

SCOTTISH CRAFT BUTCHERS MONTHLY NEWSLETTER

NOVEMBER 2023

FEATURES

MEMBERS REGIONAL MEETINGS

Annual General Meeting - 22nd November 2023

Details about the Annual General Meeting and Craft Skills Scotland Training Awards can be viewed on page 2. Please note that staff are welcome.

PRESIDENT TRIP

Out and About with the President

President, George Jarron travelled down the M74 to Dumfries on the 11th of October to visit member's businesses and to meet the staff and business owners. Read more about his trip on pages 7-8.

VENISON EVENT

Taking Stock: The Scottish Venison Summit 2023

The Scottish Venison event of the year - if you are involved in Scottish Venison, if you're a producer or you process venison, stock it, sell it or serve it then this event is important to you. Read about this event on pages 5-6.

RESULTS

Speciality Meat Pie & Traditional Steak Pie 2023

The Product Evaluation held at Forth Valley College, Stirling on Friday 15th September 2023 attracted a great number of entries from members the length and breadth of the country. Information and results can be viewed on pages 11-25.



CONTENTS

2
**Members Regional
Meetings**

3
**Retail, Hospitality
& Leisure Relief**

5-6
**The Scottish Venison
Summit 2023**

OUT AND ABOUT WITH
THE PRESIDENT
Information on p. 7-8



7-8

Out and About with the President

SCB President George Jarron visited
member's businesses around the country

6
Autumn Posters 2023

9
Christmas Posters 2023

11-12
**Ayrshire Butchers Retain Best Steak
Pie in Scotland Title**

13-14
Regional Steak Pie Champions

15
**Renfrewshire Butcher Curries Favour
to Win National Title**

17-25
Product Evaluation Results 2023

27-28
**Everything You Need to Know About
Ingredients and Allergen Labelling on
Food Sold Loose**

29
Modern Apprentice Achievements

30
Welcome to Our New Member

30
Beef Labelling Boards for Sale

31-32
Sheep Market

33-34
Pig Market

35-37
Beef Market

38
**Scottish Craft Butchers
AV Retail Prices**

41
**Scottish Craft Butchers
Corporate Members**

42
Our Team



MEMBERS REGIONAL MEETINGS

Staff are Welcome!

Annual General Meeting and Craft Skills Scotland Training Awards



Wednesday 22nd November 2023



11:00 – 16:00



The Landmark Hotel, Dundee

We are delighted to announce that our Speakers will be:

- Tom Gibson – Quality Meat Scotland
- David Gigli/Eleanor O'Brien – National Craft Butchers
- Nigel Ovens – UK Butcher Shop of the Year 2023

Call the office 01738 637472 or email
bruce@craftbutchers.co.uk



RETAIL, HOSPITALITY LEISURE RELIEF

We have had some members inform us they have been successful in applying for this, although not all councils appear to be offering this discount.

You could qualify for retail, hospitality, and leisure relief if your business is mainly being used as a:

- *shop*
- *restaurant, café, bar or pub*
- *cinema or music venue*
- *hospitality or leisure business – for example, a gym, a spa or a hotel*

What you'll get:

If you're eligible, you could get 75% off your business rates bills for the 2023 to 2024 billing year (1 April 2023 to 31 March 2024).

The most you can get in relief each billing year is £110,000 per business.

If you opt out of retail, hospitality, and leisure relief for the 2023 to 2024 billing year you cannot change your mind.

How to get the relief:

Local councils manage business rates relief in their area.

Contact your local council to:

- check if you're eligible
- find out how to get retail, hospitality and leisure relief
- check if you can get any other types of business rates relief on top of retail, hospitality and leisure relief

[WWW.GOV.UK/APPLY-FOR-BUSINESS-RATE-RELIEF/RETAIL-DISCOUNT](https://www.gov.uk/apply-for-business-rate-relief/retail-discount)

To see the 2023 finalists go to womeninmeatawards.com/finalists

Celebrating inspirational women



NEW 5-STAR VENUE FOR 2023 TO FACILITATE DEMAND!

17th November 2023

Royal Lancaster Hotel, London

Make sure you're at the Women in Meat Industry Awards ceremony and black tie dinner. Enjoy an evening networking and celebrating great talent.



Book your tickets today at
womeninmeatawards.com/tickets

If you are interested in becoming a partner for our future Awards and taking advantage of this excellent marketing opportunity for your business, please get in touch with Michelle Ingerfield.

Tel: **01908 613323** or email **michelle.i@yandellmedia.com**

From the publisher of



Event date is subject to ongoing Government rulings on public assembly and therefore the organisers reserve the right to make appropriate changes if required affecting the date or venue at their absolute discretion. Special guest appearances are subject to change.

- Taking Stock: The Scottish Venison Summit 2023 -



10.00 - 16.30hrs

Monday 20 November 2023

At Birnam Arts and Conference Centre,
Birnam, Perthshire

- Supported by the Association of Deer Management Groups (ADMG) -

This is the Scottish Venison event of the year – if you are involved in Scottish Venison, if you're a producer or you process venison, stock it, sell it or serve it then this event is important to you.

Or if you're interested and want to find out more.

Scottish Venison, the body that represents the 'brand', its production and processing – wild and farmed, public and private sector, upland and lowland, will be hosting representatives from right across the Scottish venison industry for one day at Birnam, Perthshire.

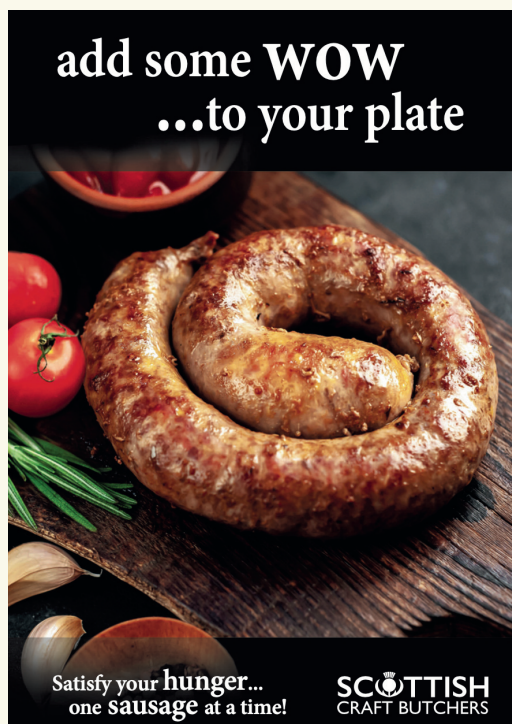
We will be telling those who attend about Scottish venison's attributes and ambitions, its direction and recent developments, its importance as a sustainable food, its role in supporting the delivery of the Scottish Government's climate change and biodiversity targets, and its place as an asset in Scotland's rich, natural larder.

We have drawn together a wide-ranging programme including the launch of a refreshed Scottish Venison strategy, the government-funded JF Consulting report on capacity and infrastructure, and the latest assessment from SAC Consulting on greenhouse gas emissions from the wild deer/venison processing sector. Afternoon sessions will cover challenges and opportunities facing the processors, new initiatives, serving the 'third sector' and a call for everyone to get involved and spread the word.

The event is free. A soup and sandwich lunch is included.

You can register to attend now by contacting **mail@scottish-venison.info** and your place will be reserved. You will then be notified when the programme for the day is published later in October.

Scottish Venison acknowledges the generous support of the Association of Deer Management Groups (ADMG) in the staging of this event.



add some **WOW**
...to your plate

Satisfy your hunger...
one sausage at a time!

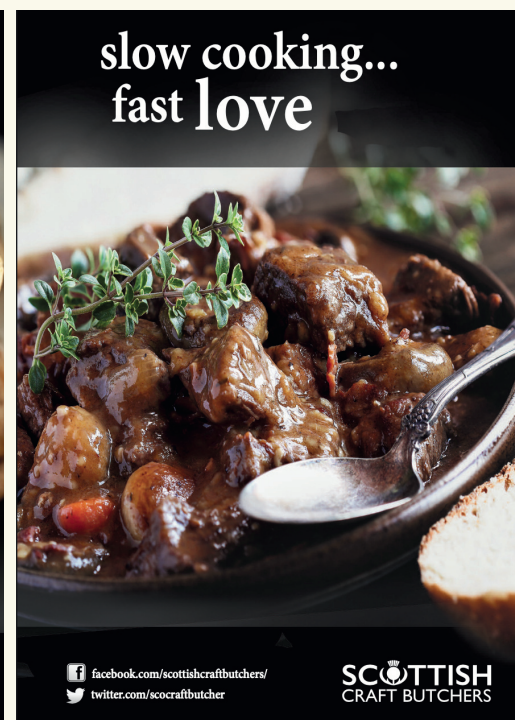
SCOTTISH
CRAFT BUTCHERS



all wrapped up
...for Autumn

facebook.com/scottishcraftbutchers/
twitter.com/scocraftbutcher

SCOTTISH
CRAFT BUTCHERS



slow cooking...
fast love

facebook.com/scottishcraftbutchers/
twitter.com/scocraftbutcher

SCOTTISH
CRAFT BUTCHERS



all wrapped up
...for Autumn

SCOTTISH
CRAFT BUTCHERS

AUTUMN POSTERS 2023

We have prepared the posters above for use over the autumn of 2023. They are for the exclusive use of Scottish Craft Butchers members.

With so many businesses now using screens and scales to promote products rather than posters, we have redesigned the promotional material into a landscape version that can be easily downloaded on to your scales and screens. We have sent out the posters to your businesses and all the digital versions, above, have been e-mailed to all members. The images are perfect to use on your social media channels.



add some **WOW**
...to your plate

Satisfy your hunger...
one sausage at a time!

SCOTTISH
CRAFT BUTCHERS



slow cooking...
fast love

SCOTTISH
CRAFT BUTCHERS



SCOTTISH
CRAFT BUTCHERS

Remember to let your customers know about the many recipes on our website!
www.craftbutchers.co.uk

OUT AND ABOUT WITH THE PRESIDENT

Making the best use of the opportunity for our President, George Jarron, to go out and around the country to visit member's businesses and to meet the staff and business owners, we travelled down the M74 to Dumfries on the 11th of October.

It was tempting to call in to members on the route down but time would have run away from us so apologies to those who maybe expected us to pop in. We will arrange to visit other members in the area in the new year.

A fairly clear run down to our first stop in Moffatt, where we could not fail to be impressed with the architecture of the first butcher shop we visited, Wallace Brothers. Having originally been the local courthouse in a bygone era, it was fascinating to see how the building was used as a butcher's shop. A great chat was had with owner, Alexander Wallace who explained that they were expecting a visit from a TV crew to film a documentary.

We will look out for that on TV in the future.

Moving on, we visited The Butchery Lockerbie, where the whole staff came out to greet us. The amazing story of sourcing the meat, abattoir at the back of the shop and providing an immense range of products to the discerning consumer was evident to see. Everything is available to the consumer in an instant, a constant footfall over 7 days of the week and all this with a supermarket right next door.

On to Dumfries next where we spent some time with Stuart Houston and his staff, discussing production and changing demands from the customer. The interesting Christmas videos produced by Stuart and his team, for social media, gave George something to think about for his own business. A mutual love of cars led to a discussion that could easily have taken up the rest of the day.

There were several talking points in each of the businesses visited, several about the increasing demands from the local authorities' food safety officers which we will take back to the Scottish Food Enforcement Committee at the next meeting. Scottish Craft Butchers have a seat on this committee to allow us to raise any issues our members are experiencing, in particular where local authorities are not delivering the inspections consistently in different areas.



