

FEDERATION NEWS

The Newsletter for Scotland's Craft Butchers



SCOTTISH CRAFT BUTCHERS

Science Does Not Support International Agency Opinion on Red Meat and Cancer

An international committee assigned to review all of the available evidence on red meat and cancer risk were divided on their opinion whether to label red meat a "probable" cause of cancer, according to the Beef Checkoff nutrition scientist and registered dietitian who observed the International Agency for Research on Cancer (IARC) process.

After seven days of deliberation in Lyon, France, IARC was unable to reach a consensus agreement from a group of 22 experts in the field of cancer research, something that IARC has proudly highlighted they strive for and typically achieve. In this case, they had to settle for "majority" agreement.

"Cancer is a complex disease that even the best and brightest minds don't fully understand," says Shalene McNeill, PhD, RD, a Texas based leader in food, nutrition and agriculture research and public nutrition education. "Billions have been spent on studies all over the world and no single food has ever been proven to cause or cure cancer.

"The opinion by the IARC committee to list red meat as a probable carcinogen does not change that fact. The available scientific evidence simply does **not** support a causal relationship between red or processed meat and any type of cancer."

Most scientists agree that it is unrealistic to isolate a single food as a cause of cancer from a complex dietary pattern further confounded by lifestyle and environmental factors.

The IARC, which does not make specific policy recommendations, cited an estimate from the Global Burden of Disease Project - an international consortium of more than 1,000 researchers - that 34,000 cancer deaths per year worldwide are attributable to diets high in processed meat.

This compares with about 1 million cancer deaths per year globally due to tobacco smoking, 600,000 a year due to alcohol consumption, and more than 200,000 each year due to air pollution, it said.

Continued on page 5

NOVEMBER 2015

Featured this month:-

**Science doubts
red meat – cancer link**

Sausage For Scotland

**Focus on Kildare
Butcher**

**Kinross holds T in the
High Street**

**NOW Auto Enrolment
more information**

Tri Nations team returns

**Rare Opportunity for
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QMS- Response to IACR Report



Jim McLaren, Chairman of Quality Meat Scotland (QMS), said it is important to note that the IARC report also clearly recognises the nutritional benefits of eating red meat.

"It is equally important to consider the background to this report. The IARC has looked at over 900 substances since 1971 and decided that all, apart from one, is at least capable of causing cancer in certain circumstances. These substances include such diverse products as coffee, paint, hairdressing products and talcum powder," said Mr McLaren.

QMS advice, in line with current government* guidelines is that meat should be eaten as part of a healthy balanced diet. IARC's findings are not based on any new evidence from any new research. The government looked at the same evidence in 2010 and recommended people eat no more than 70g of red and processed meat a day and that's exactly what the vast majority of us are eating.

"IARC's findings suggest that eating 50g of processed meat brings a small increase in risk. However average consumption in the UK is just 17g per day so people would have to eat three times their current level to increase their risk.

"Avoiding red meat could in fact be detrimental to health – for example around 40% of women and teenage girls have iron intakes which are too low. Red meat is a natural source of protein, iron, zinc and B vitamins and we should continue to enjoy it in the knowledge that it plays a vital role in our diets," Mr McLaren added.

He also pointed out that vegetarians were found to have the same rate of bowel cancer as meat eaters in one of the biggest studies of its kind in the UK carried out by Oxford University.

**Government guidelines give a recommendation of around 70g of cooked red and processed meat per day, the equivalent of two slices of roast beef, two lamb chops or around three large rashers of bacon. This recommendation was based on a review of available evidence by Scientific Advisory Committee on Nutrition and the vast majority of the UK population currently eat within the recommended guidelines.*

The Great British Banger wrongly accused



Traditional British Sausages as served at breakfast or as bangers and mash are not the same as those referred to under processed meats. The concern from IARC is in processed meats containing nitrate curing agents.

Continental Sausages such as salami, frankfurters, hot dogs etc contain nitrates

Nitrates or nitrites are added to provide the cured meat color and inhibit growth of harmful bacteria from the genus *Clostridium*.

A typical Beef or Pork Sausage would include the following additives, none of which are nitrates:

Salt, Rusk, Dextrose, Emulsifier E451(i), Preservative E221, Wheat Flour, Flavour Enhancer E621, Flavourings, Antioxidant E301, Food Colours.

To assume everything that is a processed products contains nitrates is wrong.

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Science doubts on Red Meat and Cancer link

Shalene McNeill continues:- "As a registered dietitian and mother, my advice hasn't changed. To improve all aspects of your health, eat a balanced diet, which includes lean meats like beef, maintain a healthy weight, be physically active and, please don't smoke."

While IARC represents a select group of opinions, it doesn't always represent consensus in the scientific community.

A large meta-analysis, published online in May in the *Journal of the American College of Nutrition*, analyzed the relationship between red meat intake and risk for colorectal cancer and concluded "red meat does not appear to be an independent predictor of CRC risk," according to Dominik Alexander, PhD, MSPH, the epidemiologist who conducted the research on behalf of the Beef Checkoff.

"There are a constellation of factors that are associated with the probability of getting cancer, which include age, genetics, socioeconomic characteristics, obesity, lack of physical activity, where you grew up, alcohol consumption, smoking and even your profession," says Alexander.

"The bottom line is the epidemiologic science on red meat consumption and cancer is best described as weak associations and an evidence base that has weakened over time.

"And most importantly, because red meat is consumed in the context of hundreds of other foods and is correlated with other behavioral factors, it is not valid to conclude red meat is an independent cause of cancer."

According to Alexander, studies in nutritional epidemiology can be highly prone to bias such as self-reported dietary intake, for which habits may change over time. Because of this, associations reported in nutritional epidemiology may be surrounded by uncertainty.

For instance, most, if not all, of the observational studies with red meat are limited by confounding factors; for example, studies have shown that people who consume the most red meat are also the most likely to smoke, eat fewer fruits and vegetables and be overweight or obese – all of which may confound the relationship between eating red meat and risk of cancer.

Also, more recent studies in large cohorts are now finding either no association or non-significant findings between red meat and cancer.

For example, a recent study out of Harvard using the well known The Nurses' Health Study (NHS) and The Health Professionals Follow-up Study (HPFS) found unprocessed meat intake had an inverse association with distal colon cancer and a weak, statistically non-significant, positive association with risk of proximal colon cancer.

In addition, gold standard nutrition evidence, such as the Women's Health Initiative and the Polyp Prevention Trial, two large, multi-year randomized controlled dietary interventions, found that a 20 percent reduction in red meat consumption did not reduce the risk of colorectal cancer and/or had no effect on adenoma recurrence in the large bowel. These studies were disregarded from the IARC review.

"Given the weak associations in human studies and lack of evidence in animal studies it is hard to reconcile the committee's vote," says nutritional toxicologist James Coughlin, PhD, CFS. "Of more than 900 items IARC has reviewed, including coffee, sunlight and night shift work, they have found only one 'probably' does not cause cancer according to their classification system."

Coughlin, a toxicologist with more than 40 years of experience in meat and cancer, is critical of the IARC review process due to the lack of transparency, selective inclusion or exclusion of studies and broad interpretation of study results that are inconsistent with the conclusions of the study authors.

"In my experience as an observer to an IARC working group, the process typically involves scientists who have previously published research on the substance being reviewed and may have a vested interest in defending their own research," says Coughlin. "In the case of red and processed meat, the overall scientific evidence simply does not support their conclusion."

Health and Safety Law Posters -

Available now direct from Scottish Meat Training Tel: Claire on 01738 637785, £12 including postage.

Wanted:- 2nd hand 1.8 metre chest freezer. Tel: Kirstie on 01506 652696

Golden Haggis Award

Entry Forms are available from SFMTA.

Oban Winter Festival celebrates St Andrew's Day with the 2015 Golden Haggis Award Sunday 29th November at Oban Distillery. Entries by 11:30am Judging commences 12pm entry fee £15

Followed by The People's Choice Award at Oban Distillery Sunday 29th November. Public Tasting between 1pm and 3pm allows the public to vote for the People's Choice.



The Caledonian Hotel has agreed to a special rate of £25 B&B for butchers attending competition.

Prepare for Multiple Changes

Once upon the high street was full of small independents. Then along came supermarkets, with self service and lots of choice, and big discounts as they bought in bulk. And it meant that you could do a weekly shop, and then put your feet for the rest of the week on the shopping front.

