

# FEDERATION NEWS

THE NEWSLETTER FOR SCOTLAND'S CRAFT BUTCHERS



SCOTTISH FEDERATION OF MEAT TRADERS

## Butchers are winners

OCTOBER 2006



All the news from the 2006 Scottish Meat Challenge including Meat To Go Awards, and Meat Skills Scotland winners. Beef Sausage, Black Pudding and Speciality Sausage Champions – next month.



This Month

**Enclosed - Keurslager  
Event Invite**

**National Minimum  
Wage Change**

**Help with Costings**

**Boy loses arm in  
butcher's mincer**

**Food Hygiene  
Information Scheme**

**Stress Management  
Course**

**Food Miles**

**Scottish Market  
Prices**



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## MSPs Savour Taste of Scotch Lamb

Led by the Minister for Food, Ross Finnie, a group of Scottish MSPs took the opportunity to try out a new tasting concept, Gourmet Lamb Tasting, organised by Quality Meat Scotland at the Scottish Parliament.

The idea behind Gourmet Lamb Tasting is to illustrate the variety of tastes and textures found in lamb and ultimately to educate consumers to differentiate by quality. The event was one of the highlights of the Festival of Scotch Lamb being celebrated throughout Scotland during the month of September.

The tasting session was hosted by QMS Head of Marketing and qualified meat taster, Laurent Vernet. He said: "More and more consumers are waking up to the fact that lamb is a truly versatile red meat. We want to drive home the message to shoppers about the benefits of choosing Scotch Lamb, so that people can taste the difference from eating lamb reared on Scotland's natural pastures, backed by an Assurance Scheme that guarantees consumers high production standards every step of the way, from farm gate to the dinner plate."

The concept of meat tasting originates from France, where enjoying the nuances in taste from different breeds, cuts and maturities of lamb and beef in a similar way to wine tasting is commonplace.

The MSPs were offered samples of the different types of lamb currently being produced in Scotland, from the traditional Scottish Blackface, typically farmed in the more remote hill areas, to the continental breeds such as Texel favoured by lowland farmers. A key factor in determining the taste of lamb is the type of forage available and samples of Shetland Lamb, flavoured by a typical seaweed diet, were served up.



Mr Vernet added that September is officially the season for Scotch Lamb, and QMS are giving people across Scotland a chance to try it as the tasting teams take to the road, appearing at over 100 supermarkets throughout September, with recipe suggestions and cooking time guides.

Consumers will also be given the opportunity to enter a nationwide competition to win a gourmet meal to the value of up to £2,000 at a Scottish restaurant of their choice. To enter the competition, visit [www.mealofthemoment.com](http://www.mealofthemoment.com)

# Boy loses arm in mincer accident

A 15-year-old boy lost his arm after it was trapped in a butcher's shop mincer for two hours. Sam Ashworth was working at J & B Fitton Ltd, Rochdale Road, in Shaw, Greater Manchester when the horrendous accident happened on Saturday 16<sup>th</sup> September. Surgeons amputated his right arm above the elbow at the scene after a team was called in from the Royal Oldham Hospital.

A spokesman for the North West Ambulance Service said: "We arrived at the shop on Saturday at 9am and found that a teenage boy had his arm jammed in a machine. A rapid response crew of a doctor and nurse were called and asked for surgeons to attend because of the extent of the boy's injuries."

Following the amputation, Sam was rushed to hospital with a consultant anaesthetist and had further treatment which lasted an hour. A spokesman for Oldham Council said a health and safety investigation had been launched.

Delwyn Wray, head of operations for North-West Ambulance Service, said: "This was a particularly harrowing incident in which some difficult decisions had to be made by the family to save this boy's life. Both they and the patient's work colleagues acted with an immense amount of courage and bravery ensuring he remained calm throughout the procedure. It required the involvement of a number of medical professionals. They worked together to ensure the patient was supported as much as possible during this traumatic experience."

Paramedics were called to the shop, near to the teenager's home where he had a weekend job. He was heavily sedated and a spokesman for the Royal Oldham Hospital said: "A doctor and a nurse assessed the situation and called out two surgeons from the hospital. The procedure was carried out and he was accompanied by a consultant anaesthetist to theatre where he had further treatment which lasted an hour."

Another worker was treated for shock. A spokesman for J & B Fitton Ltd was unable to comment.

## Special Report

The parents of a Sam Ashworth whose arm was amputated when it became trapped in a butcher's mincer have praised their 'remarkably brave' son.



When it was finally decided the arm could not be saved, parents Stephen and Wendy reluctantly gave permission for the arm to be severed above the elbow in order for it to be freed from the mincing machine. Sam's dad Stephen said his son's attitude throughout and speedy recovery have been miraculous. He said. "Sam was so calm and brave I couldn't get over it. He never cried once, yet he could so easily have died. Thank God he's alive. He's my only boy and very special. We love him to pieces."