The next stop was to Mogerley's in Dumfries town centre. Where we spoke to the new owner, Daniel West. Daniel was happy to chat about his journey from employee to owner of this business who has had great success in the past with product competitions.

Daniel took over the business from his uncle Gordon Little earlier this year and used his grandfather's 30-year-old recipe for pork sausages when he entered the Scottish Pork Sausage championship in May. The gamble was a great one as Mogerleys lifted the title of Scottish Champion at the trade fair. Daniel explained that this has given him a taste for more success and we look forward to seeing how this business does in future evaluations.

On to Galloway Quality Meats where we chatted about the online business the company provides. Melissa, who was a little camera shy, discussed the logistics of getting a huge amount of orders out in the lead-up to the festive period and also discussed the difficulties of certain courier companies.

George assured Melissa that this was his experience too as Scott Brothers also has an online business.

As time was marching on we then made the last visit of the day to Kinford Farm in The Glens, Dumfries. A spot of late lunch was had with Maurice McMenemy and Donny Cockburn. Maurice took us out to the back of the premises to show us the investment the business has made in solar energy.

This has been a big decision to make and is still in the early days of showing how the energy costs of the business can be minimised but Maurice explained that initial figures are very encouraging. The vast range of products for sale, not only in the butchery but in the rest of the farm shop too, certainly gave George food for thought.



Overall it was a terrific trip to see some very hard-working members of Scottish Craft Butchers. The feedback from each member is invaluable to us as we plan the way forward over the next few months and years. Many, Many thanks to each of our businesses who took time out of their busy days to speak to us.





Festive feast...

Home... is where the family gather

SCOTTISH CRAFT BUTCHERS



new year ...new start

Some traditions... must always be!

SCOTTISH CRAFT BUTCHERS



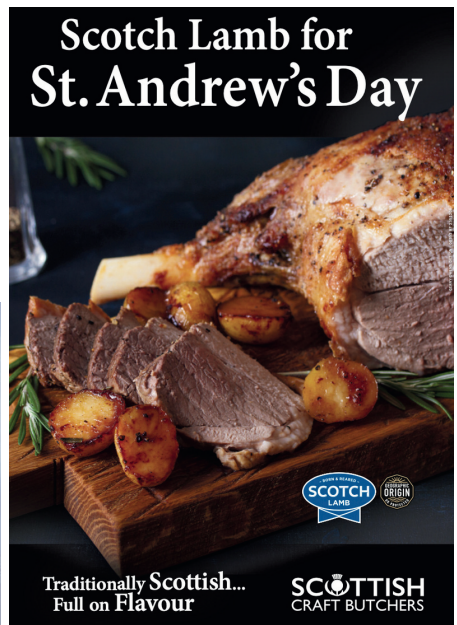
Christmas 2023



Festive opening hours

Mon	18th December		-	Wed	27th December		-
Tues	19th December		-	Thurs	28th December		-
Wed	20th December		-	Fri	29th December		-
Thurs	21st December		-	Sat	30th December		-
Fri	22nd December		-	Sun	31st January		-
Sat	23rd December		-	Mon	1st January		-
Sun	24th December		-	Tues	2nd January		-
Mon	25th December		-	Wed	3rd January		-
Tues	26th December		-				

SCOTTISH CRAFT BUTCHERS



Traditionally Scottish... Full on Flavour

SCOTTISH CRAFT BUTCHERS



Scotch Lamb for St. Andrew's Day

Traditionally Scottish... Full on Flavour

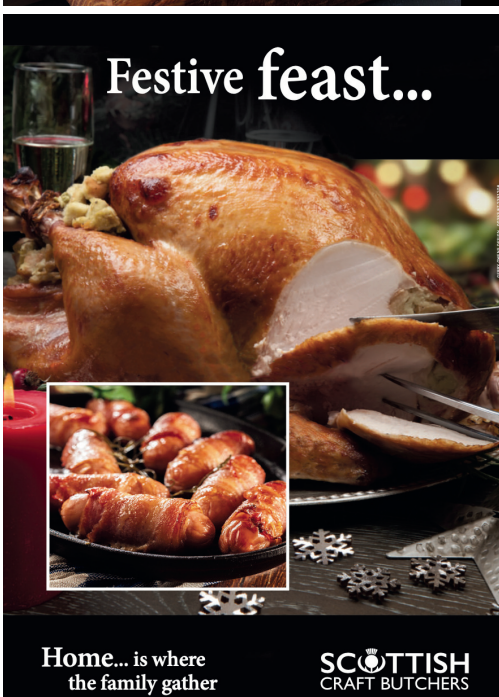
SCOTTISH CRAFT BUTCHERS



Festive traditions...

Great Food... great company, happy family

SCOTTISH CRAFT BUTCHERS



Festive feast...



Home... is where the family gather

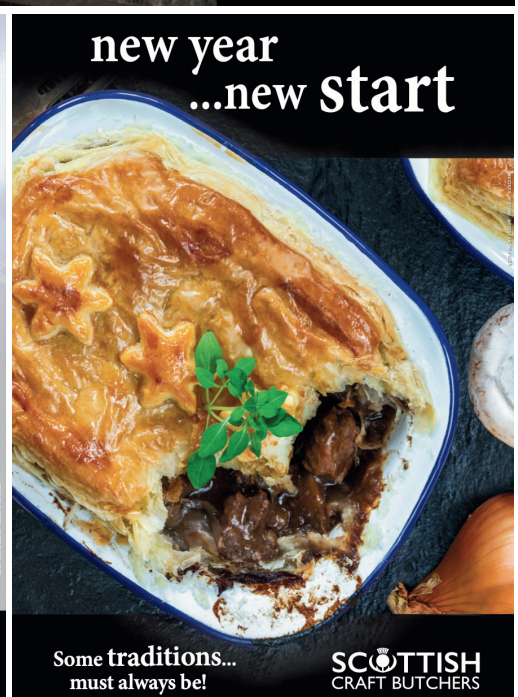
SCOTTISH CRAFT BUTCHERS



Festive opening hours

Monday	18th December		-
Tuesday	19th December		-
Wednesday	20th December		-
Thursday	21st December		-
Friday	22nd December		-
Saturday	23rd December		-
Sunday	24th December		-
Monday	25th December		-
Tuesday	26th December		-
Wednesday	27th December		-
Thursday	28th December		-
Friday	29th December		-
Saturday	30th December		-
Sunday	31st December		-
Monday	1st January		-
Tuesday	2nd January		-
Wednesday	3rd January		-

SCOTTISH CRAFT BUTCHERS



Some traditions... must always be!

SCOTTISH CRAFT BUTCHERS

Award-winning Business Breakdown Cover



Track us right to your side



We'll handle everything



Keep your business moving

UP TO
46%
OFF



Visit **theAA.com/business**

Use promo code **0706**

Or call **0800 294 2994**



Ts&Cs apply.

Automobile Association Insurance Services Limited is an Insurance Intermediary authorised and regulated by the Financial Conduct Authority. Registered office: Farnham House, Basing View, Basingstoke, Hampshire RG21 4EA, England and Wales. Company registration number 2414212.



AYRSHIRE BUTCHERS RETAIN BEST STEAK PIE IN SCOTLAND TITLE

PRIME CUTS BUTCHERS

An Ayrshire butcher crowned Scottish Traditional Steak Pie Champions in 2019 has secured an amazing double by retaining the title in the first national competition since Covid.

Prime Cuts Butchers, which operates four shops in Ayrshire, have again been judged makers of the finest family favourite with their Maybole Road shop in Ayr taking top honours. Delighted owner John Kennedy (53) explained that winning the coveted Diamond status in the Scottish Craft Butchers Awards 2019 had been absolutely thrilling but to hold on to the prestigious award had left his team “speechless”.

“These two evaluation competitions are the only two we have ever entered our traditional steak pies for,” he said. “Winning in 2019 through our Coyllton shop cemented our faith in what we saw as an outstanding product and to retain the top spot with the Ayr team in 2023 puts it beyond all doubt – judges



agree that Prime Cuts make the best steak pie in Scotland.

“We’re absolutely thrilled to take the title again – everyone is overjoyed. It’s an amazing honour and a great reward for everyone’s hard work – especially manager John Gibson and his team at Ayr.”

John explained that the recipe first championed by Prime Cuts when his father opened their first shop in 1983 remains the same to this day.

“Each of the Prime Cuts shops in Ayr, Mauchline, Cumnock and Coyllton make their own pies to that same recipe,” said John, “but the team at Ayr obviously had the magic touch this time round.”

While John is happy to reveal some of the winning recipe’s secrets, he guards others closely. “We use 100% cubed prime Aberdeen Angus Cross shoulder steak and delicious gravy topped with an uncooked puff pastry lid,” explained John.

“Unlike many butchers, we sell our steak pies unfired as the first baking of the pastry is always the best.” What goes into the delicious gravy, however, remains a secret. “Quality is the key,” he said. “Only use the best to create the best.”

Prime Cuts make and sell around 1,000 traditional steak pies every week – from individual to large family versions. And with the run-up to New Year looming and another Scottish Championship under their belt, the team at Prime Cuts is bracing for a run on their award-winners. “Steak pies are a traditional Scottish favourite – especially at New Year – and a key part of our business,” said John. “Retaining the Scottish title will make our pies even more in demand, so a busy time lies ahead for our butchers.”

Gordon King, Executive Manager of Scottish Craft Butchers, said that nearly 100 traditional steak pies were forwarded to the awards evaluation from butchers the length and breadth of Scotland. “We always have a strong entry for this category,” he said, “as every butcher wants to be the champion in the run-up to Christmas and New Year,” he said. “The fact that Prime Cuts retained the title with a different set of judges after a four-year break means they are producing something really special – a consistently high-quality winner.”



Judges agreed Prime Cuts, Ayr, submitted “an excellent pie”, awarding it full marks for smell, texture and taste. “It was full, flavoursome, contained high quality meat and gravy, topped with scrumptious golden flaky pastry and that indefinable ‘something’ that marked it out as the best in Scotland,” said Gordon.

“A steak pie is a staple for all Scottish butchers - it’s traditional fare and a favourite of customers everywhere. But making the perfect pie is what they all strive for and this year it’s John Kennedy and his team again that lead the field.”

Simon Coles, group sales manager with awards sponsor, the Dalesman Group, said:

“The Dalesman Group proudly supports local butchers to develop their recipes by supplying high quality ingredients and we were delighted to sponsor the Traditional Steak Pie Award for 2023. “For Prime Cuts to be crowned champion again truly demonstrates their ongoing commitment to providing consistent, high-quality products to their customers.”

Prime Cuts was named South West Scotland champions before going on to win the national title.

OTHER REGIONAL CHAMPIONS ARE:

South East of Scotland - J M Quality Meats, St Boswells;

West of Scotland - James Chapman Butchers Ltd., Wishaw;

East of Scotland - Leuchars Butchers, Leuchars;

North of Scotland - Dossett Butcher, Kintore.

REGIONAL STEAK PIE CHAMPIONS

JUDGING

Traditional steak and speciality pies are usually evaluated at SCB awards every two years but the 2023 event was the first since 2019 due to the Covid pandemic.

Gordon King, Executive Manager of Scottish Craft Butchers, said each of these pies had proved a winner with judges looking for the perfect traditional Scottish product. “Nearly 100 steak pies were forwarded to the awards evaluation from butchers the length and breadth of Scotland,” he said. “We always have a strong entry for this category as every butcher wants to be the champion in the run-up to Christmas and New Year. “A steak pie is a staple for all Scottish butchers - it's traditional fare and a favourite of customers everywhere. But making the perfect pie is what they all strive for and this year it is these butchers that made the tastiest in the North, South, East and West of Scotland.”