Now things have changed. One of the big four supermarkets' biggest assets were their land banks of plots of land to build new supermarkets. Now, people do not want to go out of town, and waste half their day off in retail cathedrals. Either because of working pressures, or just delight in more flexibility, shoppers are wanting and expecting more convenience in how and where they spend their money. And at the same time they have become loyalty-free, and are far more likely to do pick 'n mix shopping, with small baskets several times a week.

Which puts the supermarkets in a bit of a difficult position. As it might not be such a good idea to be 'super'. And so a bit of a change and reshuffle will be going on until the new landscape is in place.

But it is likely to be smaller, more flexible, and faster to react to changing trends. And those trends might not be in the shops for food, but might be driven by what is going on in the kiosks for 'food-on-the-go'. Whatever is going to happen it is going to be different. So try to prepare to embrace the change.

The Cost of not Cooking

Recent research for the BBC Good Food magazine has shown that young people (16 to 24-year-olds) spend far more on meals, when they are mainly the poor student category, because they do not have the skills set to be able to cook for themselves.

Most young people can only rustle up an average of dishes, so they spend a disproportionate amount of money on take-away and cafe food.

To be honest, it looks more like a lifestyle thing, where when you are young and carefree, your priorities are not being tied to the hob, and cooking does not hit any of the high priorities until they start settling down, and burdened with responsibilities and debts that makes cooking light entertainment.

The upside is for the convenience food sector, because despite what they might have picked up at school or in the home and the ranting of celebrity chefs, it has become a cultural thing to rely on prepared foods for the daily bread, and indulge in some relaxing food creation for the down time.

Meanwhile, another survey, and another nugget of knowledge to complicate perceptions - a third of vegetarians eat meat when they go out on the razz and loosen up with excess alcohol. Not only that, they know they do it and have no regrets.

Sausage For Scotland 2015



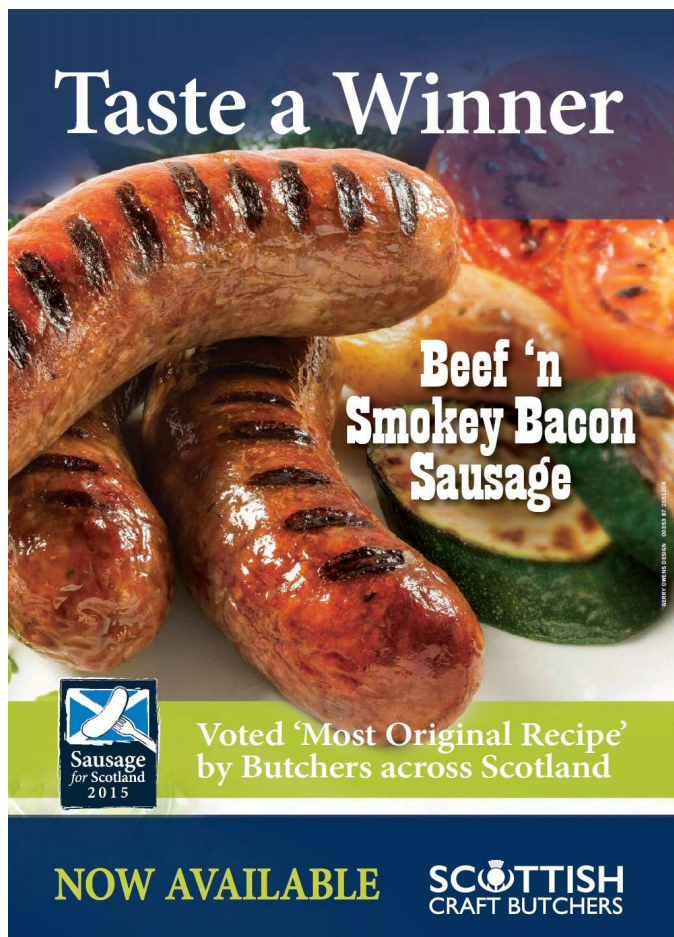
Every year BPEX (the British Pig Executive) promote British Sausage Week. This year it is from 2nd to 8th November but this is an English promotion body that few Scottish butchers can have access to. SFMTA have therefore stepped in again to give Scottish butchers something to promote around Bonfire Night when sausages can be very popular buys.

With the help of our corporate members, The Dalesman Group, SFMTA set up a competition to find the best idea. Entries were invited and the judging process started at Perth College back in August establishing five finalists.

These five very different sausages were then served up during the first week in September to butchers at four regional meetings in Glasgow, Elgin, Carfraemill and Perth and at those tastings the butchers voted for their preferences.



The majority of the votes went to the Beef Sausage with Smokey Bacon that was made by Amos Smith of WF Stark, Buckhaven. Amos receive a £500 prize from sponsors, Dalesman in exchange for the recipe which is now being made available for Scottish Craft Butchers to make in British Sausage Week.



A poster to promote the sausage with the winning recipe was sent out to all Scottish Craft Butchers in week commencing 12th October for SFMTA members to make and perfect the product by British Sausage Week.

If you did not receive the poster or recipe please call Bruce on 01738 637472.





2015 Boom in Bourbon



New additions to the Beam Family

October sees Cherry & Maple 2.5kg bottles join the Jim Beam Bourbon Sauce family, two more great ways to make the most out of Britain's boom in bourbon & Americana dishes. Not only that but we're also releasing 240ml premium bespoke glass bottles of Original & Cherry Bourbon Sauce for customers to buy and cook with at home, a great way to increase your add-on sales!

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Welcome to new SFMTA member

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Shoppers Anonymous

Shopper Anonymous is the leading mystery shopping company that undertook mystery shopping in 40 butchers shops in the Highlands & Islands area. Hopefully those who received the reports – whether good or bad – were able to take something out of them. Shopper Anonymous will attend the SFMTA AGM in November to give a general “State of the Shops” overview.



Do You See What I See?

Seeing clearly means examining your business from every aspect. How many times a day do you walk past that bag of rusks or empty stacker near your doorway without actually seeing it?

Do your customers also walk past it without judgement or do they see it? How many times do you walk into your business premises without seeing the dusty, stained signage advertising your business? Do your customers also walk past or do they see it?

When you look at your website do you see that the ‘contact us’ button is hidden in the corner and not that obvious to potential customers who might only have five seconds to make a decision as to whether or not to stay on your website?

It is so easy to become blind to what is around you when you see it day in and day out. Unless you are very observant, the only way to ‘see’ what is real and apparent is to ask a third party to walk the customer journey and cover all aspects; a physical approach to the business as well as a phone, web and an email approach. The results might astound you.

It’s a little like the Undercover Boss programme where executives go undercover to examine the inner workings of their company – the further removed you are from the day to day, ground level operations, the wider the gap between YOUR vision and the ACTUAL reality.

Looking at your own business from the outside is critical but equally as important is examining it from the inside. Your employees are a reflection of where they work and what they see. Your team might not notice your business’s mission statement which is framed on the wall in the staff room, but they will notice that you have not paid them for last month’s overtime and they will definitely notice the broken kettle which means they can’t make tea or coffee!

Do you see what they see? Do you give them an opportunity to talk about what they see? Your team is the front face of your business; they need to be happy, motivated and feel valued.

“A man without a smiling face must not open a shop.” Chinese proverb

Here are 3 top tips for 20/20 vision in relation to YOUR business:

- Walk your team’s own journey (enter your business as an employee, with or without the disguise!)
- Have your team walk their customer’s journey, from the very beginning
- Compile a list of what you’ve seen that needs attention and develop an action plan
- Before you become inundated with Christmas, take some time out to really see what is going on. Clarity is the key to crystallising your business goals.

Riccardo Mazzoni | Regional Director, Shopper Anonymous, Scotland East | 07753 625938

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1lb Steak Pie
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Contains 80% Beef, preservative, antioxidant & colouring

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Ticket sizes & Cost

86mm X 50mm = £12 for 10 tickets = (£1.20 unit price)

109mm X 50mm = £17 for 10 tickets = (£1.70 unit price)

128mm X 50mm = £20 for 10 tickets = (£2.00 unit price)

140mm X 50mm = £23 for 10 tickets = (£2.30 unit price)

Ticket Colours:- White, Black

Text Colours:- Gold, Black, Silver, White

Tickets can include your logo, however we suggest you do not print business name on the ticket, it takes up valuable space. **Contact:- Bruce on 01738 637472**

Farm Shop's Fifth Year

Opening a farm shop at Hopetoun House and Estate on outskirts of Edinburgh has paid dividends.



