese Sausage, G & L Archibald Ltd, Hawick; Black Pudding & Apple Sausage, G & L Archibald Ltd, Hawick; Pork & Leek Slice Sausage, Gary Walker Butcher, Glasgow; Venison & Cranberry Sausage, Grants of Speyside, Grantown-on-Spey;  
Pork & Black Pudding Sausages, Grants of Speyside, Grantown-on-Spey; Mediterranean Pork Sausage, Grants of Speyside, Grantown-on-Spey; Spicy Pork Sausage, Grants of Speyside, Grantown-on-Spey;  
Three Cheese and Caramelised Red Onion Steak Sausage, Grierson Brothers, Castle Douglas;  
Lamb & Rosemary Sausage, H & S Milne & Sons, Bucksburn; Pork, Black Pudding & Mango Sausages, Henderson of Hamilton, Hamilton; Italian Sliced Sausage, Hugh Black & Sons, Whitburn;  
The Breakfast Sausage, Hunters of Kinross; Venison & Redcurrant Sausage, Hunters of Kinross;  
Pork & Black Pudding Sausages, J C Dawson, Elgin; Borders Banger, J C Douglas, St Boswells;  
Caramelised Onion & Black Pepper Sausage, J C Douglas, St Boswells; Jalapeno & Ghost Chilli Square, J Hutchison and Sons Family Butchers, Tullibody; Spicy Moroccan Lamb Sausage, James Pirie & Son, Newtyle  
Pork, Cola & Lime Sausages, James Pringle, Hawick; Pork & Caramelised Onion Sausage, John Lawson, Uphall  
Black & White Pork Sausage, John Lawson, Uphall; Pork & Chive Sausage, K Walkers Butcher, Kilcreggan  
Boerewors, Linton Butchers, East Linton; Venison Sausages, Linton Butchers, East Linton  
Pork, Leek & Pancetta Sausages, Linton Butchers, East Linton; Pork & Caramelised Onion Sausage, McDowall Butchers Ltd, Paisley; Popadom Pork Sausage, McDowall Butchers Ltd, Paisley; Beef & Sun Dried Tomato Sausage, McDowall Butchers Ltd, Paisley; Pork, Leek & Arran Cheddar Sausage, McDowall Butchers Ltd, Paisley; Pork & Caramelised Onion Sausage, Mearns T McCaskie, Weymss Bay; Pork & Spring Onion Round Slice, R & J Chapman, Glasgow; Pork, Garlic & Herb Link, R & J Chapman, Glasgow; Mediterranean Pork Link, R & J Chapman, Glasgow; Pork & Black Pudding Sausages, R T Stuart Ltd, Methil



Photo: Winners at Edenmill Farm Shop

Pork, Sweet Chilli & Iron Brew Sausage, R T Stuart Ltd, Methil; Hog Roast Sausage, S Collins & Son, Muirhead; Pork, Mango & Chilli Sausage, Scott Brothers, Dundee; Pork & Chive Gluten Free Sausage, Shaws Fine Meats, Lauder; Pork & Jalapeno Gluten Free, Shaws Fine Meats, Lauder; Smoked Pork Hot Dog, Shaws Fine Meats, Lauder; Traditional Breakfast Pork Sausage, The House of Bruar, By Blair Athol; Pork & Leek Sausage, The House of Bruar, By Blair Athol; Pork & Apple Sausage, The House of Bruar, By Blair Athol; Pork, Cheese and Chive Sliced Sausage, W F Stark, Buckhaven; Pork & Spring Onion Sliced Sausage, W F Stark, Buckhaven; Pork, Leek & Mustard Sausage, Watsons of Leven; Beef, Tomato & Cajun Sausage, Watsons of Leven.

**handtmann**

*Ideas for the future.*

**HANDTMANN VF608 & RF440  
BURGER, BALL & SAUSAGE PRODUCTION**



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Email: [sales@handtmann.co.uk](mailto:sales@handtmann.co.uk)

Web: [www.handtmann.co.uk](http://www.handtmann.co.uk)

# 2017 White Pudding Evaluation

Sponsored by Grampian Oats Products



The first White Pudding evaluation for five years attracted 44 entries from far and wide. The judges at the event held in the Redgarth at Oldmeldrum in Aberdeenshire on 12<sup>th</sup> October awarded 7 Gold and 15 Silver awards. Mystery shopping of the gold winners has still to take place, so the awards will be announced in January.