DOSSETT BUTCHER – NORTH OF SCOTLAND

We begin our gastronomic journey in Kintore, where Dossett Butcher has once again seized the regional title for the finest traditional steak pie in the North of Scotland. Dossett Butcher last won the regional title in 2017 in the Scottish Craft Butchers (SCB) Awards. Now the accolade is back in Kintore as a generations-old family recipe wins over the judges once again. Delighted owner John Dossett explained that the “secret” gravy used in the award-winning pies was one created by his grandmother, perfected by his mother and then tweaked to suit modern tastes.



“Gran and Mother would be so proud to know that their special gravy was gracing award-winning pies,” said John. “We’re chuffed to bits to have the regional championship title back at Kintore – it’s the highlight of this whole year for us.” While unwilling to share the recipe for the family gravy, John is proud to detail the

quality and expertise that goes in to making the award-winning pies. “It’s important to use only quality products, he said, “and our skilled butchers know the best cuts to use and how to cut the finest Scottish beef to ensure the quality of our pies.

John, who runs the business with his daughter Emma, heaped praise on piemaker Lynn Sinclair who he said perfected the final product and helped turn it into a winner. “Our steak pies fly out the door as soon as we make them,” he said. “Customers come from far and wide to shop here and this latest success will mean a few hours overtime for the team to keep up with demand. “We’ll happily welcome all customers though as we’re over the moon that the regional title is back where it belongs – in Kintore.”

Dossett Butcher also won a Gold Award in the SCB evaluation’s Speciality Pie category for their Steak and Kidney Pie.

J M QUALITY MEATS – SOUTH EAST OF SCOTLAND

A Borders butcher has lifted the regional championship title for the best Traditional Steak Pie in the Southeast of Scotland. J M Quality Meats in St Boswells beat off stiff competition in the Scottish Craft Butchers (SCB) Awards to emerge victorious – an accolade new owner Ian Hogg is thrilled about. “We just took over the business at the start of October,” he said, “so this is my first taste of success with the team.” Ian was quick to shower all the praise on master butcher Colin Ward and his apprentice Oscar Grice who ensured St Boswells’ only butchers shop brought the title to the Borders. “It is Colin’s recipe, Colin’s pie, that won over the judges,” said Ian. “He is such an experienced, skilful and talented butcher and this award is worthy recognition of all his hard work.”



Ian said the small team at the Main Street shop was thrilled to lift the regional title for such an iconic product. ‘Steak pies are a big seller and a keystone of our business,’ he said. ‘We make them every day. ‘To be recognised as producing the best in the whole of Southeast Scotland is absolutely fantastic,’ added Ian. ‘We have a very loyal customer base here in the Borders but to be recognised out with the community for our products is just brilliant. I’m extremely proud of the team and the accolade Colin’s quality products has brought us.’

LEUCHARS BUTCHERS – EAST OF SCOTLAND

Staff at Leuchars Butchers are on cloud nine after winning the regional title for the best traditional steak pie in the East of Scotland. The Main Street business – which has been a butcher’s shop since the late 1800s – beat off stiff competition from throughout the region to secure victory in the Scottish Craft Butchers (SCB) Awards 2023. Delighted owner Steven Reaper said they were “shocked but thrilled” to win the regional title for a product that they can trace from farm to fork.

Steven, a local farmer, took over the butcher’s business in 2021 and supplies the shop from his own herds or other local suppliers, ensuring the quality of all their products. “We are established hog roasters, supplying around 350 a year to events across Scotland,” said Steven, “so we know the importance of good quality meat and that is what we guarantee at Leuchars Butchers with beef, lamb and pork.”



Steven is gradually picking up all the skills of a butcher but accepts he has a way to go to match those of the shop’s Billy McGregor who protects the award-winning steak pie gravy recipe passed to the shop by a predecessor and dating back to the 1950s. “We select the finest carcass shoulder steak for our pies which we bake in small batches each day,” explained Steven. “We pride ourselves on producing a more artisan product and it’s really rewarding to know that the judges loved it as much as our regular customers.”

Steven said it was a tremendous accolade to capture the regional title. “I look at the people we beat to be crowned

East of Scotland regional champions in the traditional steak pie awards – much bigger businesses,” he said. “Yet a wee shop in Leuchars is judged to have a better steak pie than all the others – it’s just fantastic.”

JAMES CHAPMAN BUTCHERS – WEST OF SCOTLAND

A Wishaw butchers has proved its steak pie is the “best in the west” after lifting the regional championship title for the West of Scotland. James Chapman (Butchers) Ltd’s Glasgow Road team beat off stiff competition from throughout the region to secure victory in the SCB Awards 2023 for traditional steak pies.

Delighted owner Jamie Chapman said that, despite being a multi-award-winning business, the regional steak pie championship had always proved an elusive target. “Steak pies are a mainstay of our business and their popularity with our customers has never been in any doubt,” he said, “so it’s just fantastic to finally get recognition for what we’ve always believed is a star product.”



Chapmans established itself in the butchers’ business when Jamie’s Great Grandmother bought their first shop in 1892. The company now operates five shops (Motherwell, Cleland, Carluke and two in Wishaw), a central bakehouse at Wishaw and Shotts Abattoir, collectively employing more than 80 people.

As the holiday season approaches, Jamie said they would be making thousands of steak pies to meet demand and this new accolade may further boost production. “We’ve always known it was a good product,” said Jamie. “That’s why we’ve only tweaked our old family recipe over the years rather than look for something different. The beauty is we are able to select our own prime quality meat carcasses, cut the steak by hand, make our own pastry and add our secret family gravy – it really is a unique product and it’s all our own work.”

Chapman’s long-serving baker and piemaker Rab Patterson retired in April but Jamie praised his guidance and expertise in passing on his skills to brothers Robert and David Johnston. “Rab will be pleased they’ve done us proud,” said Jamie.



RENFREWSHIRE BUTCHER CURRIES FAVOUR TO WIN NATIONAL TITLE

Upsizing a customer favourite from handheld pie to family proportions has curried favour with Scottish judges to secure them a national industry award.

Elderslie Butchers, near Johnstone, has won the coveted Diamond status in the Scottish Craft Butchers (SCB) Awards 2023, marking their tasty Chicken Tikka Chasni Pie as the best speciality pie in Scotland.

Delighted manager Mark Smyth said the popular curry pie was made into a family size offering especially for the competition but accepted its success would mean a new product line for Elderslie's Stoddard Square shop.

"We've been making handheld Chicken Tikka Chasni pies for about four years after a customer suggested it as a new filling," said Mark. "We teamed up with a local Indian restaurant to source authentic sauce and then worked at perfecting the final product."

Mark explained that high quality diced chicken breast is marinated in the secret sauce for 24 hours before being made into pies. "This ensures a more intense flavour and adds succulence to the filling," he said.

The Elderslie team produces around 1,500 pies each week and while they were aware of the popularity of their curry pie, they were "shocked and thrilled" to learn it was considered the best in Scotland. "The filling lent itself to a larger pie and we're over the moon that judges from across Scotland considered it a winner," he said. "It's a real honour for us all. I'll be sure to thank the customer who suggested we make it in the first place – and our Indian curry sauce suppliers."

Elderslie Butchers are no strangers to top national awards and Mark says the exposure for their successes always brings a surge of new customers.

"I think it will be family-sized Chicken Tikka Chasni pies on the production line for the next wee while," he laughed. "And we're very happy to have as many people as possible enjoy our award-winning curry pie."

Elderslie beat off stiff competition from over 100 entries from butchers throughout Scotland to lift the title.

Gordon King, Executive Manager with Scottish Craft Butchers, said Elderslie had captured the real ethos of the awards – by producing something that embraced the description "speciality" and that people would travel to buy.

"We were blown away by the innovation and creativity shown by our butchers, delivering some truly remarkable Speciality Pies," said Gordon.

"Butchers use this awards evaluation process as a testing ground for new ideas and there will be customers enjoying new products all across Scotland as a result of their successes.

"Judges were unanimous, however, that the flavour, filling, pastry and texture of Elderlie's curry pie was in a class of its own and a worthy winner of the national title."

Elderslie Butchers also lifted a Gold Award for their Lamb, Stornoway Black Pudding and Mint Gravy Pie.



SCOTWEIGH

CONNECT

Integrated Scale System:

- ▶ Loyalty Schemes - Optional Mobile App
- ▶ Savings Clubs
- ▶ Christmas, Retail & Wholesale Ordering
- ▶ Customer Accounts & Management
- ▶ Staff Management - Clocking In/Out & Holidays
- ▶ Website Integration
- ▶ Real-time Reporting



VIEW & CONTROL YOUR SCOTWEIGH CONNECT SYSTEM FROM VIRTUALLY ANY DEVICE, ANYWHERE IN THE WORLD

01324 611 311
sales@scotweigh.co.uk

SCOTWEIGH

PRODUCT EVALUATION RESULTS

15TH SEPTEMBER 2023

The Product Evaluation held at Forth Valley College, Stirling on Friday 15th September attracted a great number of entries from members the length and breadth of the country. 193 entries were received in total, 107 Speciality Meat Pies and 86 Traditional Steak Pies.

	 DIAMOND	 GOLD	 SILVER
Traditional Steak Pies	1	33	36
Speciality Meat Pies	1	30	48
Total	2	64	84

Traditional Steak Pies

AWARD	NAME	ADDRESS	POSTCODE
Scottish Champion	Prime Cut Butchers Ltd	27b Annfield Glen Road, Ayr	KA7 3RS
South East of Scotland Champion	J M Quality Meats	Main St, St Boswells	TD6 0AP
South West of Scotland Regional Champion	Prime Cut Butchers Ltd	27b Annfield Glen Road, Ayr	KA7 3RS
West of Scotland Regional Champion	James Chapman (Butchers) Ltd	35 Glasgow Road, Wishaw	ML2 7PG
East of Scotland Regional Champion	Leuchars Butchers	24 Main Street, Leuchars	KY16 0HN
North of Scotland Regional Champion	Dossett Butcher	The Square, Kintore	AB51 0US

Traditional Steak Pies Continued

AWARD	NAME	ADDRESS	POSTCODE
Gold	A & I Quality Butchers	Unit 4, Keppoch Road, Culloden	IV2 7NY
Gold	A D Paton	14 Aitken Street, Largs	KA30 8AU
Gold	Alan Elliot Butchers	16 wellgate, Lanark	ML11 9DT
Gold	Boghall Butchers	65 Margaret Avenue, Boghall, Bathgate	EH48 1SN
Gold	Charles Macleod Ltd	Ropework Park, Stornoway	HS1 2LB
Gold	Collie Butchers Ltd	St Brydes Road, Kemnay	AB51 9NB
Gold	Cooper Butchers Ltd	179 Main Street, Bellshill	ML4 1AH
Gold	Fergusons of Airdrie	3 Buchanan Street, Airdrie	ML6 8BG
Gold	Forbes Raeburn	7 Bogie Street, Huntly	AB54 5DX
Gold	Gillies & Grant Artisan Butcher	22 High Street, Turriff	AB53 4AD
Gold	H & S Milne & Sons	1 Inverurie Road, Bucksburn, Aberdeen	AB2 9LJ
Gold	H M Sheridan	11 Bridge Street, Ballater	AB35 5QP
Gold	H W Irvine	201 High Street, Blairgowrie	PH3 1AF
Gold	Hunters of Kinross	104 High Street, Kinross	KY13 8AJ
Gold	J B Hamilton	17 High Street, Biggar	ML6 6BG
Gold	J Morrison & Son	248 Clydesdale Street, Motherwell	ML1 4JH
Gold	James Ewarts Ltd	14/16 High Street, Monifieth	DD5 4AE
Gold	Kents of Dunoon	95 Argyll Street, Dunoon	PA23 7NH
Gold	Kirk Butchers	140 Station Street, Cardenden	KY5 0BN
Gold	McDowall Butchers Ltd	191 George Street, Paisley	PA1 2UN