Chris Elsworth was one of the team of surgeons from the Royal Oldham called out by paramedics who were first at the scene of the accident. He said: "All the other options had been exhausted – we couldn't take the machine apart, nor could we remove it and take it to the hospital.

Because of the position of the machine, the space was very confined, so it was quite awkward. It is very rare to have a situation like this – certainly I have never had to go out of the hospital like this before."

Sam's mum Wendy paid tribute to the staff at the shop, neighbours, fire fighters, paramedics, doctors, nurses and surgeons. Dad Stephen, an industrial cleaner, said: "He does know how serious this is but he seems to be ok with it and is very cheerful. He's itching to get out of hospital.



## Health and Safety Bulletin

### Accidents with Dangerous Machinery

The Federation's Health and Safety Adviser *John Gunster* writes, you will have read of the accident to a 15 year old boy on 16<sup>th</sup> September 2006, who as a result of an accident involving a 'Mincing Machine' had to have his arm amputated.

These are the salient points:

- The boys arm became trapped in a mincer.
- He was stuck in the machine for 2 hours.
- He was operating the mincer as part of his Saturday job.
- One of the hospital staff sat and held him up for two hours.
- His arm was amputated in the shop.
- Health and Safety investigation underway.

A similar traumatic accident occurred in June 2006 in a bakery situation:

- A man became trapped in a Dough-Milling machine.
- The machine guard was broken.
- The bakery was prosecuted on two points of health and safety law:
  - Failure to prevent access to dangerous parts of a machine
  - Failure to make sufficient risk assessments
- Prosecution resulted in £25000 fine + £3000 court costs.

Although I don't have all of the details of the incident involving the boy and the mincer I can be certain that both of the above incidents were avoidable.

For those of you that do take the time to read the 'Safety' related bulletins in the Federation News will know by now that I do bang on about the need for risk assessment, suitable and sufficient training and going back to the article on Young Persons in April 2005, the need for supervision of young persons.

Some local authorities have local by-laws which relate to young persons and use of dangerous machinery but not all areas are the same.

The reason I emphasise these points is to help reduce the likelihood of similar accidents happening in your premises.

### ***What do you need to do?***

- Review the use of dangerous machinery including
  - Meat mincing machines
  - Rotary knife bowl-type chopping machines (bowl cutters)
  - Bandsaw
  - Circular knife slicing machines
  - Machines with a circular saw blade
  
- Consider the capability of those using the machines
- Maintain the machines, particularly guarding
- Carry out suitable training for those using the machines
- Supervise young and/or inexperienced operators
  
- Record all of this in the form of a Risk Assessment
- Bring the findings of the risk assessment to the attention of all involved in the use of the machines
- Monitor the safe use of machinery

More guidance can be found in HSG 45, Safety in Meat Preparation; Guidance for Butchers.

### **Can you afford a £25000 fine plus all the anguish, bad publicity and increased insurance costs?**

Remember the fine comes out of your profit and as a breach of health and safety law is not covered by any insurance.

If you still feel unsure of what to do next I can be contacted direct or through the Federation.

*John Gunster*

Health and Safety Adviser

# Training

In this busy world we live and work in, coping with ever increasing industry regulations, employment law and financial constraints, it is often easier to dismiss staff training as being irrelevant or not important, when in reality it can help your business flourish.



How does it work?

Your staff may already have a high level of skills, but no formal qualifications. SMT training courses can give them the opportunity to refresh their skills, learn new techniques and understand legislation changes.

You may have recently taken on a young person, new into our industry, with everything still to learn. Our range of qualifications will allow you to develop this person to their full potential.

By investing in training you will have a more able, more confident and loyal workforce.

SMT have a range of qualifications available:

- Hygiene Training
- SVQ level 2 and 3 in Meat and Poultry Processing
- SVQ level 2 in Food and Drink Manufacturing Operations
- Modern Apprenticeship
- Customer Service Award
- Craftsman Certificate
- Federation Diploma

We would be delighted to discuss your individual business needs and the qualifications to suit your workforce and your business.

Give us a ring – what do you have to lose? Telephone Sandra Lennox on 01738 637785

## Dutch Butchers Demonstrations

An invite to these events that run from Monday 23<sup>rd</sup> October to Thursday 26<sup>th</sup> October, is enclosed with this Newsletter. Please book your places ASAP.

## Stress Management Course

Scottish Bakery Training has recently opened a purpose built training facility at Larbert. Once all the equipment is in place and commissioned SMT would hope to work closely with our fellow craftsmen to put on practical courses. It is hoped that steak pie and savoury pastry manufacture could be supported by one day courses.

The first training course that we can offer in conjunction with Scottish Bakery training is a stress management course. This will take place in Larbert on Tuesday 17<sup>th</sup> October and if there is sufficient interest shown will be run again two days later in the Highlands and Islands area at a location to suit those interested. The course is offered to Scottish Federation members at the same price as the members of the Association of Scottish Master Bakers will pay, £70.