## Diary Dates

British Sausage Week

Savoury Pastry Evaluation

SFMTA Annual General Meeting

Golden Haggis Awards

Scottish Craft Butchers Trade Fair

Dewars Centre, Perth

Houstoun House Hotel, Uphall

Oban Distillery

Dewars Centre, Perth

31<sup>st</sup> October – 6<sup>th</sup> November

Thursday 3<sup>rd</sup> November

Sunday 20<sup>th</sup> November

Sunday 27<sup>th</sup> November

Sunday 14<sup>th</sup> May 2017

## Welcome to New Member

Lindsay Grieve, L & G Grieve, 29 High Street, Hawick, TD9 9BU Tel: 01450 372109

## Business for Sale

Long established butchers shop in town of 4000 in North East of Scotland

For more information: Tel: 01738 637472

## SFMTA AGM Invitation

All Federation members are invited to the 2016 Annual Meeting which will be held at Houston House Hotel, Uphall on Sunday 20<sup>th</sup> November. We appreciate that this is a rare day off but we invite all SFMTA members to come for a free lunch and hear some really interesting and thought provoking speakers.

The Business Meeting will be held between 11.00am and 12.00pm.

Lunch will follow and the meeting will reconvene at 2.15pm to conduct the following:-

1 Instal President Paul Boyle

2 Speaker: Yorkshire butcher and past Chairman of Q Guild, Brindon Addy.

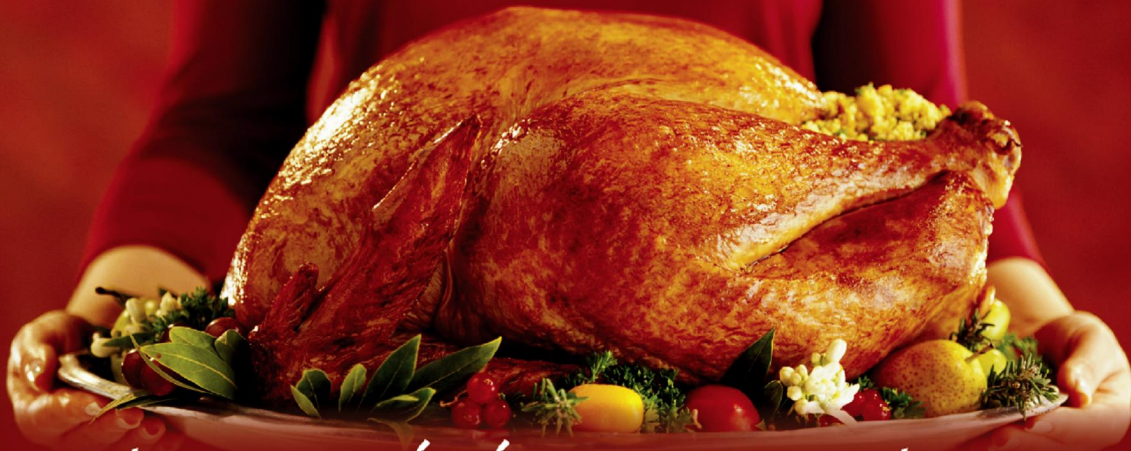
3 Presentation of the 2016 Craft Butcher Training Awards

4 Speaker: Tom Courts – starting again in Burntisland

5 World Butchers Challenge, Australia – reflections of team member Gary Raeburn

Afternoon will conclude by 4.00pm

RSVP to Bruce on 01738 637472



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# VICTOR CHURCHILL

THE PRADA OF THE BUTCHERY WORLD

Victor Churchill is a world-class boutique butchery. the posh meat specialist in the leafy neighbourhood of Woollahra, Sydney. Push past the brass sausage handles of the door and enter a romanticised world of mince, rib-eye and rump roasts. Bathed in a soft orange glow that you're more used to seeing illuminate bling, not beef, the shop is decked out in rich mahogany tones, with glass and copper shelving, as well as timber and cowhide walls.