Traditional Steak Pies Continued

AWARD	NAME	ADDRESS	POSTCODE
Gold	Pies R Us	21 High Street, Galashiels	TD1 1RY
Gold	Rendalls Quality Butchers	3/4 Cunningham Road, Stirling	FK7 7SW
Gold	Ross Neilson Butchers	52 Broomton Road, Balornock	G21 3RU
Gold	Scott Brothers	206 Strathmartine Road, Dundee	DD3 8DE
Gold	T H Carson	The Cross, Dalbeattie	DG5 4HE
Gold	T H Stevenson & Sons	10 Percy Street, Stanley	PH1 4LU
Gold	The Buffalo Farm	Boglily Farm Steading, Kirkcaldy	KY2 5XY
Gold	Wright Butcher	17 Hunter Street, East Kilbride	G74 4LZ
Silver	A E Brown and Son	14 Main Street, Turriff	AB53 7BJ
Silver	A J Jamieson	1 Duke Street, Fochabers	IV32 7DN
Silver	Alex Bicket Ltd	158 Main Street, Kilwinning	KA13 6EE
Silver	D G Lindsay & Son	15 North Methven Street, Perth	PH1 5PN
Silver	D Gilmour Butchers	King Street, Kingussie	PH21 1HP
Silver	D H Robertson	7 Fishacre, Arbroath	DD11 1LE
Silver	D MacDonald Butchers	The Square, Drymen	G63 0BL
Silver	Donaldsons of Orkney	38 Albert Street, Kirkwall	KW15 1HQ
Silver	Duncan of Troon	15 Ayr Street, Troon	KA10 6EB
Silver	Elderslie Butchers	11 Stoddard Square, Elderslie	PA5 9AS
Silver	Ewan Morrice Quality Butcher	5 Mill Street, Stuartfield	AB42 5DP
Silver	Fraser Brothers	1 Gladstone Building, Dingwall	IV15 9HL
Silver	G J Sanderson	59 High Street, Coldstream	TD12 4DL
Silver	Gary Walker Butcher	207 Saracen Street, Glasgow	G22 5JN

Traditional Steak Pies Continued

AWARD	NAME	ADDRESS	POSTCODE
Silver	George Kirk & Sons	30 Stirling street, Denny	FK6 6OJ
Silver	Gleddoch Family Butchers	60 Glasgow Road, Paisley	PA3 3PW
Silver	Hopetoun Farm Shop	Newton	EH52 6QZ
Silver	Hugh Black & Sons	Unit 10, Whiteside Ind Est, Bathgate	EH48 2RX
Silver	James Anderson and Charles Wilson Butchers	51 Great Junction Street, Edinburgh	EH6 5HX
Silver	John D Owen & Son	47 Victoria Street, Newton Stewart	DG8 6NL
Silver	Kevin Walker Butchers	Argyll Buildings, Kilcreggan	G84 0JH
Silver	Kinnaird Butcher Shop & Deli	Unit 2, McIntyre Avenue, Larbert	FK5 4XT
Silver	Liam Wright Family Butchers	66 Dalrymple Street, Girvan	KA26 9BT
Silver	McCaskies	Greenock Road, Weymss Bay	PA18 6AA
Silver	Pearson Hepburn	3 Valley Gardens, Kirkcaldy	KY2 5UD
Silver	Presly & Co	37 Market Square, Old Meldrum	AB51 0AA
Silver	Prime Cut Butchers Ltd	33a Loudoun Street, Mauchline	KA5 5BE
Silver	S A Mackie Butchers	77 High Street, Aberlour	AB38 9QB
Silver	S Collins & Son	7 Lindsaybeg Road, Muirhead	G69 9DR
Silver	Strachan Craft Butchers	102 Union Street, Larkhall	ML9 1EF
Silver	The Butcher Shop Kinghorn	30 High Street, Kinghorn	KY3 9UE
Silver	Thomas Burns & Son	10 Market Street, Boness	EH51 9AD
Silver	Thomas Johnston	4 Main Street, Brightons	FK2 0JT
Silver	W F Stark	9 College Street, Buckhaven	KY8 1JY
Silver	W Reid Butchers	16 Harbour Street, Hopeman	IV30 5SJ
Silver	Wendy Donald Family Butcher	36 High Street, Blairgowrie	PH10 6ET

Speciality Meat Pies

AWARD	ENTRY	NAME	ADDRESS	POSTCODE
Diamond	Chicken Tikka Chasni Pie	Elderslie Butchers	11 Stoddard Square, Elderslie	PA5 9AS
Gold	Steak & Ale Pie	A D Paton	14 Aitken Street, Largs	KA30 8AU
Gold	Cajcho Pies	A E Brown and Son	14 Main Street, Turriff	AB53 7BJ
Gold	Salt & Pepper Chicken Curry Pie	Alan Elliot Butchers	16 Wellgate, Lanark	ML11 9DT
Gold	Venison Pie	Charles Macleod Ltd	Ropework Park, Stornoway	HS1 2LB
Gold	Pulled Beef & Haggis Spicy Pie	Cooper Butchers Ltd	179 Main Street, Bellshill	ML4 1AH
Gold	Shin of Beef Pie	Donaldsons of Orkney	38 Albert Street, Kirkwall	KW15 1HQ
Gold	Steak & Kidney Pie	Dossett Butcher	The Square, Kintore	AB51 0US
Gold	Lamb, Stornoway and Mint Gravy Pie	Elderslie Butchers	11 Stoddard Square, Elderslie	PA5 9AS
Gold	Venison, Red Currant & Port Pie	Ewan Morrice Quality Butcher	5 Mill Street, Stuartfield	AB42 5DP
Gold	The Big Indian	Fergusons of Airdrie	3 Buchanan Street, Airdrie	ML6 8BG
Gold	Americano Pie	Fergusons of Airdrie	3 Buchanan Street, Airdrie	ML6 8BG
Gold	Chicken & Haggis with Pepper Sauce	G J Sanderson	59 High Street, Coldstream	TD12 4DL
Gold	Mac & Cheese Steak Pie	Gillies & Grant Artisan Butcher	22 High Street, Turriff	AB53 4AD
Gold	Venison & Cranberry Pie	H M Sheridan	11 Bridge Street, Ballater	AB35 5QP
Gold	Wagyu Beef Pie	J M Quality Meats	Main St, St Boswells	TD6 0AP
Gold	Steak Pie with Tomato & Red Pepper	John Hill Butchers	39 - 41 High Street, Dunblane	FK15 0EE
Gold	Steak Pie with Caramelised Onion	John Hill Butchers	39 - 41 High Street, Dunblane	FK15 0EE

Speciality Meat Pies Continued

AWARD	ENTRY	NAME	ADDRESS	POSTCODE
Gold	The Little Hunter	Kevin Walker Butchers	Argyll Buildings, Kilcreggan	G84 0JH
Gold	The Smokey Chick	Kevin Walker Butchers	Argyll Buildings, Kilcreggan	G84 0JH
Gold	Chicken, Haggis & Peppercorn Sauce Round	Kilnford Farm Shop	Kilnford Farm, Dumfries	DG2 8PT
Gold	Smoked Brisket with Red Wine & Bone Marrow Gravy Pie	Kinnaird Butcher Shop & Deli	Unit 2, McIntyre Avenue, Larbert	FK5 4XT
Gold	Steak Pie with Sausage	Kirk Butchers	140 Station Street, Cardenden	KY5 0BN
Gold	Chicken, Ham & Leek Pie	Kirk Butchers	140 Station Street, Cardenden	KY5 0BN
Gold	Creamy Chicken & Leek Pie	Pies R Us	21 High Street, Galashiels	TD1 1RY
Gold	Steak Pie with Pork Links	Ross Neilson Butchers	52 Broomton Road, Balornock	G21 3RU
Gold	Braised Shin Beef & Black Pudding Pie	Scott Brothers	206 Strathmartine Road, Dundee	DD3 8DE
Gold	Chicken Braemar Pie	Strachan Craft Butchers	241 Glasgow Road, Blantyre	G72 0YS
Gold	Steak, Sausage with Cajun Gravy Pie	T H Carson	The Cross, Dalbeattie	DG5 4HE
Gold	Buffalo & Ale Pie	The Buffalo Farm	Boglily Farm Steading, Kirkcaldy	KY2 5XY
Gold	Steak & Haggis Pie	Tom Courts Quality Foods	213 High Street, Burntisland	KY3 9AE
Silver	Venison & Ale Pie	A D Paton	14 Aitken Street, Largs	KA30 8AU
Silver	Stovie Pies	A E Brown and Son	14 Main Street, Turriff	AB53 7BJ
Silver	Venison & Cranberry Pie	Ann Davidson Butchers Ltd	66 Henderson Street, Bridge of Allan	FK9 4HS
Silver	Chicken, Ham & Leek Pie	Ann Davidson Butchers Ltd	66 Henderson Street, Bridge of Allan	FK9 4HS
Silver	Beef Stroganoff Pie	Boghall Butchers	65 Margaret Avenue, Boghall, Bathgate	EH48 1SN

Speciality Meat Pies Continued

AWARD	ENTRY	NAME	ADDRESS	POSTCODE
Silver	Chicken Pie	Charles Macleod Ltd	Ropework Park, Stornoway	HS1 2LB
Silver	Chicken, Ham & Leek Pie	Cooper Butchers Ltd	179 Main Street, Bellshill	ML4 1AH
Silver	Chasni Pie	Cooper Butchers Ltd	44 Brandon Parade East, Motherwell	ML1 1LY
Silver	Cottage Pie	Cooper Butchers Ltd	44 Brandon Parade East, Motherwell	ML1 1LY
Silver	Venison Pie with Redcurrant	D Gilmour Butchers	King Street, Kingussie	PH21 1HP
Silver	Chicken & Ham Round	D O'Neill Quality Butchers	2 Allan Crescent, Abbeyview	KY11 4BL
Silver	Arabica	David Faulds & Son	70 John Finnie Street, Kilmarnock	KA1 1BS
Silver	Game Pie	Donaldsons of Orkney	38 Albert Street, Kirkwall	KW15 1HQ
Silver	Chicken & Honey Roast Ham Pie	Ewan Morrice Quality Butcher	5 Mill Street, Stuartfield	AB42 5DP
Silver	Chicken & Mushroom Pie	Fraser Brothers	1 Gladstone Building, Dingwall	IV15 9HL
Silver	Venison Pie	Fraser Brothers	1 Gladstone Building, Dingwall	IV15 9HL
Silver	Steak & Haggis Pie	Galloway Quality Meats	Unit 2, Lochside Ind Est, Dumfries	DG2 0JE
Silver	Chicken, Haggis & Peppercorn Sauce Pie	Galloway Quality Meats	Unit 2, Lochside Ind Est, Dumfries	DG2 0JE
Silver	Steak & Sausage Pie	George Kirk & Sons	30 Stirling Street, Denny	FK6 6OJ
Silver	Cheesy Bombay Chicken Pie	Gillies & Grant Artisan Butcher	22 High Street, Turriff	AB53 4AD
Silver	Steak & Pork Link Pie	Gleddoch Family Butchers	60 Glasgow Road, Paisley	PA3 3PW
Silver	Chicken & Ham Pie	H & S Milne & Sons	1 Inverurie Road, Bucksburn, Aberdeen	AB2 9LJ
Silver	Steak & Wild Mushroom Pie	H W Irvine	201 High Street, Blairgowrie	PH3 1AF
Silver	Chicken & Leek Pie	Hopetoun Farm Shop	Newton	EH52 6QZ