The shop, which is in its fifth trading year, is supplied with produce from the estate's 3,000-acre in-hand farm at Hopetoun and 18,000-acre hill farm enterprise in Lanarkshire. The estate's head of rural and land use, Mike Eagers, said the bulk of the farming operation on the estate is arable, but livestock enterprises have been added to supply produce for the farm shop.

According to Mr Eagers, who was up until recently managing the farms on behalf of a contracting farming business, the key drive of the livestock enterprises is to add value and deliver traceability to consumers.

"When we decided to build and open the shop we also decided to establish these new livestock enterprises" said Mr Eagers. "It created jobs for the farm shop and it preserved jobs at the farm. Livestock farming comprises a herd of 60 commercial Aberdeen-Angus cattle, with all progeny finished on the farm to produce beef for the shop."

Mr Eagers said the care and butchery of the beasts, which are hung for three weeks to mature, is all controlled and managed by the estate. In addition to beef, there is a flock of 60 Hebridean sheep on the estate and around 100 Mule ewes on the home farm.



The hill enterprise in Lanarkshire is home to a flock of around 4,000 Blackie ewes.

"The Hebridean sheep have been at Hopetoun for very nearly 300 years" said Mr Eagers. "They graze in front of the house and produce a lovely gamey type of lamb. Progeny from the Mules and Blackies also go into the farm shop with all red meat slaughtered at Shotts which is the closest slaughterhouse to the estate."

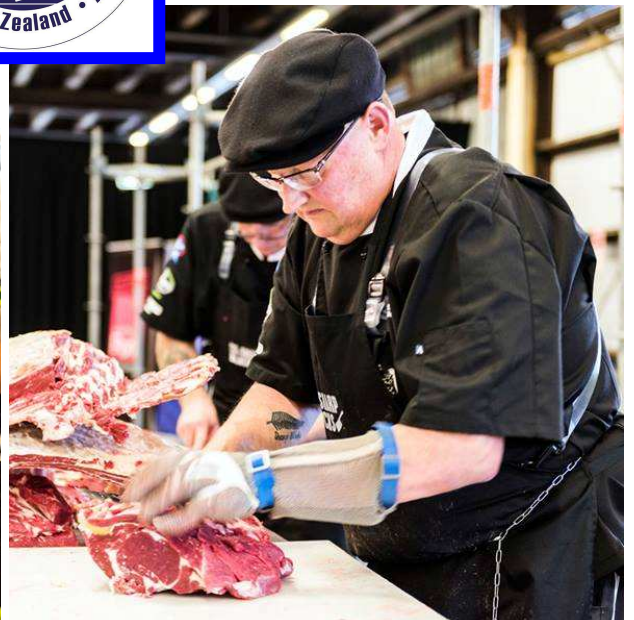
The estate also houses a small poultry enterprise, with 70 chickens coming on to the farm every fortnight as day-old chicks.



Mr Eagers said: "We have a bespoke slaughter and processing facility for them on the farm, where we kill them at about 12-13 weeks old at a deadweight of between 1.8 and 2.2kg. They are free-range and around 35 of them go into the shop every week."

And to meet the festive market, around 130 turkeys are reared and slaughtered on the estate in the run-up to Christmas. The shop which is an SFMTA member and uses the services of Scottish Meat Training is also used to sell game from the estate, this is predominantly pheasant, partridge, venison and rabbit.





Tri Nations team return runners up



Team GB

Find out more about J. Zoetelief. Watch the video
www.dalziel.co.uk/zoetelief

The Team for 2015...



TEAM GB IS SELECTED EACH YEAR FROM A NUMBER OF TOP CLASS BUTCHERS, DEMONSTRATING THEIR SKILLS TO A PANEL OF JUDGES IN LONDON, WHO CHOOSE THE FINAL TEAM MEMBERS.

For the six butchers that make the final cut, all used to showing their abilities at regional and national cutting competitions, the Tri-Nations competition provides the opportunity to illustrate their nation's talents globally.



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	*These unbeatable offers end on the 27th November 2015 so hurry and get your order in TODAY!					

Maybe it is because what goes on tour stays on tour but there is very little online to tell us what happened when a British team of butchers went to Auckland to compete in the Tri Nations competition in September.

Fortunately team member Gary Raeburn from Forbes Raeburn & Son in Huntly has agreed to give a presentation on his trip at the SFMTA AGM. Gary will be one of three speakers in the afternoon session that will also feature Paul Kelly from Kelly's Turkeys and Paul Kelly, MD of Kelly Turkeys, based in Essex and chairman of British Turkey Federation and Jonathan Winchester, Shopper Anonymous. Shopper Anonymous conducted mystery shopping in 40 members' shops in the Highlands earlier this year. As well as running Shopper Anonymous, Jonathan is well known for his sound business advice and training seminars.

SFMTA AGM 25th November, Westerwood Hotel, Cumbernauld

Notice of the AGM will be issued to members in the first week in November but please note that all members are invited to attend. Lunch is served at 1.00pm and the three speakers will follow in the afternoon after lunch. There is no cost to attend but please book your place by calling Bruce on 01737 637472. It should be a very enjoyable and interesting day.



XT420

13.3"

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

Ideal for retailers who not only wish to run their own software, but who want the flexibility to turn the scale into an FPoS device, with a large operator touch screen making product selection quicker and more accurate.

Designed to improve the efficiency of the check-out operation of your store, Avery Berkel's XT420 system can be operated with third party software on Microsoft flagship embedded platform POSReady 7, or alternatively you can use Avery Berkel's own system-scale software running on our Linux operating system.

The greatest advantage XT420 has over any EPoS



**ONLY
£27 PER
WEEK**

system is that you will no longer need five separate hardware units cluttering your counter with interconnected cabling. In fact the XT420 even has a second printer making it possible to print loyalty vouchers, recipes or other 'in-store' promotions at the touch of a button. The XT 420 also has a large 13.3" (338mm) operator colour touch screen display as standard, to optimise the viewing size of the third party applications. The large 10.2" (226mm) customer display has a reduced footprint, and is ideal for counters where space is limited.

The XT420 has all the benefits you have come to expect and trust from the XT range, with a powerful core processor at the heart of the scales system.

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Avery Berkel

Obituary: Charles MacLeod

Born: 29 May, 1948, in Stornoway. Died: 10 September, 2015, in Stornoway, aged 67.

The Charles Macleod butcher's shop in Stornoway is known far beyond the shores of the island of Lewis on account of the prize-winning reputation of the black pudding made there but the man behind the shop name, Charles Macleod, who died in September, was always known to his fellow islanders as Charlie Barley.

As is the way on Lewis, Barley was a byname initially given to his father to help differentiate this family from the many other members of the Macleod clan on the island. In fact, Charlie was called Charlie Barley Junior until his father died and his own offspring now carry the Barley name.

His father, who was a first-class livestock farmer, had started the butcher's shop on his return from the war in the 1940s as a diversification from the Crobeag family farm, thus creating what nowadays would be called a farm shop.

Charlie attended school in Stornoway and then went on to Balmacara Agricultural School for a year. His time at the latter establishment should have been longer but with the determination that was to mark his life, Charlie announced he was not going back. Instead, he was going to work in the butcher's shop.

"No, you are not," was the reputed response from his father. A threat by Charlie that he would go and work as a delivery boy for the Liptons store in the town then convinced his father that it would be better to let the young man have his way.

As it turned out, his involvement in the business would not have been delayed for long as his father died prematurely, leaving Charlie and his brother Iain to run the business, even though both were still in their teens.

A great deal of hard physical work carried out for long hours followed as the young men learned the ropes of the business. Not only did they have to look after the butcher's shop but the farm also made demands on Charlie's time. Not that he seemed to mind the long hours as it was soon evident he was a workaholic. Although preferring to start work in the butchery side of the business, his first love was the farm.

His active life was curtailed after it was confirmed in 1999 that he was suffering from



Parkinson's disease but, as far as possible, he did not let it interfere with what he wanted to do. He did withdraw from the frontline in the butcher's shop where two of his three daughters and a niece took over but only after he and his brother had transformed it into a busy store where customers were told the provenance of the meat they were buying.

He was also involved in the battle to get recognition for Stornoway black pudding, which had for years been a staple food in the crofting community. Lewis men and women who had left the island would send back requests to Charles Macleod and other butchers on the island for what has been described as the "best pudding in the United Kingdom", with its unique taste and texture reminding them of their homeland.

The battle was taken over to Brussels, where the politicians agreed in 2013 that the unique nature of the Stornoway black pudding had to be protected in a similar manner to such well-known products as Arbroath Smokies and Orkney cheese.