Truly a local butcher like no other, combining the very best European haute-couture with a uniquely Australian sense of character and design.

The creation of father and son team Victor and Anthony Puharich, this remarkable butchery offers the whole package; extraordinary design, exceptional meat and charcuterie, knowledgeable staff and a profound sense of hospitality. Backed by five generations of butchers; the pedigree is certainly there, and matched by the history of the store itself - Australia's oldest continuously run butchery.



The name, 'Victor Churchill' is a tribute to the Churchill family who created Churchills Butcher Store in 1876 and to Victor Puharich, a master butcher and the founder of Vic's Premium Quality Meat who have become the fourth owners of the butcher shop in its 140-year history.

Claims that it is one of the most breathtaking stores in Australia are backed by the fact it won the 2010 International Interior Design Award for retail stores, held in New York. It was competing with retail stores worldwide, and against retail behemoths like Hermes and Louis Vuitton, yet walked away with the top gong.

See more at <https://vimeo.com/113194585>



Enough about the store, what about the food? This is where the attention to detail truly begins, with Victor Churchill offering an exciting array of seasonal, rare and special dry-aged products.

On the shelves and in the cool room, it's possible to find everything from the highest grade of Wagyu available in Australia, to chestnutfed Oberon beef, O'Connor grass-fed beef from Victoria, rare Berkshire black pork breeds, Wagyu Bresaola (a Victor Churchill innovation) and duck prosciutto.

Complementing the traditional range of products you'd find in a local butcher, are the house-made charcuterie, all expertly crafted by the resident chef, Romeo Baudouin.

The delicious creations include traditional pork, rabbit and duck terrines, parfaits and speciality sausages such as Saucisson and the traditional French cooked pork sausage.

While perfection and innovation are at the heart of everything Victor Churchill does, traditional customer service is the backbone of the business.

Both Victor and Anthony believe wholeheartedly that trust and knowledge are instilled in every sales assistant on the floor.

This extends to the expert butchers who provide meat to the customers' exact specifications. Victor Churchill is certainly a butchery that has to be seen to be believed.



*Victor Churchill's, a butcher that looks like a Tom Ford boutique: sides of beef revolve in glass ageing rooms, steaks are displayed in glass cabinets. The quality and the care are way beyond anything I've seen anywhere else.*

*It isn't just organic gimmicks, it's an amazing professional concern for breeds, feed, ageing, preparation, storage and the techniques of butchery. Anthony Bourdain said it was the best food shop he'd ever been in.*

**AA Gill, The Sunday Times, 26 June 2011**



Father and son team Victor and Anthony Puharich, offer the whole package; extraordinary design, exceptional meat and charcuterie, knowledgeable staff and a profound sense of hospitality. The pair come from a long line of butchers.

“While I hold strongly to the traditional values and methods of the industry,” says Anthony, “my goal is to always approach it from a more unconventional, innovative angle.

“Victor Churchill is the perfect example of this. I promised myself that if I was to ever do a retail butcher’s shop it would be unlike anything else in the world.”



Exposed sandstone walls, uncovered during the refurbishment, serve as a reminder of years gone by, but the refrigerated, parsley lined counters have long since disappeared. Instead, butchers work at beautiful hand-crafted timber butcher’s blocks on ‘stage’ behind floor-to-ceiling glass. It’s a mélange of old and new.

The changes are not simply aesthetic. “We removed the traditional counter that was a boundary between the butcher and the customer,” says Anthony “We created the glass butchery, so there was no ducking ‘out-the-back’.”

Elements of the theatre, art gallery and luxury boutique work together. The enormous Calacatta marble slab was cut into mosaic tiles and re-laid to follow the original grain. The hot and cold kitchens feature hair-on leather clad walls covered and protected by glass, from famed Texas-based leather artist Kyle Bunting.