Speciality Meat Pies Continued

AWARD	ENTRY	NAME	ADDRESS	POSTCODE
Silver	The Posh Steak Pie	Hunters of Kinross	104 High Street, Kinross	KY13 8AJ
Silver	Chicken Supreme Pie	J B Hamilton	17 High Street, Biggar	ML6 6BG
Silver	Steak N Haggis Pie	J M Quality Meats	Main St, St Boswells	TD6 0AP
Silver	Steak Pie with Sausage	James Chapman (Butchers) Ltd	35 Glasgow Road, Wishaw	ML2 7PG
Silver	Luxury Chicken Supreme Pie	Kevin Walker Butchers	Argyll Buildings, Kilcreggan	G84 0JH
Silver	Chicken & Ham Round	Kilnford Farm Shop	Kilnford Farm, Dumfries	DG2 8PT
Silver	Chicken & Leek Pie	Leuchars Butchers	24 Main Street, Leuchars	KY16 0HN
Silver	Chicken & Ham Pie	Liam Wright Family Butchers	66 Dalrymple Street, Girvan	KA26 9BT
Silver	Steak & Stornoway Pie	Liam Wright Family Butchers	66 Dalrymple Street, Girvan	KA26 9BT
Silver	Cheeky Wee Pie	McCaskies	Greenock Road, Weymss Bay	PA18 6AA
Silver	Chicken Chasseur Pie	McCaskies	Greenock Road, Weymss Bay	PA18 6AA
Silver	Steak, Haggis & Peppercorn Sauce Pie	McDowall Butchers Ltd	191 George Street, Paisley	PA1 2UN
Silver	Chicken Curry Pie	McDowall Butchers Ltd	191 George Street, Paisley	PA1 2UN
Silver	Gluten Free Steak Pie	Prime Cut Butchers Ltd	33a Loudoun Street, Mauchline	KA5 5BE
Silver	Steak Mince Round	S Collins & Son	7 Lindsaybeg Road, Muirhead	G69 9DR
Silver	Chicken Curry Round	S Collins & Son	7 Lindsaybeg Road, Muirhead	G69 9DR
Silver	Chicken, Ham & Leek Pie	Scott Brothers	206 Strathmartine Road, Dundee	DD3 8DE
Silver	Peppered Beef & Chestnut Mushroom Pie	Scott Brothers	206 Strathmartine Road, Dundee	DD3 8DE
Silver	Chicken Balmoral Pie	Strachan Craft Butchers	241 Glasgow Road, Blantyre	G72 0YS
Silver	Steak & Kidney Pie	T H Carson	The Cross, Dalbeattie	DG5 4HE

Speciality Meat Pies Continued

AWARD	ENTRY	NAME	ADDRESS	POSTCODE
Silver	Chicken & Leek Pie	The Buffalo Farm	Boglily Farm Steading, Kirkcaldy	KY2 5XY
Silver	Steak, Haggis & Peppercorn Sauce Pie	Thomas Burns & Son	10 Market Street, Boness	EH51 9AD
Silver	Indian Delights Pie	Thomas Burns & Son	10 Market Street, Boness	EH51 9AD
Silver	Chicken Pie	Tom Courts Quality Foods	213 High Street, Burntisland	KY3 9AE



Your Partner for Food Factory Equipment & Consumables



AES Food Equipment is a leading UK company specialising in meat processing solutions with a history of working with businesses in Scotland. We have commitment to innovation and excellence and offer equipment tailored to the unique needs of our clientele. Our team of experts, backed by years of industry experience, ensures that our clients receive the highest quality products and services. From meat rail systems, design to installation, single item butchery equipment and knives and consumables, AES Food Equipment stands as a trusted partner, dedicated to elevating meat processing standards and enhancing operational efficiency.

See Corporate Members page for contact information.



MEAT EQUIPMENT & CONSUMABLES

In an industry where precision, efficiency and reliability are paramount AES Food Equipment stands as a beacon of trust, quality and value.

With decades of expertise, our aim is to be the number one choice for Scotland's meat industry.

We stock leading brands including:
F DICK, AK Ramon, Elpress & Reiko.

Our Services

- Butcher Knives & Sundries ✓
- Mincers, Fillers, Cutters & Packaging ✓
- Meat Rail Systems & Hooks ✓

More Information

sales@aesfoodequipment.com
0117 98 98 201
aesfoodequipment.com

Essential guide:

EVERYTHING YOU NEED TO KNOW ABOUT INGREDIENTS AND ALLERGEN LABELLING ON FOOD SOLD LOOSE.



We have had reports from members in different parts of the country that they are being asked, by their food safety officers, to include ingredients and allergens on counter tickets for food sold loose. Some are being asked to make the change within a short period of time.

We asked the Scottish Food Enforcement Liaison Committee for clarification on this, here is the response:

Non-prepacked food, or food sold loose, is any food that does not fall within the FIC definition of prepacked food, which includes food without packaging, and food packed on the sales premises at the consumer's request. As such, Paragraph 71 of the 'Food Allergen Labelling and Information Requirements Technical Guidance' states that:

"Allergen information for non-prepacked food can be communicated through a variety of means to suit the business format of the FBO. The requirement is to provide information about the use of allergenic ingredients in a food. **The provision does not require a food business to provide a full ingredients list.** Where a food business chooses for this information to not be provided upfront in a written format (for example allergen information on the menu), **the food business must use clear signposting to direct the customer to where this information can be found such as asking members of staff.** In such situations there must be a statement that can be found on food menus, chalkboards, food order tickets, food labels (see Regulation 5(4) of the FIR)."

So for this situation, we would agree that firstly, **if the food being sold is defined as non-prepacked, then the business is not required to provide a full ingredients list with allergens emphasised on a notice by the food.**

Secondly, **non-prepacked food only requires allergenic information to be provided, not full ingredient information. So as long as the business is clearly signposting customers to enquire with staff about the allergenic information in their products** (this is a legal requirement if they are providing the information verbally), **and the members of staff have access to clear written and up-to-date allergen information on the food they are selling, then this is acceptable.**

However, it's worth mentioning two additional points in line with the Food Information (Scotland) Regulations 2014, there are long-standing requirements for food which is not prepacked, prepacked for direct sale or sold by mass caterers:

- The **name of the food** is needed and can be given by either a label attached to the food or by a notice, ticket or label at the point of choice for the consumer. (Regulation 6)
- Where the food is a **product containing meat and other ingredients**, an **indication of the meat content is needed** and can be given by either a label attached to the food or by a notice, ticket or label at the point of choice for the consumer. (Regulation 7)

It may be these points on loose food and loose meat products that prompted the officers to think more widely about the labelling of loose food.

Given that October marks 2-years since the PPDS legislation changed, Food Standards Scotland feel that it might be beneficial to incorporate a general reminder about allergen information within this month's Monthly Enforcement Report, which is sent to all Food Safety Officers, signposting to their available guidance. This would hopefully prompt officers to refresh their knowledge of the guidance and ensure consistent application of the requirements.

If any members are asked to make the ingredients/allergens displayed on your counter tickets for food sold loose, please let us know and we can engage with SFELC further. Please get in touch if you have any questions or queries. However, please make sure that you have a notice up in your shop (See suggested wording below) informing customers to ask staff about any allergens in the food produced.

Make sure all staff have access to this information.

ALLERGY ADVICE

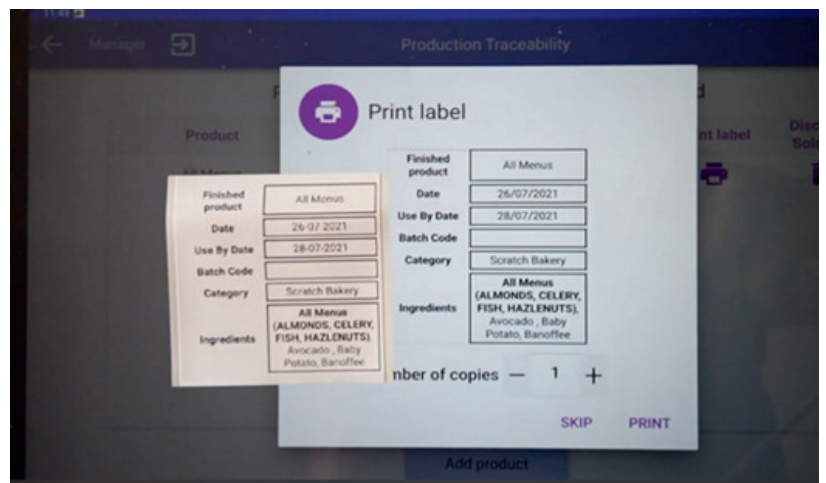
For information about food allergies and intolerances, please ask a member of staff.

Furthermore, Kelsius' Digital HACCP system has the functionality to support members with ingredients and allergen labelling to be documented on counter tickets. As part of their ongoing system development, they have now added an Allergen Labelling function to support the new Natasha's Law. (See below)

Food safety for butchers means keeping extensive food safety records to comply with regulations. Failure to do so can lead to loss of reputation, brand damage, legal costs, fines, increased insurance premiums, food poisoning, or even closure. Digital HACCP from Kelsius provides a user-friendly system that makes it fast and easy to maintain and store HACCP records for compliance. It eliminates all paper and paper record storage. Temperature sensors remove the need for manual monitoring, with alerts to notify you of any temperature excursions. The system provides complete traceability with each critical control point covered - from delivery to boning traceability to meat, sausage and mince production through to serving the customer over the counter or delivery to your business customers.

To watch the Digital HACCP for Butchers go to:

<https://www.youtube.com/watch?v=GFHZ97HKEFc&feature=youtu.be>



CONGRATULATIONS

Modern Apprentice Achievements



Glen Stewart

Well done to Glen Stewart from H D Ferguson butchers in Lochgilphead. Glen has achieved SCQF 5 Modern Apprentice in Meat & Poultry Skills and has now progressed on to SCQF level 6.

Looking forward to working with you again Glen!



Anna Forbes

Congratulations to Anna Forbes Thomson from H M Sheridan in Banchory. Anna has blasted through her SCQF 5 Meat and Poultry Skills Modern Apprenticeship and has now progressed into SCQF 6.

Well done Anna from all at Craft Skills Scotland.



Kelly Neilson

Huge congratulations to Kelly Neilson of Hastie and Dyce who has just completed her Modern Apprenticeship in Meat and Poultry Skills SCQF 5!

Kelly was a chef before joining Hastie and Dyce six years ago. She is the order making queen and enjoys making new products which can be found in the counter everyday and has gone from strength to strength in learning butchery!

Pop in and see what treats Kelly has made today in the Hastie & Dyce shop located in the beautiful recently renovated Victorian Market in Inverness!

It's been a pleasure to work with you Kelly! Well done from all at Craft Skills Scotland!



Matthew Wares

A huge congratulations to Matthew Wares from Penman butchers in Crail. Matthew has achieved his SCQF 5 Modern Apprentice qualification in Meat and Poultry Skills. Pictured here receiving his certificate from Chris.

Well done Matthew from all of us at Craft Skills Scotland.