Sadly, by this time the tentacles of Parkinsons were taking over his body and he was confined to an electric wheel chair. Confined is the wrong word as, in his own determined way, he used this mode of transport to take him to local shows across the island.

As a beloved son of the island and one who relished island life, there was a big turnout at his funeral held where the comment was made: "Charlie would have loved this."

He is survived by his widow, Julia, his three daughters, Lorna, Shona and Ria, and their families, including two grandsons Charlie and Ronnie, and his granddaughter Eva, who only met her grandfather courtesy of being born seven weeks early.

Statement from The Scottish Venison Partnership

6 October 2015

An investigation by Food Standards Scotland over the course of the last week has established a possible link between nine cases across Scotland of E coli 0157 and a number of venison products with use-by dates between 4 September and 1 October 2015.

The products are: Scottish Slimmers venison sausages, Scottish Slimmers venison meatballs, grillsteaks (Highland Game) and venison steaks with pepper sauce (Highland Game).

As the use-by dates for these products have passed they are no longer on sale. There is the possibility, however, that they may be in freezers.

Food Standards Scotland has said:

"These products should not present a risk to health if they are handled and cooked properly. For advice on handling and cooking of meat and meat products please refer to the FSS website."

Stephen Gibbs, Chairman, the Scottish Venison Partnership, the representative organisation for the producers of Scottish venison, says:

"At this moment in time this advice is being given as a precautionary measure and in the interests of public health only as the link between venison and the contamination is unproven.

"The Scottish venison industry has an enviable food health record. We have a quality assurance scheme in place (Scottish Quality Wild Venison) that covers the majority of venison produced here and, as Scottish venison is predominantly meat from a wild animal, those involved in its production across all elements of the food chain are highly trained and skilled.

"Highland Game and the Scottish Venison Partnership are working with the authorities in order to establish how and where this possible contamination could have taken place.

"We believe this is an isolated, rogue incident in an industry that has an exemplary record in terms of food safety. Consumers should have every confidence in continuing to eat venison – but we cannot stress enough that storage and cooking instructions should be carefully followed exactly, as with any other meat product, as well as good personal hygiene in relation to food preparation."

Further information from:

Dick Playfair

Secretary

The Scottish Venison Partnership

Tel: 0131 445 5570

E: mail@scottish-venison.info

FOR SALE

A Large quantity of stainless steel counter trays.
Open to offers. Tel: Alan on 07801 793102.

FOR SALE

WS15 Automatic Weigh Price Wrapping Machine. No sensible offer refused. Tel: 07769686985

FOR SALE

Contents of Butchers shop that is closing on 31st October. (Owner retiring through ill health).
Counters, chills, mincer, vac packers, slicers etc. Tel: George Innes on 01343 821194

Scottish Craft Butcher Materials



Exterior Projecting signs are available now at a cost of £105 + VAT.

Van Vinyls 30cm x 30cm available now, free of charge. Blue on white or white on clear. Blank SCB template posters available at small cost.

Shop Window Vinyls: you should have received one in the postal tube sent out last month with the Festival of Steak posters. More are available on request. If your windows are smaller we now have 800mm and 400mm wide versions. Please call Bruce if you would like these (free of charge) Tel: 01738 637472.

Nolan's Butchers, Kilcullen, a perfectly formed Kildare enterprise



Nolan's Butchers of Kilcullen was established when Andy Nolan first opened a butcher's stall in 1886. He was followed by James G. Nolan who continued the business with his brothers, Andy and Mick, trading as Nolan Bros.

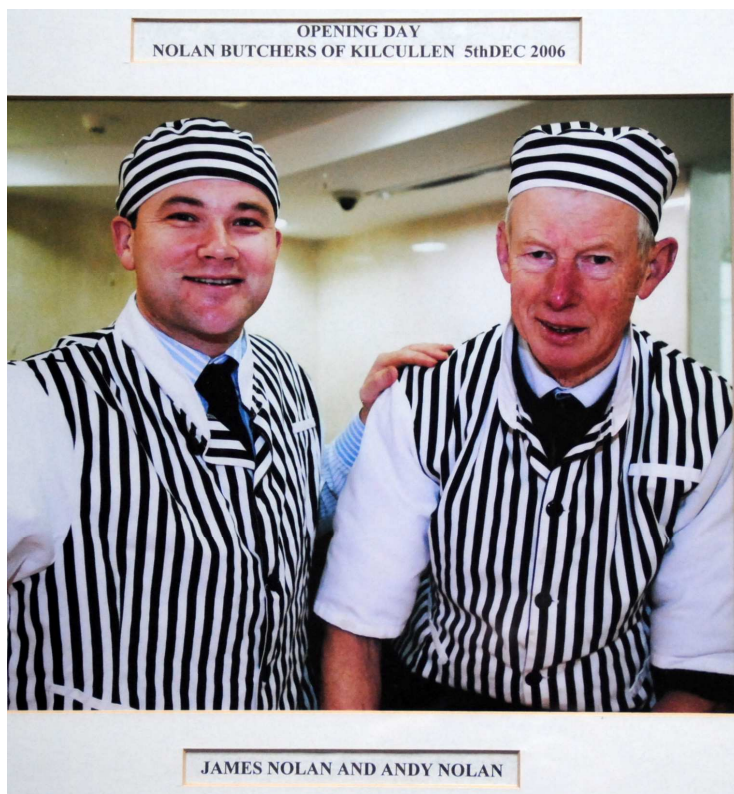
The brothers had a progressive and enterprising outlook. Andy Nolan concentrated first on consolidation and in later years on modernisation and expansion.



He recognised the importance of being able to comply with the rising standards required by the European Union Abattoir Regulations in 1988 and invested heavily in a new abattoir in 1992.

This turned out to be a critically important decision. It allowed Nolan's to continue their own slaughtering, retain full control over the production process, and ensure the continuation of their quality standards.

The business continues today with James Nolan at the head of operations. James is the first person to acknowledge that it was his father Andy who worked incredibly hard and who really built the business from nothing, developing their award-winning homemade sausages and puddings.



James joined the family business officially back in 1987 and studied the trade under his father until he formally took over in 2002. James felt it was important that he developed the business in a way that suited his strengths. He is just as particular as his father about quality. Good meat comes not just from what happens behind the counter.

The shop itself is more than just a shop. It is a 28,000 sq ft complex that includes a retail store, a fully EU licensed abattoir, boning hall, curing facility and all the required ancillary services and a large car park. Having everything on site gives the ability to have full control over the various processes and if problems arise they can be solved there and then.

Nolan's is described as a 'farm to fork' enterprise, which has become a very rare business type in Ireland today. All their beef comes from heifers from their own farm and other farms in the locality.

"My father took over the business in 1948 when he was just 19 years old and he built it from nothing," James explains. "All the money that he made, he reinvested into the business - he was so far ahead of his time. Just a phenomenal man."

James became more heavily involved in the family business throughout his teenage years. However, it was a difficult time for the young butcher, who having suffered from progressive renal failure since birth, started dialysis. Thankfully, James's sister Catherine was a 100pc donor match and he received a kidney transplant in July 1987.

"My initial thoughts on the business were that I knew it was what I wanted to do, but my angle was that we were going to have 15 or 16 Nolan's shops in various parts of the country," James explained.



"Then I got sick and luckily enough got my transplant and it changed my perspective on everything. My father always said you run one and you run it properly and that should be enough for you and I realised that was what I was going to do, that was my dream.

"So the shop is my number one, but I have a half a dozen retail food shops that we are supplying to as well and I am going to try and increase that over time," he added.

James is understandably conservative, however, in terms of the future retail market expansion of the Nolan's brand.



"Before I make that next step I always want to be sure that it's right for us and also that we are going to get paid," he explains. "There's loads of business out there, but what is the best fit for Nolan's?"

Expansion: In June 2006, James undertook a massive expansion. The doors were closed and the entire shop was demolished. Every brick was taken down except for the front façade, which is under a preservation order. The new store was opened on December 6, 2006. To continue trading during the refit was paramount to the business and so James set up a temporary butchers three doors down while the work was going on.

Over four years of thought and research went into the design and layout of the store to make it as enjoyable a shopping experience as possible. From the chill cabinets, to the 119 different light fittings, to the top quality Italian tiles, to the ergonomics - everything was individually selected with the customer's shopping experience in mind.



The meat displays are individually put together on a daily basis. The customer can access any section with ease including the wine, cheese, deli and then pay at an individual payment section.