Custom copper refrigerated cabinets line a wall where the premium cuts are displayed, together with meat specialities such as terrines, pates and parfaits prepared on-site in their hot and cold kitchen.

In the floor-to-ceiling glass walled cold room specialty cuts of meat and carcasses hang from a cog gear and metal chain rack, that slowly passes as customers look on, creating a distinctly Damien Hirst effect.

A Himalayan rock salt brick wall (which infuses the hanging meat with flavour and sterilizes the air) lends the store an extraordinary glow. The custom made ‘sausage’ door handles were cast in solid copper, using real sausages. It’s an amalgamation of the very best European haute-couture with a uniquely Australian sense of character.

Still, nothing beats the mouthwatering smell of a grab-and-go wagyu brisket roll (or roast chicken with duck fat-cooked potatoes) wafting from the custom-built rotisserie in the back, cleverly reminding you that it ain’t all just a feast for the eyes.

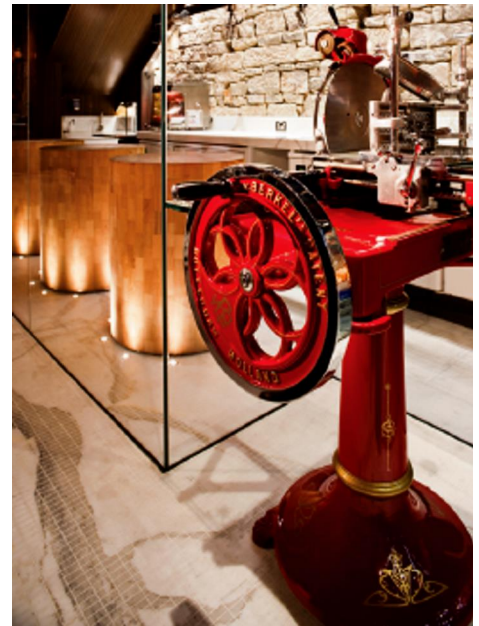




French butcheries also played muse, not just to the design, but to the product range. Stepping beyond the bounds of a traditional Australian butchery, Victor Churchill offers goods in the style of traiteur (ready-made meals), charcuterie and roasted meats from their rotisserie, as well as a full range of specialty smallgoods and condiments.

“We have a brilliant chef and charcutier, Romeo Baudouin, on the team,” explains Anthony, “to ensure that the charcuterie, traiteur, rotisserie and meals are the best they can be.” Romeo, a native Frenchman, has more than two decades of experience in the art of charcuterie.

Since the store opened it has introduced an exciting array of seasonal and rare product. The copper fridges are stocked with the very best Australian meat and produce, the likes of which has previously only been available to top tier restaurants. The family’s wholesale business, Vic’s Premium Quality Meat, operates as a meat purveyor to some of Australia’s finest kitchens. The relationships with producers across the country go back over a decade. It is evident in the laden cabinets.



The charcuterie counter displays many of the world’s top quality cured, artisanal meats such as Jamon Iberico de Bellota, Prosciutto and Chorizo sliced with legendary Dutch Berkel meat slicers alongside a specially imported French Labesse Giraudon rotisserie for poultry and game birds. The museum quality antique Berkel floor-standing slicer, restored in Europe is displayed nearby.

At the heart of all this innovation, nevertheless, lies some very traditional concepts of service. Both Victor and Anthony aimed to recreate the sense of trust and knowledge and camaraderie that distinguishes the traditional butcher shop.

At Victor Churchill, it takes the form of a ‘panel’ of knowledgeable sales-assistants on the floor, trained to support and advise customers’ selection, providing meat to order and portioned by a butcher to the customers’ exact specifications. It would seem Australia is now taking her food very seriously.



# LiveScot

Saturday 26<sup>th</sup> November 2016  
Lanark Agricultural Centre, Lanark



Following a very successful entry level at last year's show, with over 120 cattle and 140 sheep the Scottish National Fat Stock Club is on track to have similarly high numbers for LiveScot this year.

Judging of the cattle classes will be in the capable hands of Mr Richard Wright. The sheep classes will be judged by Mr Jimmy Mulholland.