CraftSkills
.scot

scqf®

scottish credit and
qualifications framework

WELCOME TO OUR NEW MEMBER



Neil Retson

Browns the Butcher is a traditional butcher shop specialising in fresh local produce.

NEIL RETSON
BROWNS THE BUTCHER
16 MAIN STREET
DOUGLAS
LANARKSHIRE
ML11 0QW

01555 701159

BROWNSTHEBUTCHER@GMAIL.COM

BEEF LABELLING BOARDS FOR SALE

SCOTTISH CRAFT BUTCHERS	
EU BEEF LABELLING REGULATION -	
Beef on sale today comes from the following suppliers and has been cut on these premises :	
	Traceability Reference Number
	Traceability Reference Number
	Traceability Reference Number
	Traceability Reference Number
	Traceability Reference Number
	Traceability Reference Number
	Traceability Reference Number
	Traceability Reference Number
All minced beef comes from the above suppliers and reference numbers. Minced on these premises in UK	

BEEF LABELLING BOARDS

For **SALE**

Only £70 incl VAT

- Exclusive to Scottish Craft Butchers Members.
- Ensure complete traceability within your business with the Scottish Craft Butchers branded labelling boards.
- We have a small stock available from the office.

Contact Bruce: bruce@craftbutchers.co.uk

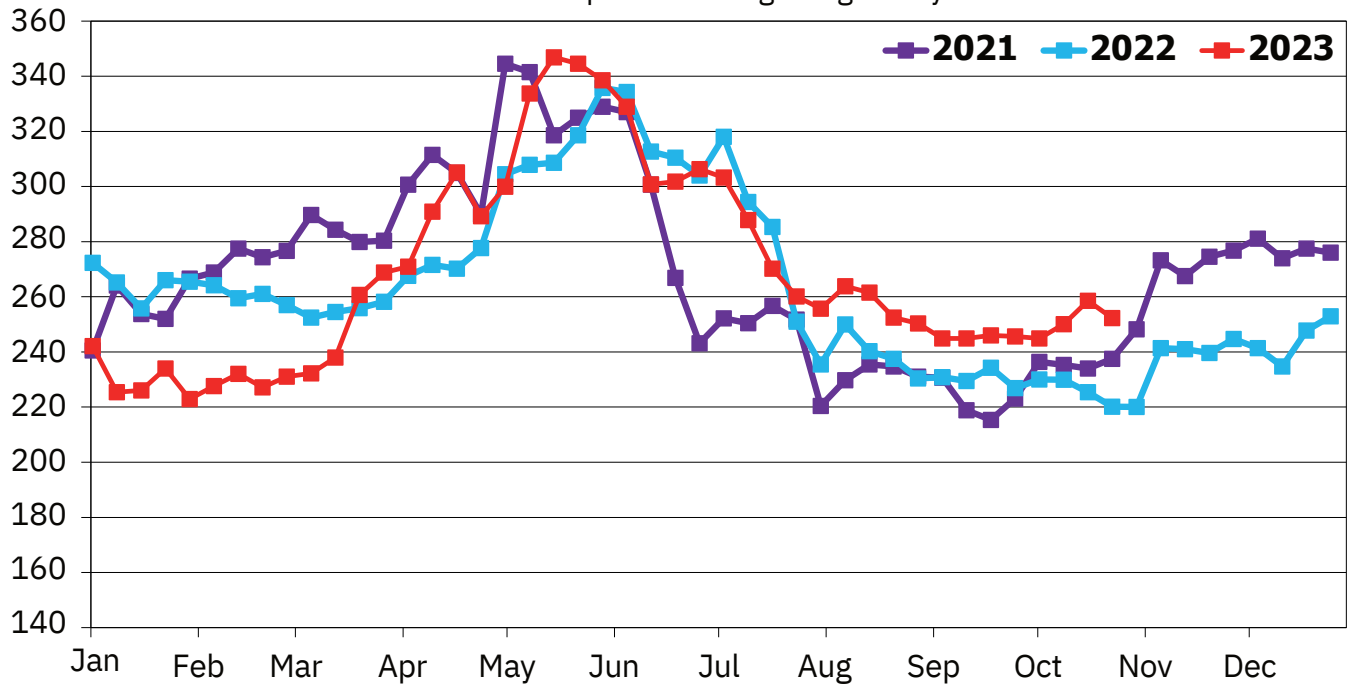


SHEEP MARKET

- After a period of stability at around 245p/kg lwt at Scottish marts in September, prices have been trading above 250p/kg in October. Given a cooling market in late-October 2022, this has seen the year-on-year increase approach 15%, while prices have held 20-25% above the five-year average.
- Looking forward, England's June census reported a 5% decline in the lamb crop and, with England accounting for nearly half of the GB flock, the size of the decline points to a smaller GB lamb crop and that supply is set to remain fundamentally tight. In Scotland, census results are due to be published on October 31st, and while a significant reduction in store lamb sales this autumn points to a smaller lamb crop, finished auction throughput has now pushed beyond last year's levels.
- Retail data indicates that lamb sales performance has improved relative to 2022 since the summer, supported by a stabilisation of retail prices.
- Although UK lamb imports have fallen sharply in the year-to-date, July saw imports reach their highest monthly total of the year so far and then August saw the first year-on-year increase of 2023. This rebound in imports is likely to reflect highly competitive market prices in Australia and New Zealand plus improved market access for Australia under the terms of the Free Trade Agreement. While rising imports remain a significant downside market risk, August volumes were still down by 24% on a decade before.
- In contrast to beef and pork, UK lamb exports have performed well in 2023, ensuring that market supply has remained tight, supporting lamb prices.

Scottish auction market price for prime sheep

- new season price from beginning of May



Source: IAAS

Sheep Prices: Scottish Auctions

	W/E 25/10/23	Previous week	Previous year
New Season SQQ lwt	252.24 p/kg	258.59 p/kg	220.11 p/kg
Ewes lwt	£67.50 /hd	£69.38 /hd	£62.69 /hd

Sheep Numbers: Scottish Auctions

	W/E 25/10/23	Previous week	Previous year
New Season SQQ	13393	12488	10334
Ewes	10413	9396	9928

Sheep Prices: GB Abattoir

	W/E 21/10/23	Previous week	Previous year
Prime Sheep SQQ dwt	570.5 p/kg	556.7 p/kg	523.3 p/kg

© Agriculture and Horticulture Development Board [2023]. All rights reserved

Deadweight Sheep: Week Ending 21 October 2023

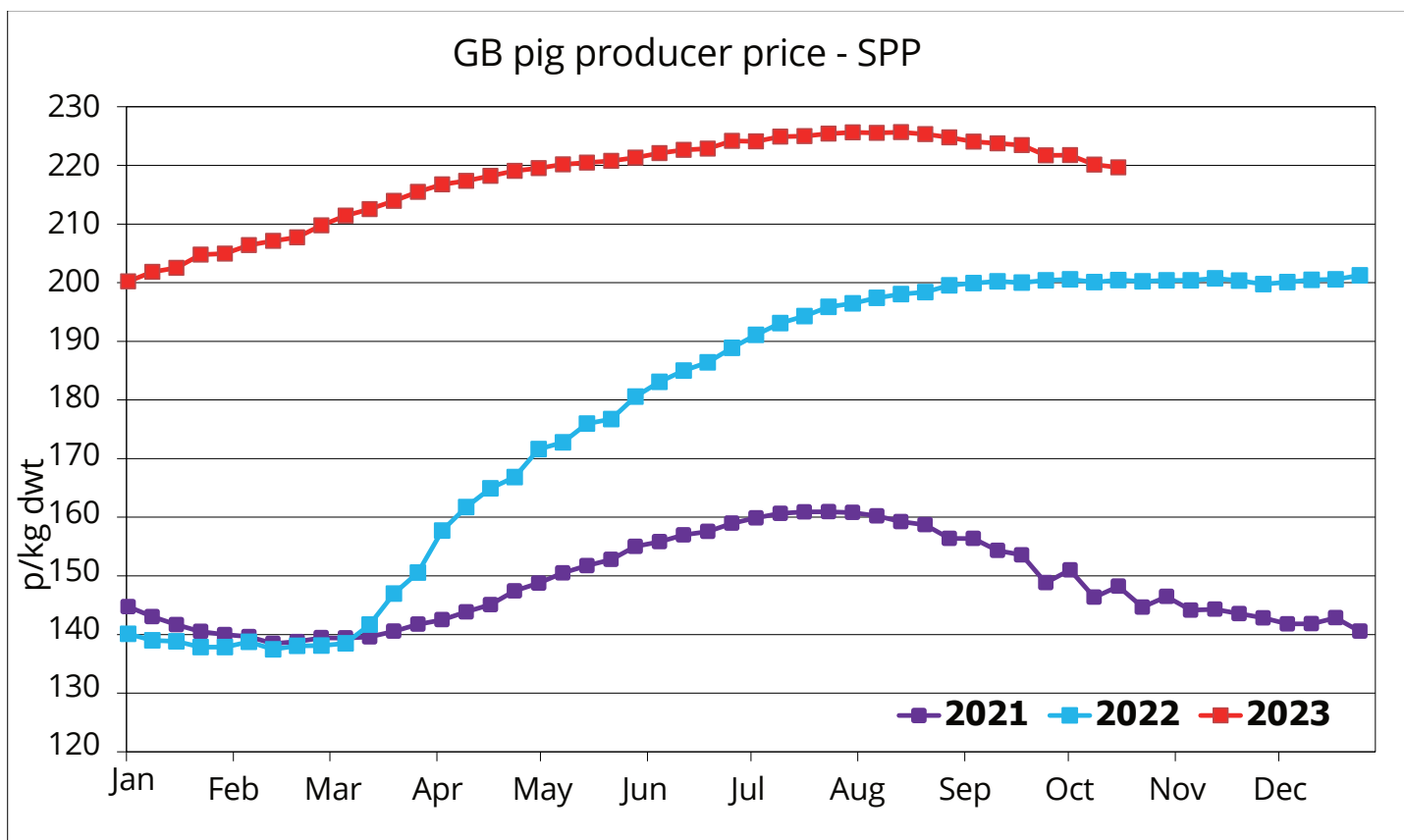
	2	3L	3H
U	586.5	574.7	572.6
R	579.0	571.6	573.4
O	565.5	567.4	565.2

© Agriculture and Horticulture Development Board [2023]. All rights reserved



PIG MARKET

- Farmgate pig prices have fallen seasonally since August, with weekly slaughter and carcass weights picking up from their summer low. Nevertheless, prices remain up by around 10% year-on-year and by over 35% on the five-year average.
- GB abattoir slaughter continued to fall sharply below 2022 levels in September, reflecting the knock-on effect of a reduced breeding herd. However, England's June census results do now point towards some stabilisation in the sow herd, with prime pig availability likely to stabilise at a lag.
- ScotEID slaughter data has shown a reduced availability on Scottish farms in 2023, although the number being sent to slaughter across GB in September did show some recovery. After a weak July and August, prime pig slaughter continued to run more than 20% behind 2022 levels at Scottish abattoirs in September, reflecting supply chain challenges.
- EU pig prices have seen a stronger seasonal reduction than GB prices, resulting in a wider pricing gap, and this may have flowed through to some import price reduction since July. However, EU pig supply remains fundamentally tight.
- UK import volumes had already started to rise before any softening of EU pig prices and combined with a sharp reduction in UK exports, this has begun to limit the tightening of supply in the domestic market.