Diversifying Business: Nolan's is not your 'normal' butchers shop and in the store there is a delicatessen, which sells local artisan pâtes, olives and chutneys. Fresh fish is delivered five mornings a week from a local supplier. In everything, absolute quality is the key.

However, what really makes Nolan's unique and renowned, is their beef. The beef is hand selected beef from Nolan's own farm, and other local farms, and dry aged for a minimum of 14 days in the old-fashioned way to ensure tenderness. All the lamb, pork and poultry are locally sourced and Nolan's cure their own bacon and ham. Black and white puddings are made in-house as are their famous sausages, which are fresh daily.

Customer Service: Attention to detail and a forensic approach to business, coupled with a quality product and excellent customer service, are the hallmarks of James' approach. "It's no good opening the door on Monday morning and hoping customers will come in. You have to give them a reason," said James. "I wanted to have the best shop, the best staff and the best product, and everything we do here is to that aim."

Recognition has followed and James is now no stranger to awards. In 2008, he was awarded the Retail Excellence Ireland Large Store of the Year and the title of Star Shop when the ACBI Star Shop Award followed.

In 2012, Nolan's was crowned Champion Butcher in the Countryside Alliance Champion of Champions Best Traditional Business, James has also won Gold for black and white puddings at ACBI's All Ireland Sausage and Pudding Finals, as well as eight gold medals from eight entries in the Good Taste Awards. James is justifiably proud of his achievements.



"We are delighted with the awards. To me this is a massive team victory. There are 25 staff here and some of the lads are here over 30 odd years. They are an incredibly loyal, hard-working bunch."

"The team here work very hard and it is lovely to be recognised for that. I must say that winning Shop of the Year has made a huge difference to business. The Leinster Leader and KFM Radio gave us a huge amount of publicity and we have seen a sharp increase in business after winning awards."

James believes that the competitions have been a tremendous help in promoting his business.

"By winning ACBI awards for products like sausages and puddings it reinforces the consistent quality of Nolan's produce to our customers. Awards also raise brand awareness and increase sales of these award winning products," says James.

Further Development: James is also a realist and acknowledges that while he is thrilled to win awards he feels that he still has a lot of work to do to develop his business in order to get it to where he wants it to be. He is honest enough to admit that future plans are tempered with a strong sense of realism in light of the world that we are living in today.



Against this backdrop, he feels that he has to keep pushing his business to perform at a higher level with a fresh approach coupled with new ideas that attract and appeal to his broad range of customers.

"We have raised the bar, but there is still more I can do to raise that bar again even further and that's the challenge for me now. You can't sit still," he said with a smile.

Next year over half a million small firms will have to comply with the new auto enrolment pensions legislation. Many business owners will have little or no experience of pensions and will be approaching auto enrolment with some trepidation.

To help get "AE ready" workplace pensions provider NOW: Pensions has prepared some top tips.

Top five tips to prepare for auto enrolment

1. A little planning goes a long way

For small businesses faced with the prospect of tackling auto enrolment, planning ahead shouldn't be underestimated. The Pensions Regulator recommends firms begin their planning 18 months in advance of their staging date but it seems their pleas are largely falling on deaf ears.

Research we conducted with 450 small and medium sized companies earlier this year revealed that 44% haven't given any thought to how they'll go about finding a provider for auto enrolment while over a fifth intend to rely on their existing provider.

Leaving auto enrolment to the last minute will inevitably result in more limited provider choice, increased administrative pressure and unnecessary stress. The simple truth is the longer businesses allow themselves to implement the changes, the easier the process will be.

2. Don't make any assumptions

Small firms planning to rely on their existing provider for auto enrolment should speak to them early on to ensure that the scheme qualifies for auto enrolment and to confirm that they are willing to extend it to all employees on the same terms.

3. Talk to your payroll provider

Companies with outsourced payroll arrangements should contact their payroll provider as soon as possible to find out what auto enrolment support they offer and which pension providers they work with. By selecting a pension provider that is already integrated with their payroll provider, firms can avoid unnecessary hassle and expense. So making enquiries early on is time well spent.

4. Cleanse your data

One of the biggest stumbling blocks with the auto enrolment process is inaccurate or incomplete payroll data. Taking time to ensure that payroll data is complete and entirely up to date will help avoid problems during the implementation process and beyond. Where possible, try and obtain e-mail addresses for all staff as issuing communications about auto enrolment via email is often cheaper and more efficient than post.

5. Give thought to contributing more than the minimum

Nearly one in five small and medium sized companies we surveyed say they plan to contribute more than the legislative minimum when they introduce auto enrolment.

More than half of those planning to pay more in believe doing so will help with the recruitment and retention of employees. This approach makes sense as high levels of staff turnover can act as a hidden drain on an employer's profitability.

In fact, research we conducted with 2,000 employees found that behind holiday entitlement, the quality of the pension is the benefit employees value the most with high employer contributions top of their wish list. So, while auto enrolment is a legal obligation, employers can view it as an opportunity to offer a benefit that will help attract and retain employees.

With the introduction of auto enrolment, employers are being asked to make important decisions that will have a long term impact on their employees' future finances. It's not a responsibility to be taken lightly so make sure you give it the time it deserves.

Available to all, NOW: Pensions offers a high quality, low cost workplace pension designed specifically with the auto enrolment market in mind. For more information visit www.nowpensions.com Tel: 07760 661803 Email: gill.mcclelland@nowpensions.com

Legislation covering specified non-bovine species

New legislation to further protect Scotland's livestock from Bovine Tuberculosis comes into effect.

Bovine TB is a serious infectious disease of cattle that can be passed on to other animals. Under the new rules, specified non-bovine animals – including alpaca, sheep and farmed deer – will now be subject to a regime of TB controls where incidents are disclosed.

The measures are designed to protect Scotland's official TB-free status and won support from industry and keepers in a Scottish Government consultation last year. Rural Affairs and the Environment Secretary Richard Lochhead said:
"Scotland has been officially TB free since 2009 and we want to stay that way. The cattle industry is already strictly regulated for TB but those legal powers in Scotland did not specifically cover controls of non-bovine

species, except deer, where TB is strongly suspected or confirmed.

"The new measures coming into force today will address that gap and ensure Scotland is fully prepared to deal with any TB outbreaks that might arise. The controls will also give us the powers to provide keepers of these non-bovine species with statutory compensation for animals slaughtered as a result of TB."

The Scottish Government has no plans to introduce a routine TB testing regime for non-bovine animals. The new powers will only be used where a TB incident is disclosed, for example through post mortem examination or where animals have been traced from a known breakdown herd.

Wanted

Each month SFMTA prints in this newsletter, average retail prices computed from figures submitted to their office. These are held in confidence and only averages are reported. Some butchers even set their own prices in the basis of this information! The more contributors we have the more representative these average prices will be. If you could contribute monthly by fax or by telephone please contact Bruce on 01738 637472 and he will be delighted to include your business' figures in the monthly calculations.



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TPS
(Scotland)
Serving the Food Industry

SFMTA Regional Meetings

Monday 2 nd November	Mercure Hotel (formerly Ramada Jarvis), just off M8 at Livingston
Tuesday 3 rd November	Seafield Café, Wemyss Bay
Monday 9 th November	Laichmoray Hotel, Elgin
Tuesday 10 th November	Hilton Doubletree Hotel, Dundee

The final regional meetings of the year will have another diverse agenda with something for everyone. A specialist beef farmer will be the guest speaker who will give information on how cattle are bred, reared and finished. Figures will be circulated explaining the economics of buying cattle live either direct or through an auction mart.

David Mooney of William Sword will give a talk on how to fire pastry products and there will be sampling of four scotch pies made by various producers for discussion. Colin Hewitson KRH will be present to give an update on his products.

The meetings will all start at 7.30pm with tea / coffee available from 7.00pm. Any members of staff who may be interested in any of the topics to be discussed are welcome to attend. Please confirm your attendance to Bruce on 01738 637472.

Extension of parental leave for working grans

The Chancellor, George Osborne, has announced that he will extend shared parental leave and pay to working grandparents. The purpose of the new system is to help support working families, reflecting government recognition of the crucial role grandparents play in providing childcare.

Evidence suggests that nearly 2 million grandparents have given up work, reduced their hours or taken time off to help cut down childcare costs. Currently, parents are entitled to take shared parental leave in the first year of their child's life or in the first year after their child's placement for adoption, subject to certain conditions. The government intends legislation in force by 2018.