Judging of both cattle and sheep classes will commence at 8.30am, with the Championships being judged around 2.00pm.

The day will culminate with the auction sale which will begin with the sheep at 3:30pm, followed by the cattle. This is a sale not to be missed as we have some of the best prime stock in the country offered for sale on the run up to Christmas.

Pictured left is the 2015 Overall Champion 'Price Tag' from MacPherson & Currie, Castlehills Farm, Berwick Upon Tweed selling to Antony Kitson of B & T Kitson Butchers, Northallerton for £6800.

LiveScot are very pleased to welcome Mr **John Gilmour** of John Gilmour Butchers, Macmerry, East Lothian to judge the Housewives Choice and Butchers Cattle sections.

Pictured right is the 2015 Housewives Choice Champion from Darren Davidson, Netherton, Keith selling for £4000 to Ann Davidson Butchers, Scone.



## **Auction Sale Times**

Sheep	3.30 pm
Champion and Reserve Sheep	4.15 pm
Cattle	4.45 pm
Champion and Reserve Cattle	5.30 pm
Smithfield Beef Ribs	5.45 pm

Buyers, whether it be Butchers, Meat Wholesalers or fellow farmers – we thank you in advance and we hope to see you at LiveScot.

Details and updates about the SNFSC and events can be found on their website [www.fatstockclub.co.uk](http://www.fatstockclub.co.uk) and on Facebook under Scottish National Fat Stock Club.

Any enquiries should be directed in the first instance to Club Secretary, Margaret Gray, 07939 523575, [secretary@fatstockclub.co.uk](mailto:secretary@fatstockclub.co.uk).

LiveScot look forward to welcoming you

**Saturday 26<sup>th</sup> November 2016 sale starts at 3.30pm**  
**Lanark Agricultural Centre, Lanark**

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# A father is awarded £28,000 after being denied enhanced parental pay

**lindsays**

A recent judgement by the Glasgow Employment Tribunal in the case of *Snell v Network Rail Infrastructure Ltd* awarded over £28,000 to a father whose request for the same level of shared parental pay as his wife was refused by their employer. It is worth noting the decision is a first instance decision and therefore non-binding on other tribunals.

## Background

Mr Snell and his wife were both employed by Network Rail Infrastructure. He made an application for SPL under the company's Family Friendly Policy. He and his wife intended to take 12 weeks and 27 weeks' leave respectively.

Mr Snell subsequently discovered that under the company's policy he would only be entitled to statutory minimum pay, whereas his wife was eligible to 26 weeks of enhanced pay. He submitted a grievance arguing that this amounts to sex discrimination. When Network Rail rejected his grievance, he brought claims of direct and indirect sex discrimination before the Tribunal.

## Law

Shared parental leave was introduced on 5 April 2015. Its main purpose is to give parents more flexibility on how to share time off work in the first year following the birth or adoption of their child. Both parents have to meet certain eligibility criteria in order to qualify for the entitlement.

The leave can be taken for up to 50 weeks, 37 weeks of which is paid and can be shared by parents. The statutory entitlement to payment in the paid period is currently the lower of £139.58 a week or 90% of an employee's average weekly earnings. This is similar to Statutory Maternity Pay except that during the first six weeks, this is paid at 90% of the amount you earn (with no maximum limit). Employers are free to choose to offer enhanced rates of maternity pay and shared parental leave pay.

## Decision of the Employment Tribunal

During the course of the litigation, Mr Snell withdrew his complaint of direct sex discrimination. Network Rail initially contested his remaining claim of indirect sex discrimination. The company insisted that their policy did not put Mr Snell at a disadvantage because of his sex and even if it did, it could be objectively justified as a proportionate means of achieving a legitimate aim, being the recruitment and retention of women in a male dominated workforce.

It later conceded this claim and invited the Tribunal to proceed to determining the appropriate remedy to which he was to be entitled. Following the claims being raised, the company decided to reduce female employees' entitlements to Maternity and/or Shared Parental Leave pay to the statutory minimum, in order to "ensure fairness".