© Agriculture and Horticulture Development Board [2023]. All rights reserved

Pig Prices: GB Abattoir

	W/E 21/10/23	Previous week	Previous year
Standard Pig Price (SPP)	219.64 p/kg	220.12 p/kg	200.43 p/kg

© Agriculture and Horticulture Development Board [2023]. All rights reserved

GB Deadweight Pigs SPP: Week Ending 21 October 2023

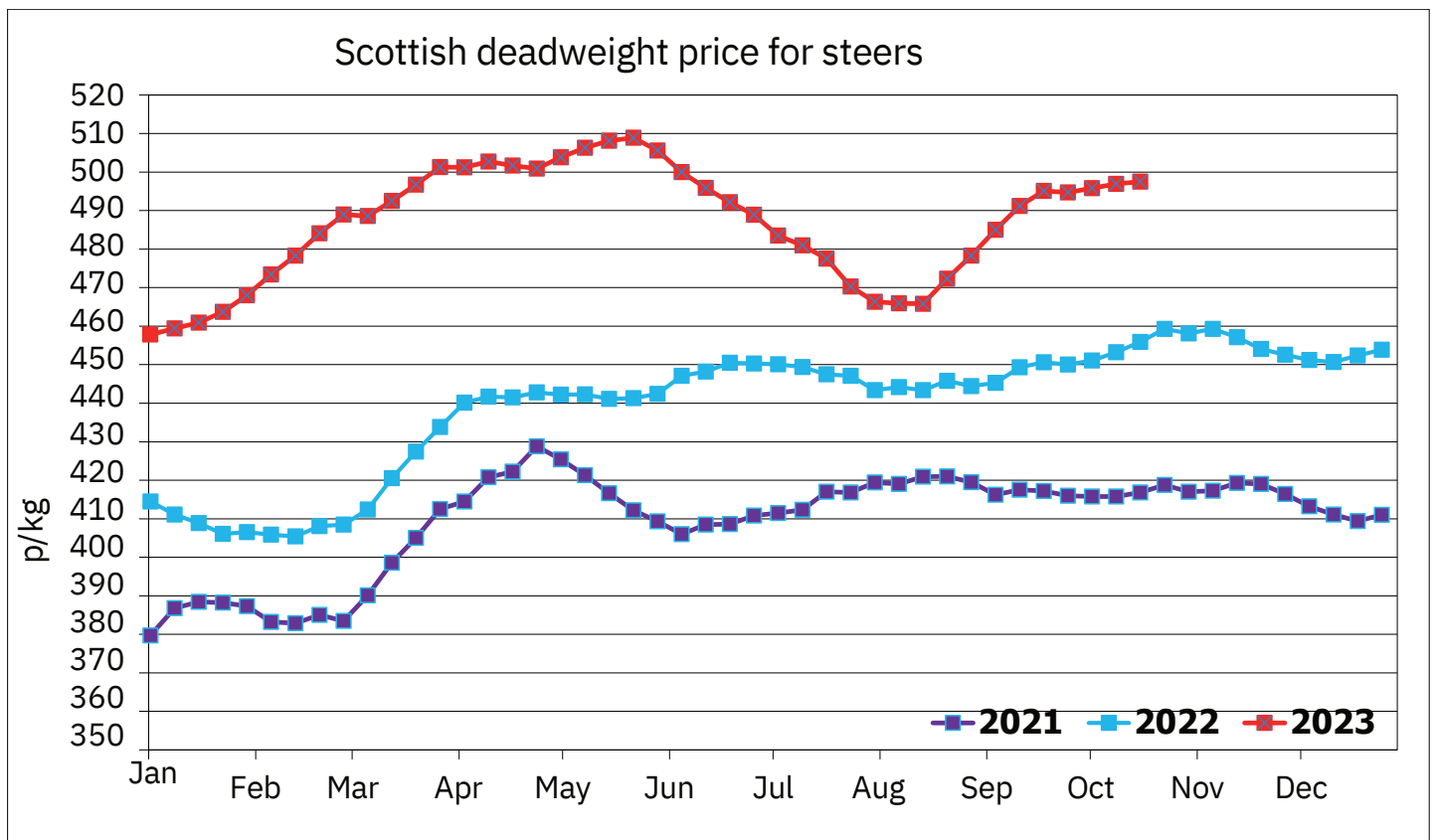
	Average Price	Change
	p/kg dwt	
Up to 59.9 kg	N/A	N/A
60.0 - 69.9 kg	209.61	-1.06
70.0 - 79.9 kg	221.75	-0.39
80.0 - 89.9 kg	222.59	-0.31
90.0 - 99.9 kg	221.37	-0.24
100 kg and over	219.31	-0.18

© Agriculture and Horticulture Development Board [2023]. All rights reserved



BEEF MARKET

- After a significant rebound in late-August and early September, prime cattle prices have steadied at around 2.5% below the peak they reached in May, with R4L steers just below £5/kg dwt. Year-on-year increases have settled at around 8-10% while the margin over the five-year average has reached 25-26%. Auction prices have been much more volatile, with steers and heifers clearing at 260-290p/kg lwt, and auction throughput has held above year-earlier levels.
- After a brief rebound in September, cull cow prices have been following a seasonal downwards trend, with R4L grades slipping back below £3.90/kg dwt, placing them slightly behind 2022 levels. Cull cow prices remain closer to prime cattle prices than before 2022.
- A significant increase in prime cattle availability compared to its seasonal summer low, as the early finishing spring-2022 calves have come on stream, is likely to have brought market prices back into balance after the period of sharp rebound. Prime cattle slaughter in Scotland is expected to be close to year-earlier levels in late-2023, having been down sharply in the middle of the year.
- BCMS data showed a continuing year-on-year increase in prime cattle on E&W farms in July (+2.1%), so the sharp rebound in slaughter seen in recent weeks seemed inevitable after year-on-year decline between mid-August and mid-September.
- UK beef production has fallen slightly in the year-to-date but reduced exports have seen total beef market supply edge above 2022 levels. Retail sales volumes have risen slightly on 2022 since the summer and will be rising seasonally as the festive period draws closer.



© Agriculture and Horticulture Development Board [2023]. All rights reserved

Beef Prices: Scottish Abattoirs

	W/E 21/10/23	Previous week	Previous year
Steers dwt	497.5 p/kg	496.9 p/kg	455.9 p/kg
Heifers dwt	495.2 p/kg	496.4 p/kg	455.0 p/kg
Young Bulls dwt	473.5 p/kg	476.2 p/kg	437.3 p/kg

Beef Numbers: Scottish Abattoirs

	W/E 21/10/23	Previous week	Previous year
Steers	3166	3340	3420
Heifers	2558	2517	2327
Young Bulls	276	234	343

Beef Prices: Scottish Auctions

	W/E 25/10/23	Previous week	Previous year
Steers lwt	263.41 p/kg	268.3 p/kg	247.02 p/kg
Heifers lwt	267.03 p/kg	289.05 p/kg	248.26 p/kg
Young Bulls lwt	252.07 p/kg	248.73 p/kg	251.88 p/kg

© Agriculture and Horticulture Development Board [2023]. All rights reserved

Beef Numbers: Scottish Auctions

	W/E 25/10/23	Previous week	Previous year
Steers	94	105	94
Heifers	221	141	213
Young Bulls	14	15	16

© Agriculture and Horticulture Development Board [2023]. All rights reserved

Deadweight Cattle: Week Ending 21 October 2023

	All Steers p/kg			All Heifers p/kg			All Young Bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	502.9	503.1	502.1	504.1	501.0	499.4	476.9	490.2
R	501.3	499.7	500.2	496.6	497.2	498.4	472.6	485.5
O+	490.3	491.9	491.3	485.0	493.5	488.7	436.3	454.5
-O	470.6	465.6	479.5	459.3	470.2	485.0	448.8	456.6

© Agriculture and Horticulture Development Board [2023]. All rights reserved

Data Disclaimer. All deadweight price data is supplied to QMS by AHDB, who collect the data from reporting abattoirs each week and publish a consolidated set of data, regionally within GB for cattle, and GB-wide for sheep and pigs.

© Agriculture and Horticulture Development Board [2023]. All rights reserved

**Accurate, timely and
independent data you can trust**



Many thanks to Iain MacDonald from Quality Meat Scotland for his market commentary each month.

SCOTTISH CRAFT BUTCHERS AV RETAIL PRICES

Scotch Beef:

Oct Nov

Fillet Steak	5694	5630
Sirloin Steak	3463	3425
Rib Eye Steak	3450	3421
Popeseye Steak	2250	2269
Topside	1866	1871
Round/Rump Steak	1817	1804
Shoulder Steak	1559	1571
Rolled Brisket	1512	1498
Steak Mince	1309	1303
Boiling Beef Bone In	913	913

Domestic Lamb:

Oct Nov

Whole Leg of Lamb	1625	1625
Centre Cut Leg Bone In	1903	1903
Gigot Lamb Chops	2188	2173
Lamb Leg Steak	2140	2175
Chump Lamb Chops	2071	2046
Double Loin Lamb Chops	2344	2322
Single Loin Lamb Chops	2182	2146
Rolled Shoulder Lamb	1532	1512
Lamb Shanks	1011	1011
Diced Lamb	1733	1733
Minced Lamb	1534	1534

Products:

Oct Nov

Beef Link Sausages	1092	1085
Pork Link Sausages	1079	1085
Speciality Pork Sausages	1105	1125
Sliced Beef Sausages	998	984
Sliced Black Pudding	915	926
Ball Haggis	1018	1039
Scotch Pie	149	150
Quarterpound Beefburger	142	141
1lb Steak Ashette Pie	1002	986

Pork:

Oct Nov

Pork Tenderloin (Fillet)	1576	1574
Pork Leg Steaks	1171	1171
Double Loin Pork Chops	1164	1176
Single Loin Pork Chops	1128	1137
Rolled Shoulder of Pork	1039	1043
Belly Pork	1020	1020
Pork Loin Steaks	1322	1322
Diced Pork	1080	1086

UPGRADE TO XTRA WITH INTEREST-FREE

INTEREST-FREE OPTIONS

Spread the cost of your new scales and manage cash flow more effectively with 12-, 18- and 24-month Interest-Free Purchase Plans on the Avery Berkel XTi100, XTi200 and XTi420 models.



XTRA FEATURES

- Full colour touch-screens
- Customer-facing adverts
- Video mode
- High speed printing
- Powerful reporting
- Integration with Sage, Xero & FreeAgent
- Order and Invoice Management
- Stock Control and Purchasing
- Counter and Shelf Edge Labelling
- Website Integration

Avery Berkel

COLIN HEWITSON
WEIGHING & FOOD PROCESSING EXPERTISE

07769 686 985
colin@ckrhld.co.uk
2 Elms Way, Ayr, KA8 9FB

Wholesale & Retail Business Management with Velocity

We guarantee you'll love the product and we're so confident that if you don't like it within the first 90 days you'll get 100% of your money back.



Eliminates Paperwork



Scale Integration



Order Processing



Product Management



Work Faster



Support Team



App Integration



Cloud Backups

✓ 100% Product Guarantee

90-day money back guarantee if you are not satisfied with Velocity performance.

✓ 100% Training Guarantee

Comprehensive training ensuring that your team is proficient in using our software.

✓ 100% Support Guarantee

Receive a response to software issues raised through the appropriate channels within two business hours.

✓ 100% ROI Guarantee

Streamline your operation and improve your business.

✓ 100% More Time Guarantee

Velocity gives you more time to focus on what matters most.

✓ 100% Christmas Guarantee

Let us help you succeed during the busiest time of year.

eCommerce Website Integration

Easily integrate your products and orders from your WordPress site using WooCommerce. This just one click, you can update your retail, wholesale and online prices from a single location for maximum efficiency.