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Derek's hard work is recognised

Derek Sonneschein started his journey into the meat industry in 2010 when he 16 years old. Derek was initially enrolled in the "get ready for work" scheme through the Falkirk Employment and Training Unit within Falkirk Council and was placed into Pauls Quality Butchers in Grangemouth to give him work experience.

Derek excelled in his role and was delighted when he was informed that Pauls Quality Butchers were going to employ him and enrol him on the SVQ level 2 Modern Apprentice programme in butchery retail skills.

Derek received quality instruction in butchery skills from his Manager Gordon Richards, and completed his SVQ level 2 Modern Apprentice qualification in August 2012. Derek was also nominated for the Falkirk Council Apprentice of the year in 2012.

Derek was offered a position in Gordon Richards' new business also in Grangemouth, and started working towards SVQ level 3 Modern Apprentice in Specialist Meat and Poultry Skills by completing such tasks as health and safety risk assessment, HACCP monitoring, customer survey, display planning and personal development. Derek also had to display high standards of communication, working with others and problem solving.



Above: Derek receives his Federation Diploma from Gordon Richards

Derek who comes from Denny, tackled all the projects with enthusiasm and provided high quality evidence throughout to achieve each unit with confidence.

In September 2014 at the end of his SVQ, Derek had not only built on his own confidence but had also provided his employer with new ideas and procedures which have improved the overall customer service within the business. Gordon Richards stated that he has been delighted with Derek's development and his approach, to not only his own course, but in the development of the new business.

After successful completion of his SVQ level 3 Modern Apprentice Qualification, Derek was then given the opportunity to work towards the Scottish Federation of Meat Traders "Federation Diploma" which is a prestigious and internationally recognised evidence of quality training and achievement in the Scottish Retail Meat Industry.

Derek has gained many skills throughout his Modern Apprenticeship programme to develop into a confident and mature individual who has a real passion for his profession and an enthusiasm, which can be best described as infectious. His employer through his commitment to training has gained a very valuable member of staff.

National Minimum Wage

With effect from 1st October 2015

£6.70 per hour (up 20p) for adult workers who are over 21 years

£5.30 per hour (up 17p) for the development rate which applies to workers between 18 and 20 years

£3.87 per hour (up 8p) for young workers who are under 18 years but above the compulsory school leaving age (not apprentices)

£3.30 per hour (up 57p) for apprentices under 19 years of age or those aged 19 and over but in the first year of their apprenticeship

Rare Opportunity for Pink Butcher

Muirhead member S Collins and Son pulled out all the stops to raise money for Breast Cancer Care with a fun-filled Pink Friday for shoppers – and collected more than £1,000.

Present to draw winning raffle tickets was legendary goalie Alan Rough, and top prize went to Muirhead lady Mrs Tierney, who received a special butcher's box worth £100.



Owner Stewart Collins, delighted with the £1,010 raised from the day said:

"We just want to thank everyone once again for the wonderful generosity they've shown over the past few weeks.

"We all know someone that has been affected by breast cancer, and we've raised enough to make a difference - and we are all already looking forward to next year."



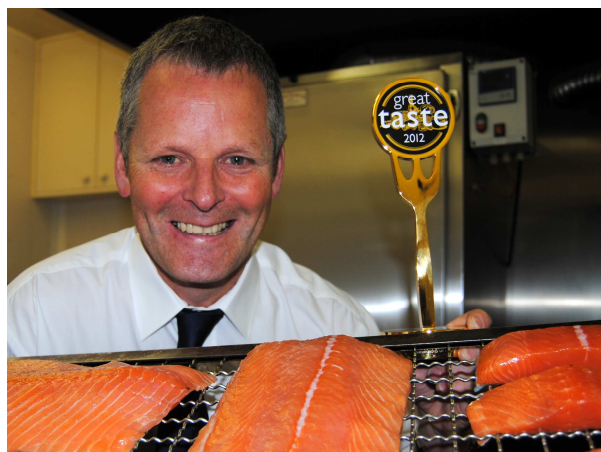
Great Taste Orkney Products for Christmas



Here are some of the products SFMTA member Donaldsons of Orkney would like to supply to butchers throughout Scotland, especially since Christmas is looming on the horizon.

100g packs of smoked beef,
100g packs of whisky ham and
100g packs of cold smoked sliced duck breast
(2 star Great Taste Awards).
Hot smoked salmon(3 star Great Taste Awards)
Hot smoked salmon pate(1 star Great Taste Awards).
Hot smoked chicken breast wrapped in streaky
bacon(1 star Great Taste Awards).
Hot smoked spiced beef
(150g packs 2 star Great Taste Awards).

Contact: Erik Donaldson
Donaldsons of Orkney
Tel: 01856872641
Fax: 01856872995
E-mail: donaldsonsoforkney@outlook.com
Web: www.donaldsonsoforkney.co.uk



Bulletin from SFMTA Health & Safety Advisers,

The National Health & Safety Company

This month we are looking at a topic that has had our enquiry line phone ringing over the last few weeks. It is **FFI** or **Fee For Intervention**; which was introduced in October 2012 and still causing confusion now – three years later.

We thought we would once again supply the links and the information governing, maybe explaining what the FFI is and what costs are involved.

For clients of NHASCO, you can rest assured that you have the necessary policies, procedures and back-up in place to make sure you are totally compliant with legislation – all you need to do is ensure you implement them and make sure your staff follow the procedures you put in place.

If you have any questions then do drop a line to technical@nhasco.com we will be very happy to answer them and point you in the right direction.

What is FFI?

Fee for Intervention (FFI) is HSE's cost recovery regime implemented from 1 October 2012, under regulations 23 to 25 of The Health and Safety (Fees) Regulations 2012.

These Regulations put a duty on HSE to recover its costs for carrying out its regulatory functions from those found to be in material breach of health and safety law.

Dutyholders who are compliant with the law, or where a breach is not material, will not be charged FFI for any work that HSE does with them.

Material breach

A material breach is when, in the opinion of the HSE inspector, there is or has been a contravention of health and safety law that requires them to issue notice in writing of that opinion to the dutyholder.

Written notification from an HSE inspector may be by a notification of contravention, an improvement or prohibition notice, or a prosecution and must include the following information:

- ☐ the law that the inspector's opinion relates to;
- ☐ the reasons for their opinion; and
- ☐ notification that a fee is payable to HSE.

Who does it apply to

FFI applies to dutyholders where HSE is the enforcing authority. This includes employers, self-employed people who put others (including their employees or members of the public) at risk, and some individuals acting in a capacity other than as an employee, e.g. partners. It includes:

- ☐ public and limited companies;
- ☐ general, limited and limited liability partnerships; and
- ☐ Crown and public bodies.

Hourly rate

The fee payable by dutyholders found to be in material breach of the law is £124 per hour. The total amount to be recovered will be based on the amount of time it takes HSE to identify and conclude its regulatory action, in relation to the material breach (including associated office work), multiplied by the relevant hourly rate. This will include part hours.

Administrative and financial arrangements

HSE is responsible for the administration of the FFI scheme, including issuing invoices and, if needed, debt recovery. As FFI fees arise from HSE carrying out its statutory functions, these fees fall outside the scope of VAT, so no VAT will be charged.

Guidance

The HSE site contains a wealth of material for dutyholders and employers who have responsibility for health and safety in their organisation.

It will help businesses and organisations understand what FFI means for them and how it fits with HSE's existing approach to enforcement.

Any doubt just phone the National Health & Safety Company: **Tel: 0560 3490 998**

A Free Lunch

All SFMTA members are cordially invited to our Federation's Annual General Meeting in The Club Room, Westerwood Hotel, Cumbernauld G68 0EW on Wednesday 25th November 2015.