As part of its rationale for awarding Mr Snell over £28,000, the Tribunal noted "Mr Snell was distracted by Network Rail's failure to respond to his grievance and the level of pay he would receive during shared parental leave. He was unable to give his wife his full attention and support while she was ill."

## Comment

Aggie Salt, solicitor in the Employment law team at Lindsays comments:

"It is important to remember that the Employment Tribunal in *Shuter v Ford Motor Company* considered as a proportionate means of achieving the legitimate aim an employer's policy of paying women full basic pay when on maternity leave whilst offering statutory minimum pay to male employees. The Tribunal considered the recruitment and retention of women in a male dominated workforce as sufficient justification for this practice in that case.

"In *Snell*, unfortunately, the Tribunal did not grapple with the point, given it was ultimately conceded by Network Rail before it had to do so. However, it is interesting that the employer in this case chose to withdraw its defence, which perhaps points to the fact sensitive nature of such claims and the assessment of these defences by Tribunals.

"It is not the case that every employer shall be able to justify such practices and therefore careful consideration ought to be given to the reasons, aims and objectives served by them, if they are to continue."

## Hopes to avert lamb cull

The European market for Shetland hill lamb appears to have collapsed

**Isles MSP Tavish Scott has vowed to put pressure on the Scottish Government to do what it can to avoid a potential cull of Shetland hill lambs as a result of a shrinking market.**

Traditionally strong markets such as Italy are now opting to buy in cheaper meat from Eastern Europe, cutting off demand for Shetland lambs. Local NFU president Jim Nicolson said the "worst case scenario" resulting from this would be a cull of Shetland-bred light lambs, as there could be issues of overstocking or a lack of grazing.

Most local lambs usually get sent to an abattoir in Preston, but it has stopped taking light lambs for at least the next two weeks.

"It has been suggested that lambs coming from Eastern Europe into the Italian market are undercutting the price," Nicolson said. "So that's very much a matter of concern."

He said an alternative could be to put the lambs back on the hills if they weren't sold - "but that can lead to some overstocking in places, which is not a particularly good idea."

It is also thought that some farmers and crofters wouldn't have sufficient grazing to keep the lambs over the winter.

Some lambs are sent to the abattoir on the outskirts of Lerwick for local use, but the numbers affected are "far greater".

"I'm sure there's nobody that wants to be in a situation where they need to have a cull," Nicolson added. "It's very depressing if that has to take place."

The situation looks set to come clearer once the abattoir in Preston decides in the coming weeks if

it starts taking Shetland light lambs again.

Shetland MSP Tavish Scott meanwhile said he would write to Scottish agriculture minister Fergus Ewing to implore the government to look into new markets for the hill lambs.

"I am asking the Scottish Government to work with the agriculture unions and use such bodies as Quality Meat Scotland and Food & Drink Scotland to explore alternative markets, he said.

"Romanian lamb is being bought at cheaper prices for European markets such as Spain and Italy. These have in the past been strong markets for hill lamb including pure Shetlands.

"Crofters are facing a particularly difficult marketing season for Shetland lamb as the price has albeit collapsed with quality lamb not selling at anything like previous years' prices.

"When added to the utter shambles of the CAP payment debacle this is a perfect storm. It is imperative that the Scottish Government use all their agencies and links to explore markets for light lambs given this very worrying situation."

Charlie Adam, NFU Scotland's livestock committee chairman, added: "NFU Scotland has been made aware of the concerns on Shetland regarding issues relating to light lambs.

"In the meantime, the union will continue to liaise with its members who are local farmers and crofters to gather information to put together a case for taking forward.

## Scottish Lamb Crop Up But Summer Slaughter Volume Down

The publication of the June agricultural census results for Scotland shows some encouraging growth in sheep numbers. The 2016 Scottish lamb crop is reported to be 2.8% larger than the previous year - an increase of almost 100,000 lambs, said Stuart Ashworth, Quality Meat Scotland's Head of Economics Services.

"One factor behind this was an increase in the breeding flock last year, but a bigger contribution came from better ewe productivity. Census results from England and Northern Ireland also reported a larger 2016 lamb crop of one per cent and two per cent respectively," said Mr Ashworth.