COLIN HEWITSON
WEIGHING & FOOD PROCESSING EXPERTISE

07769 686 985
colin@ckrhlt.co.uk
2 Elms Way, Ayr, KA8 9FB

SCOTTISH CRAFT BUTCHERS CORPORATE MEMBERS

Members are requested to support these businesses
who pay a membership fee to support our work

AES (EQUIPMENT CLEANING) LTD

Supplier of Equipment Washers & Tray
Cleaner, Crossbush Cottage, Riccarton,
Kilmarnock, KA1 5LN
Contact: Malcolm Crawford
Mob: 07788926925

AES FOOD EQUIPMENT

Unit 7, Carey Ind Est, Tweed Road,
Clevedon, Bristol, BS21 6RR
Contact: Gary Simpson - Sales Manager/
Kyle Savage - Managing Director
Te: 0117 98 98 201
Web: www.aesfoodequipment.com
Email: sales@aesfoodequipment.com

AUTOMAC UK

Unit A, Browning Way, Woodford Park
Industrial Estate, Winsford, Cheshire,
CW7 2RH
Contact: Ciaran Dickson
Tel: 07384666175 / 01606831113
Email: c.dickson@gruppofabbri.com
Web: <https://www.gruppofabbri.com/en>

BIZERBA (UK)

LTD2-4 Erica Road, Stacey
Bushes, Milton Keynes MK12 6HS
Contact: Anthony Matthews, Marketing
Manager
Tel: 01908 682740
Mob: 07798 938493

BORLAND INSURANCE

Contact: Jeff Lestrelle
Mob: 07715312125
Tel: 01322216734
Email:
jeff.lestrelle@borlandinsurance.co.uk

COLIN HEWITSON KRH

2 Elms Way, Ayr Ayrshire KA8 9FB
Contact: Colin Hewitson
Tel: 07769686985

DALESMAN

Unit 10, North Tyne Industrial Estate,
Newcastle Upon Tyne NE12 9SZ
Tel: 0191 259 6363
Fax: 0191 259 6362
Email: info@thedaeslangroup.co.uk
Web: www.dalesmandirect.com

DALZIEL LTD

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

DIRECT ENERGY AND UTILITIES

Energy & Utilities Consultant
Unit 2, Inveralmond Road, Inveralmond
Industrial Estate, Perth PH1 3TW
Tel: 01738 270592
Mob: 07762 945 281
Web: www.directenergy.net
Email: mark@direct-energy.net

ESC PACKAGING LTD

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

FIFE CREAMERY LTD

Randolph Place, Randolph Indus Est,
Kirkcaldy, Fife, KY1 2YX
Tel: 01592 653828
Contact: Willie McCulloch
Web: www.fifecreamery.co.uk
Email:
William.McCulloch@fifecreamery.co.uk

GMAK REFRIDGERATION LTD

Hercules House, Musselburgh, East
Lothian, EH21 7PB,
Tel: 0131 660 4430
Email: service@gmakrefrigeration.co.uk
Web: www.gmakrefrigeration.co.uk

HANDTMANN LTD

9 Chartmoor Road, Leighton Buzzard,
Bedfordshire, LU7 4WG
Tel: 01525 244440
Fax: 01525 244469
Web: www.handtmann.co.uk

JOHN SCOTT MEAT

John Scott Meat (Paisley) Ltd
Sandyford Road, Paisley PA33 4HP
Contact: Hazel Scott
Tel: 0141 889 3205
Web: www.johnscottmeat.com
Email: enquiries@johnscottmeat.com

KELLY BRONZE (SCOTLAND) LTD

Alastair Monk, Magbiehill Farm House,
Dunlop Road, Stewarton KA3 3ES
Contact: Alistair Monk
Email: sidehead@kellyturkeys.com
Tel: 07740 486891

KELSIUS

Unit 2, Ballyconnell Industrial Estate,
Falcarragh, Co. Donegal, F92 AF8N
Contact: Neil Humphries
Tel: 02045 799048
Web: www.kelsius.com
Email: sales@kelsius.com
Mob: 07984880666

LAWRIE & SYMINGTON LTD

Lanark Agricultural Centre, Muirglen Lanark
ML11 9AX
Tel: 01555 662281
Email: mailbox@lawrieandsymington.com
Web: www.lawrieandsymington.com

LOMOND FOODS LTD

75 Keppochhill Drive, Glasgow, G21 1HX
Contact: Barbara Henderson.
Tel: 0141 353 6777
Email: sales@lomondwholesale.co.uk
Web: www.lomondwholesale.co.uk

LUCAS INGREDIENTS

Portbury Way, Bristol BS20 7XN
Contact: Judith Johnston.
Tel: 0800 138 5837

MANCHESTER RUSK COMPANY LTD

Flava Ho, Harper Rd Sharston, Manchester
M22 4XR
Tel: 0161 945 3579
Fax: 0161 946 0299
Email: mrc@mrcflava.co.uk
Web: www.mrcflava.co.uk

MARSHALL WILSON PACKAGING

39 Bogmoor Place, Govan, Glasgow
G51 4TQ
Contact: Ian Queen
Tel: 0141 445 3199
Mob: 07730766500,
Email: sales@marshall-wilson.co.uk
Web: www.marshallwilson.co.uk

MCDONNELLS (Queen Street) LTD

U15 Northern Cross Business Park
North Road, Dublin 11, D11 W5WN
Contact: Ann Maguire
Tel: 0035316778123
Fax: 003531 677 4491
Email: sales@mcdonnells.ie

MEAT MANAGEMENT MAGAZINE

PO Box 5121, Milton Keynes, MK15 8ZN
Tel: 01908 613323
Web: www.meatmanagement.com
Web: www.yandellmedia.com

PARAGON PRODUCTS

Hygiene Specialists, Newhailes Ind Est,
Newhailes Road, Musselburgh EH21 6SY
Contact: Angela Powell
Email: sales@paragongroup.co.uk
Tel: 0131 653 2222

PAYMENTSSENSE/DOJO

17 Hunterhall Place, Perth, PH2 7TZ
Contact: Ruth Anderson
Mob: 07957855067
Email: Ruth.anderson@paymentsense.com
Web: www.paymentsense.com/uk/

PREPHOUSE

David Dougan
11 Kilmore Rd, Crossgar BT30 9HJ
Email: david.dougan@prephouse.co.uk
Web: www.prephouse.co.uk
Tel: 02844831837
Fax: 02844832914

RCK PARTNERS

Forum House, 15-18 Lime Street, London,
EC3M 7AN - 7th Floor
Contact: Craig Sutherland
Tel: 07897737893
Email: csutherland@rck.partners

ROBERTSON FINE FOODS

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

SCOBIE & JUNOR

1 Singer Road, Kelvin Industrial Estate, East
Kilbride G75 0XS
Tel: 0800 783 7331
Email: info@scobiesdirect.com
Web: www.scobiesdirect.com

SCOTWEIGH

Suppliers of Scale Systems & Software
Unit 2/4 Granary Sq, Bankside, Falkirk FK2
7XJ
Tel: 01324 611311

SUNDOLITT LTD

Sterling Agricultural Centre, Sterling,
FK9 4RN
Contact: David Watt
Tel: 01674 676006
Mob: 07827852563,
Email: david.watt@sundolitt.com
Web: www.sundolitt.com

THISTLE MACHINERY SERVICES LTD

Unit 5, Block 12, Whiteside Industrial Estate
Bathgate EH48 2RX
Contact: Jamie Hardie
Mob: 07764200407
Email: Jamie@thistlems.scot

TPS SCOTLAND LTD

26 Kelvin Avenue, Hillington Park, Glasgow
G52 4LT
Contact: Elaine Holmes
Tel: 0141 883 6260
Mob: 07821 676381
Email: office@tps-scotland.co.uk

VERSTEGEN LTD

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

WALTERS TURKEYS

Bower Farm, Aldworth, Reading RG8 9TR
Contact: Ed Walters
Mob: 07786 332952
Tel: 01635 578251
Email: edward@efwalters.com
Web: www.waltersturkeys.co.uk

WILLIAM SWORD LTD

8 Limekilns Road, Blairlinn Industrial Estate,
Cumbernauld, G67 2TX
Sales: 01236 725111
Office: 01236 725094
Email: vansales@williamsword.co.uk
Web: www.williamsword.co.uk

OUR TEAM

Gordon King

SCOTTISH CRAFT BUTCHERS EXECUTIVE MANAGER
07917524313
01738637472
gking@craftbutchers.co.uk



Bruce McCall

SCOTTISH CRAFT BUTCHERS
MEMBERS SERVICES MANAGER
07834490922
01738 637472
bruce@craftbutchers.co.uk



Claire Simpson

CRAFT SKILLS SCOTLAND TRAINING MANAGER
07926332977
01738637785
claire@craftskills.scot



Gordon Wallace

CRAFT SKILLS SCOTLAND ASSESSOR/VERIFIER
07758255895
gordonw@craftskills.scot



Kelly Geraghty

CRAFT SKILLS SCOTLAND ADMIN
01738637785
kelly@craftskills.scot



Willie Kemp

CRAFT SKILLS SCOTLAND ASSESSOR/VERIFIER
07804265572
willie@craftskills.scot



Sarah Frew

CRAFT SKILLS SCOTLAND ASSESSOR/VERIFIER
07725230525
sarah@craftskills.scot



Robbie Hughan

CRAFT SKILLS SCOTLAND TRAINEE ASSESSOR
07856468656
robbie@craftskills.scot



The team are here to help just get in touch!

DO WE HAVE YOUR UP TO DATE CONTACT DETAILS?

We send out weekly updates to members on a Friday via e-mail. ARE YOU GETTING THEM?
Please send your e-mail address to bruce@craftbutchers.co.uk to receive up to date information each week!

JOIN IN THE WHATSAPP CHAT!

We have also set up a Scottish Craft Butchers WhatsApp members only chat group. If you would like to take part in the chat with other members, please send us a mobile number and we can add you in. Send to bruce@craftbutchers.co.uk

lindsays

Scottish Craft Butchers members have the benefit of access to Lindsays' employment law team for all employment law queries.

Members are urged to get in touch with the team before taking action in relation to any employee grievance or dispute, disciplinary action or proposed dismissal.



Marshall Wilson Packaging Ltd
Unit 3, 39 Bogmoor Place,
Glasgow, G51 4TQ
Tel: 0141 445 3199
web: www.marshallwilson.co.uk
Email: sales@marshall-wilson.co.uk

ORDER YOUR FESTIVE STOCK NOW

ASHETS



Individual -	(2300)
1/2lb -	(1200)
3/4lb -	(1200)
1lb -	(700) HEAVY
1.5lb -	(560)
2lb -	(350)

STEAK PIE ASHET BOX

Ensures safe and sturdy transit



PRICES HELD

Regular 1.5-2lb (each)	£0.39
Large 3lb (each)	£0.59

TURKEY FOILS

Extra Wide Turkey Foil

24"/60cm x 3mtr

24 Rolls per case

£18.90 + Vat

PRICES HELD



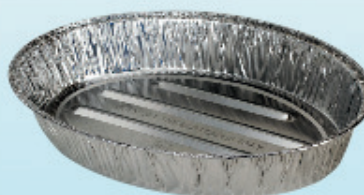
ROASTING TRAYS

Giant Roasting Tray

24 per pack

£16.60 + Vat

REDUCED



ROASTING TRAY

PLEASE SECURE YOUR STOCK NOW!!

Tel: 0141-445 3199 sales@marshall-wilson.co.uk