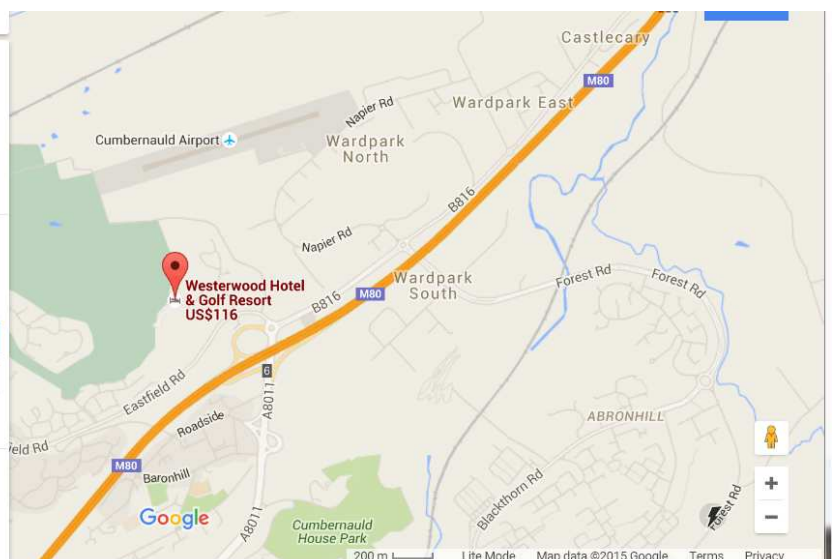
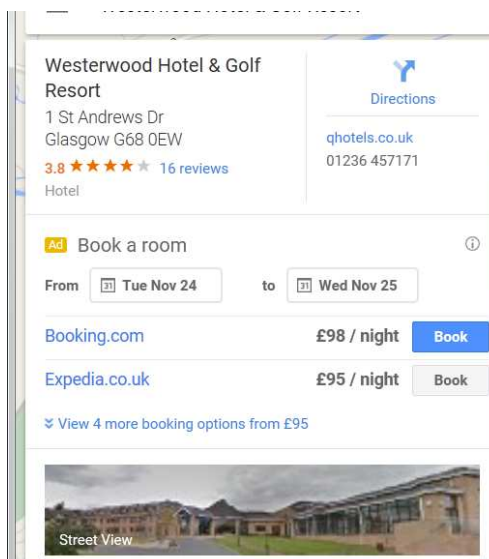
We would like you to join us at 12.30 for lunch at 1.00pm and at 2.15pm for our Annual General Meeting, Beaton Lindsay will be continuing as our President and we have three very interesting guest speakers.

1. Paul Kelly, KellyBronze
Farmer Dr Paul Kelly is the MD of Kelly Turkeys, based in Essex and chairman of British Turkey Federation.
2. Jonathan Winchester, Shopper Anonymous
Shopper Anonymous conducted mystery shopping in 40 members shops in the Highlands earlier this year. As well as running Shopper Anonymous, Jonathan is well known for his sound business advice and training seminars.
3. Gary Raeburn, Butcher, Huntly will talk about his experiences representing GB at the Tri-Nations Competition in Auckland, and his tour to New Zealand.

We would expect to have the meeting completed by 4.00pm.

I hope that you will be able to attend and will take this opportunity to meet up with Scottish Federation members, industry colleagues and old acquaintances.

Please let us know as soon as possible if you wish to attend the AGM and lunch. If you are able to get there earlier you are also welcome for the business part of the meeting which starts at 11.00am.



Kinross holds T in the Street

A major upgrade of the High Street, carried out by Perth and Kinross Council, was aimed at breathing fresh life into the town centre and attracting more visitors and private investment but road closures and disruption took its toll on businesses, which saw customer numbers plummet throughout the work.



Faced with months of upheaval during a new streetscape project, Hunters of Kinross feared for they could not last the 17 weeks of the project.

Pamela Hunter struck back by mounting a campaign on social media that caused their customers and sympathetic locals to come out in their numbers to ensure their High Street butcher was still there when the street re-opened.



On Saturday 3rd October the end of construction was marked with a massive street party organised by local businesses in conjunction with the Kinross-shire Local Events Organisation. Thousands of people enjoyed a packed programme of live music, demonstrations, attractions and games.

The day was blessed with blue skies and sunshine as crowds lined the streets to watch Kinross Pipe Band march the length of High Street. Headliners the Red Hot Chilli Pipers closed the show, before the street was officially reopened by Provost Liz Grant.

Among the main stage performers was Iain Hunter, known to fans as the singing butcher. Iain's award-winning High Street store was one of the worst affected by the roadworks.

"Our takings dropped by about 30% for the duration of the work," he said.

"But the street is looking fantastic, they've done a brilliant job. I really believe this will bring some long-term benefits to Kinross. The place looks spectacular now and it is a lot more attractive for visitors."

As he closed his set with his version of Barry White's My Everything, he told the crowd: "Thanks for supporting the shop and thanks for supporting the street."





"This is the Street at 4.00pm!!

It was pretty incredible. It's amazing what can be done overcoming all the obstacles and negatives by many other street traders.

A mammoth undertaking in a very short time.

Loop holes and brick walls but we got there.

It was a huge success and police were delighted that with 7000 attending there was not one incident!

If Kinross can do this in 8 weeks. Any town can."

Pamela Hunter



Olympian Launches QMS Schools Meat Voucher Scheme

Judo Olympian Sarah Clark visited Edinburgh butchers Findlays of Portobello to help launch the Quality Meat Scotland (QMS) Schools Meat Voucher Scheme for 2015.

The QMS school voucher initiative aims to support Scottish secondary schools to encourage pupils to learn to cook quick, tasty and healthy meals.

Every secondary school in Scotland is eligible to apply for a voucher worth up to £100 which can be exchanged at local retailers by the school for top quality meat such as Scotch Beef PGI, Scotch Lamb PGI and Specially Selected Pork.

The scheme was developed by QMS in response to concerns that tight budgets mean many Scottish schools are unable to afford fresh, red meat products for cookery lessons and pupils leaving school without the skills to cook simple, healthy meals.

Over 315 secondary schools took part in the initiative last year which is a key component in QMS's health and education work to ensure people understand the role of red meat in a healthy, balanced diet.



Billy Hoy from Findlays of Portobello, Judo Champion Sarah Clark and QMS Health and Education Executive Jenni Henderson launch the Schools Meat Voucher Scheme at Findlays of Portobello.

Three times judo Olympian and 2014 Commonwealth champion, Sarah Clark, who launched the initiative, recognises the importance of red meat in a healthy diet.

"During my time as an elite athlete, lean red meat was a very important part of my diet. It contains lots of protein which is used in the body to build and repair muscle and organ tissues and iron which helps form our red blood cells. As an athlete, lean red meat as part of a wide varied diet helped make sure my body had all the nutrients needed for training, competing and recovery."

Nutritionist Jenni Henderson, QMS Health and Education Executive, said: "We think it is really important to encourage Scottish secondary school pupils to eat well by showing them how to cook simple, nutritious meals which can be made on a budget. The feedback from schools has been fantastic with teachers clearly considering the voucher to be a very valuable resource."

"Lean red meat not only tastes good, but is a great source of protein, b-vitamins, iron and zinc. With more than a third of Scotland's young people lacking in iron, red meat is an essential part of a healthy, balanced diet."

Home Economics teachers across Scotland should apply for their voucher before 31 December 2015. The vouchers are worth up to £100, depending on the number of pupils on the school roll, and are valid until mid-February 2016. Vouchers can be redeemed at local butchers and retailers.

Home economics teachers can apply for their voucher via the QMS website: www.qmscotland.co.uk by clicking on Health and Education/Schools.

FOR SALE

Sheerline burger attachment for sale. Contact Margaret Greenlees Tel: 01571 844392

Blue Seal Turbofan G32MAX – Gas Convection Oven – four shelf. Contact Beaton Tel: 01738 621496

Retail Prices for w/e 24/10/15

AVERAGE PRICES	SFMTA OCTOBER	SFMTA SEPTEMBER	QMS OCTOBER	QMS SEPTEMBER
SCOTCH BEEF				
Fillet Steak	4052	4044	3998	3998
Sirloin Steak	2806	2809	2520	2520
Rolled Rib Roast	2137	2120		
Popeseye Steak	1773	1766	1738	1738
Topside	1433	1426	1161	1236
Round / Rump Steak	1393	1386		
Shoulder Steak	1160	1158	1101	1147
Rolled Brisket	1111	1101		
Steak Mince	1035	1035	870	875
Boiling Beef Bone In	706	701		
DOMESTIC LAMB				
Whole Leg of Lamb	1359	1359	1214	1199
Centre Cut Leg Bone In	1517	1517		
Gigot Lamb Chops	1734	1734		
Lamb Leg Steaks	1785	1785	1753	1753
Chump Lamb Chops	1689	1689		
Double Loin Lamb Chops	1744	1744	1616	1616
Single Loin Lamb Chops	1578	1578	1508	1508
Rolled Shoulder Lamb	1208	1208		
Lamb Shanks	727	727		
Diced Lamb	1450	1450	1361	1385
Minced Lamb	1298	1298	1229	1243
PORK				
Pork Tenderloin (Fillet)	1263	1263		
Pork Leg Steaks	978	978		
Double Loin Pork Chops	921	919	783	809
Single Loin Pork Chops	879	877		
Rolled Shoulder of Pork	744	738	708	699
Belly Pork	733	728		
Pork Loin Steaks	1061	1056	1055	1074
Diced Pork	832	830	739	761
PRODUCTS				
Beef Link Sausages	817	816		
Pork Link Sausages	817	814	660	660
Speciality Pork Sausages	866	862		
Sliced Beef Sausage	753	745		
Sliced Black Pudding	671	668		
Ball Haggis	776	774		
Scotch Pie	103	103		
Quarterpound Beefburger	108	108		
1lb Steak Ashette Pie	722	722		

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

Cattle Prices Stabilise as Supply and Demand Balances

After a somewhat volatile year so far, prices for prime beef cattle have now settled at a level very similar to that of 12 months ago, according to the latest market analysis by Quality Meat Scotland.