UK slaughter statistics report lower volumes of lambs slaughtered between June and the end of September. Combined with the census results this suggests, observed Mr Ashworth, a larger stock of lambs on farms going into late autumn and winter.

"Not only have there been fewer lambs slaughtered, but carcase weights are also lower suggesting, perhaps, slower growth rates. Auction market throughputs during October have, however, been higher than last year's levels. Prime lamb prices have showed weakness through September and October falling some 15 p/kg lwt although there has been some increase in the past week."

Nevertheless, at current levels auction prices are some 20p/kg higher than last year and the second highest at this time of year for the past five years.

# Livestock Prices

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

<b>BEEF PRICES</b>	<b>W/E 22/01/16</b>	<b>Previous week</b>	<b>Previous year</b>
<b>Scottish Abattoirs</b>			
Steers dwt	372.6 p/kg	375.6 p/kg	361.7 p/kg
Heifers dwt	374.8 p/kg	377.7 p/kg	362.7 p/kg
Young Bulls dwt	348.9 p/kg	340.0 p/kg	339.4 p/kg

<b>Numbers</b>			
Steers	3850	3784	3404
Heifers	2669	2506	2652
Young Bulls	417	376	464

<b>BEEF PRICES</b>	<b>W/E 19/10/16</b>	<b>Previous week</b>	<b>Previous year</b>
<b>Scottish Auctions</b>			
Steers lwt	195.99 p/kg	194.98 p/kg	195.53 p/kg
Heifers lwt	197.92 p/kg	201.83 p/kg	199.51 p/kg
Young bulls lwt	153.00 p/kg	146.92 p/kg	150.89 p/kg

<b>Numbers</b>			
Steers	119	152	160
Heifers	233	257	245
Young bulls	18	24	29

<b>Deadweight cattle week ending 22<sup>nd</sup> October 2016</b>								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	379.6	379.4	376.1	383.6	384.7	378.7	373.9	374.8
R	375.4	379.6	379.7	377.7	378.8	377.4	365.2	354.1
O+	366.7	369.6	362.4	363.2	364.6	361.8	341.9	317.0
-O	323.1	334.7	344.0	312.4	329.3	299.2	303.5	310.0

<b>SHEEP PRICES</b>	<b>W/E 19/10/16</b>	<b>Previous week</b>	<b>Previous year</b>
<b>Scottish Auctions Prices</b>			
New Season SQQ lwt	155.69 p/kg	163.58 p/kg	139.78 p/kg
Ewes lwt	£45.23 /hd	£45.85 /hd	£49.94 /hd
<b>Scottish Auctions Numbers</b>			
New Season SQQ	12287	14599	8676
Ewes	7347	9464	6141

<b>SHEEP PRICES</b>	<b>W/E 22/10/16</b>	<b>Previous week</b>	<b>Previous year</b>	
<b>GB Abattoirs</b>				
Lambs SQQ dwt	381.8 p/kg	389.8 p/kg	333.4 p/kg	
<b>Deadweight sheep week ending 22<sup>nd</sup> October 2016 p/kg</b>				
	U	396.8	394.6	383.2
	R	383.3	382.5	376.8
	O	363.6	368.2	369.3

<b>PIG PRICES</b>	<b>W/E 22/10/16</b>	<b>Previous week</b>	<b>Previous year</b>
<b>GB Abattoirs</b>			
All pigs DAPP	145.91 p/kg	145.08 p/kg	126.92 p/kg

<b>GB deadweight pigs ending 22<sup>nd</sup> October 2016 - p/kg</b>					
p/kg dwt	Method 1 and 2	Change	p/kg dwt	Method 1 and 2	Change
Up to 59.9 kg	133.22	+1.23	80.0 – 89.9 kg	146.69	+0.98
60.0 – 69.9 kg	145.96	+0.59	90 kg and over	142.56	+0.06
70-0 – 79.9 kg	147.20	+1.29			

## Scottish Exporters Focus on Valued Overseas Customers



Pictured on the QMS stand at SIAL in Paris, from left, Jim Buchan of Highland Meats, Laurent Vernet of QMS, Simon Dowling of Scotbeef and Jim McLaren of QMS.