Over the first half of the year, per kilogramme prices were typically three per cent lower than in 2014, but were as much as six per cent lower during May. They rebounded strongly through June and July to be typically six per cent higher than last year.

"This market volatility can be attributed to a number of factors," said Stuart Ashworth, QMS Head of Economics Services.

"Certainly for the first half of the year the UK market was well supplied with beef," commented Mr Ashworth. "In early 2015 both the number of cattle reaching abattoirs and their carcase weights were higher than 12 months earlier.

"Despite carcase weights remaining high, by spring the quantity of beef available from UK abattoirs fell below year-earlier levels and was much lower during June," added Mr Ashworth. "Tonnages increased substantially during July and remained higher during August."

When adjusted for trade, UK supplies of beef were higher during January and February, lower from March to June and then higher again in July. Meanwhile Kantar market research data shows consumer demand for beef has remained similar to last year throughout 2015.

According to Mr Ashworth, the general trend in farmgate price does reflect the movements in the basic supply and demand equation - sliding in a well-supplied market and rising in an undersupplied market.

"The short-term management of stocks of beef in cold stores, however, will limit the speed of price movement," observed Mr Ashworth.

"So, although new supplies fell below last year's levels in the spring, short term supplies were influenced by the rundown of cold store stocks and producer prices continued to slide.

"By mid-May the much lower new supplies and lower volumes in cold store helped to chase producer prices higher."

Equally, he said, during July new supplies, adjusted for trade, were higher than a year earlier and farm gate price started to fall back. Also acting as a coolant on prices has been a decline in the values of fat and hides sold by abattoirs.

Nevertheless, according to Mr Ashworth, the rise in farmgate prices through August and September suggests that the supply and demand balance has become more equal.

"Indications of slaughter volumes during August and September suggest fewer prime animals reaching the market although cull cow numbers remain ahead of last year," observed Mr Ashworth.

Historic retail sales data points towards a general increase in purchases of beef through the autumn followed by firm demand through to the spring of the year.

"The weakening of Sterling in recent weeks makes imported beef less competitive and enhances export competitiveness," said Mr Ashworth.

"Our main overseas supplier, Ireland, is expected to see slaughter supplies tighten through the autumn - their June census data shows a decline of around 10% in the number of cattle over two years old and a three per cent decline in the one to two years old age group. English census data shows a similar pattern."

"It is not until the under one year age group that both Ireland and England show increases in stock numbers," commented Mr Ashworth.

"Therefore, the short term prospects for the beef producer remains one of firm prices."

Livestock Prices

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

BEEF PRICES	W/E 17/10/15	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	364.2 p/kg	367.1 p/kg	375.4 p/kg
Heifers dwt	366.8 p/kg	369.6 p/kg	376.3 p/kg
Young Bulls dwt	338.4 p/kg	338.0 p/kg	335.6 p/kg

Numbers

Steers	3638	3426	3915
Heifers	2775	2542	2700
Young Bulls	349	401	633

BEEF PRICES	W/E 14/10/15	Previous week	Previous year
Scottish Auctions			
Steers lwt	197.72 p/kg	203.46 p/kg	196.43 p/kg
Heifers lwt	204.04 p/kg	206.27 p/kg	206.63 p/kg
Young bulls lwt	155.49 p/kg	169.23 p/kg	141.83 p/kg

Numbers

Steers	153	154	207
Heifers	228	234	238
Young bulls	19	30	45

Deadweight cattle week ending 17th October 2015

	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	372.1	373.4	371.6	377.3	377.9	373.2	367.6	365.4
R	366.4	368.6	368.8	369.1	369.9	368.1	358.0	359.8
O+	357.5	363.0	363.2	353.4	360.6	358.2	348.3	-
-O	328.1	336.5	337.3	281.9	296.1	300.1	302.8	-

SHEEP PRICES	W/E 14/10/15	Previous week	Previous year
Scottish Auctions			
New Season SQQ lwt	139.58 p/kg	144.12 p/kg	151.38 p/kg
Ewes lwt	£49.13 /hd	£49.65 /hd	£50.90 /hd

Sheep numbers

Scottish Auctions			
New Season SQQ	13807	12548	14636
Ewes	8672	6540	7216

SHEEP PRICES	W/E 17/10/15	Previous week	Previous year
GB Abattoirs			
Lambs SQQ dwt	338.9 p/kg	338.7 p/kg	353.0 p/kg

Deadweight sheep week ending 17th October 2015 p/kg

	U	356.0	353.3	338.1
	R	344.1	340.8	329.5
	O	322.1	322.8	322.0

PIG PRICES	W/E 17/10/15	Previous week	Previous year
GB Abattoirs			
Standard Pig Price (SPP)	127.84 p/kg	127.84 p/kg	152.35 p/kg

GB deadweight pigs ending 17th October 2015 – p/kg					
	Method 1 and 2 p/kg dwt	Change		Method 1 and 2 p/kg dwt	Change
Up to 59.9 kg	103.13	+12.19	80.0 – 89.9 kg	128.90	-0.39
60.0 – 69.9 kg	126.92	+1.27	90 kg and over	122.94	-0.45
70-0 – 79.9 kg	129.51	-0.12			

Lamb Prices Challenged by Increase in Supply and Carcase Weights

The traditional increase in lambs on the market at this time of year, accompanied by a lift in carcase weights, is understandably starting to impact on lamb prices, according to the latest analysis by Quality Meat Scotland (QMS).

Historically, October is the month with the highest weekly kill of prime lambs in the UK and as the peak selling period approaches, producer prices are running at around 140 p/kg lwt, approximately 10p/kg lwt (6-7%) below last year.

Compared with 2014, the volume of lambs reaching the market has, notwithstanding the moving date of Muslim festivals, been running slightly ahead. A further feature of the current market, observed Mr Ashworth, has been an increase in carcase weights.

"During September, for example, Scottish abattoirs handled three per cent more prime lambs than last year and their carcase weights were 0.25kg heavier than last year," said Mr Ashworth.

"Between June and September UK abattoirs handled five per cent more lambs and five per cent fewer cull sheep than last year and produced seven per cent more sheepmeat."

The Scottish and UK market has therefore been better supplied with sheepmeat than last year and the trend looks on course to continue into October.

Ireland has also seen prime lamb supplies running ahead of last year over the June to August period. There, too, there has been a reduction in mature sheep slaughterings resulting in Irish sheepmeat supplies running some 1.2% higher over the June to August period. More recent information, however, shows Irish marketings of lambs during October have dipped below last year's levels.

In other parts of Europe the sheepmeat market has seen volumes decline, said Mr Ashworth.

"Spanish slaughter volumes, for example, have been running lower than last year - a continuation of a trend that has been in play for five years. Similarly in France sheep slaughterings so far this year have been 2.5% lower than last year although in August the kill was higher than last year," he said.

Despite the fall in production, France has imported six per cent less sheepmeat between January and July. The biggest loser here has been Ireland, said Mr Ashworth, as the UK supplied slightly more than last year taking a greater share of the market.

"Following the weakening of Sterling over the past month the current Scottish price, when adjusted for exchange rate, is only around one per cent higher than it was last year when quoted in Euro, while the Irish price is 2.5% higher. UK processors are therefore remaining competitive in the French market," stated Mr Ashworth.

"Furthermore, the decline in sheep numbers in many parts of the world, including Australia and New Zealand, along with the re-opening of some Chinese tanneries following investments to manage their environmental impact has led to some strengthening in the sheepskin market. These factors combine to offer support for the current producer price."

WANTED

MODERN APPRENTICES

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