Despite the tough European trading environment, Scotland's red meat exporters are this week focused on further developing relationships with overseas customers.

Eleven Scottish exporters were on the Quality Meat Scotland stand last month at SIAL in Paris - one of the world's largest and most influential food fairs.

Jim McLaren, Chairman of QMS, said it was important to ensure the industry has a strong presence at this sort of event, attended by meat exporting nations from around the globe.

"The strength of our industry's brands in overseas markets is underpinned by the strong relationships forged over decades with our key overseas customers. Face-to-face meetings at an event like this offer the opportunity to refresh and reinforce these important relationships," said Mr McLaren.

However, he said that there was no doubt trading conditions in overseas markets have become increasingly tough, despite some currency movements in the UK's favour.

"France remains our biggest market for lamb but consumption in France has been under pressure for some time now and over the past six months exports to France have been down year-on-year.

"This cooling of demand is having an effect, not only on UK exports to France but also on exports to France from New Zealand and Ireland which have eased back," he added.

UK exports to Germany, and some other northern European countries, have shown some strengthening over the past six months, but the volumes involved are not significant, compared with the decreased demand from France.

Looking at the impact of Brexit on overseas trade, Mr McLaren described it as having a push-pull effect on the market. "On the one hand, the weakness of Sterling is creating opportunities for us at home and abroad.

"In terms of lamb exports this currency situation is making the UK extremely competitive on the European market. However being price-competitive does not alone guarantee a market if demand is weak," Mr McLaren observed.

"In the beef sector, the current exchange rate is making beef imports to the UK less attractive and as a result of increased home demand we are seeing 'back-filling' meaning there is less product available for export," he said.

However, overall, he said, the Brexit impact - and particularly concerns about long-term currency volatility - is currently casting a very unwelcome shadow of uncertainty over international trad

# Retail Prices for w/e 29/10/16

## AVERAGE PRICES

### SCOTCH BEEF

	SFMTA OCTOBER	SFMTA AUGUST	QMS OCTOBER	QMS AUGUST
Fillet Steak	4084	4067	3997	3996
Sirloin Steak	2816	2816	2489	2522
Rolled Rib Roast	2182	2182		
Popeseye Steak	1788	1788	1664	1734
Topside	1464	1464	1184	1204
Round / Rump Steak	1440	1432		
Shoulder Steak	1168	1165	1130	1141
Rolled Brisket	1115	1115		
Steak Mince	1043	1042	845	848
Boiling Beef Bone In	724	720		

### DOMESTIC LAMB

Whole Leg of Lamb	1354	1354	1265	1242
Centre Cut Leg Bone In	1514	1514		
Gigot Lamb Chops	1734	1734		
Lamb Leg Steaks	1785	1785	1790	1756
Chump Lamb Chops	1689	1689		
Double Loin Lamb Chops	1751	1744	1679	1679
Single Loin Lamb Chops	1586	1578	1548	1548
Rolled Shoulder Lamb	1211	1211		
Lamb Shanks	745	745		
Diced Lamb	1452	1452	1489	1435
Minced Lamb	1300	1300	1270	1297

### PORK

Pork Tenderloin (Fillet)	1280	1273		
Pork Leg Steaks	984	978		
Double Loin Pork Chops	921	921	757	751
Single Loin Pork Chops	879	879		
Rolled Shoulder of Pork	769	759	690	687
Belly Pork	735	743		
Pork Loin Steaks	1070	1064	923	946
Diced Pork	848	838	733	733

### PRODUCTS

Beef Link Sausages	827	825		
Pork Link Sausages	842	839	626	636
Speciality Pork Sausages	873	873		
Sliced Beef Sausage	758	755		
Sliced Black Pudding	685	684		
Ball Haggis	781	781		
Scotch Pie	104	104		
Quarterpound Beefburger	109	109		
1lb Steak Ashette Pie	724	724		

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

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