Please see the green insert in this Newsletter.

# Retail Trends

Suzie Carlaw, Marketing Manager at QMS gave a short presentation on the retail market place within Scotland at the Scottish Meat Challenge. The data, compiled by TNS – a major research company – stunned and pleasantly surprised the audience. Over 15,000 consumers fill in a diary every month with details of what they purchased; when; where; prices; weights etc.

Sliced cooked meats are the largest category with over £182 million last year – a growth of 5% year on year (YOY), after this falls chicken at £169 million then beef at almost £159 million.

When we look at the GB butchery market in particular, we can see that as a sector there is some decline within the market place with expenditure sales falling slightly YOY and volume sales falling by 3.5%. This shows that, in general, red meat within butchery stores is more expensive in relation to price per kilogram.

However, when we look at the Scottish butchery market – there is a different story being told .... Both value and volume have increased over the last year in Scotland – bucking the trend when compared to GB. Although this is on a smaller scale, so percentages are always I think it is very positive news for the industry. This growth has added £3.5m to the category.

The growth in Scottish Butchers has come through increased purchase frequency, trip volume and price/volume, with only a small drop in penetration (through Lamb and Beef) slightly off setting this growth. Where the growth worth £3.5 million has come from:-

The average price increase of 4.4% has attributed £1.8million

The volume increase of 4.1% has contributed an increase of £1.7million into the category

This can be split down into penetration, which has fallen slightly taking £411,000 out of the market; but the average weight purchased in a year has increased by 5.1% relating to an increase of £2.1 million

Purchase frequency is up 2% and not only are consumers purchasing more frequently, they are also purchasing more per trip. In addition to this there are some shoppers switching from the multiple retailers (mainly Morrisons, Tesco, Asda and Somerfield) back to the independent butchers to benefit from your unique offerings, experience and good quality products.

The gains have come from Morrisons, Tesco, Asda and Somerfield.

These are YOY gains and the key question is “Are these long term trends”?

Butchers have been gaining from Morrisons since July 05, while this trend does not look to be increasing it does look steady.

Butchers are gaining from Tesco and have been since January but this looks steady.

Butchers are gaining from Asda and this looks to be steadily increasing.

Butchers have gained from Somerfield since March 06 and this trend looks to be steady.

We all know that the retail market is fierce in competition and Suzie reminded everyone to focus upon what is the key to success in your local market:

Look at your trading patterns – do they suit the local customer? If not what can you do differently – for example later opening in the evenings.

Playing to strengths of quality and unique produce, years of experience, customer service.

Becoming as user friendly as possible – become the person your customer comes to for advice re meat, be it recipe ideas to basic cooking times to how much they will need for a dinner party – if you can build up a personal rapport with your customers – it is gold, as the multiple retailers can not, by their very nature and size, do this as well as you.

Keep up the good work!

# MEAT TO GO AWARDS

Awards presented at the Scottish Meat Challenge on Wednesday 20<sup>th</sup> September 2006.



## CATEGORY: READY TO COOK

### DIAMOND AWARD

Minty Lamb Noisette En Croute	<a href="#">Bruce of the Broch, 22 Broad Street, Fraserburgh</a>
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### GOLD AWARDS

Steak Roulade with caramelised onion and cracked black pepper	<a href="#">Forbes Raeburn &amp; Sons, Huntly</a>
Cordon Bleu Pork Loin	<a href="#">Forbes Raeburn &amp; Sons, Huntly</a>
Minty Lamb Loin	<a href="#">Forbes Raeburn &amp; Sons, Huntly</a>
Sweet Red Chilli Stir Fry	<a href="#">James Rae &amp; Son, Polmont</a>
Pork Saltimbocca	<a href="#">Ness Foods, Inverness</a>
Italian Meatballs	<a href="#">R Mackenzie &amp; Son, Johnstone</a>
Pork Loin with Honey & Mustard	<a href="#">S Collins &amp; Son, Muirhead</a>
Pork, Sage & Apple Parcels	<a href="#">A &amp; I Quality Butchers, Culloden</a>
Beef Wellington	<a href="#">Crombies of Edinburgh</a>
Hungarian Beef Goulash	<a href="#">Crombies of Edinburgh</a>

### SILVER AWARDS

Steak Log	<a href="#">A E Brown &amp; Son, Turriff</a>
Meatball and Chicken Kebab	<a href="#">A E Brown &amp; Son, Turriff</a>
Spicy Lamb Wrap	<a href="#">Duncan Fraser &amp; Son, Inverness</a>
Pork Smokey Jambos	<a href="#">Duncan Fraser &amp; Son, Inverness</a>
Thick & Sticky Pork Stir Fry	<a href="#">Duncan Fraser &amp; Son, Inverness</a>
Lamb Loin with Orange & Mint Stuffing	<a href="#">Forbes Raeburn &amp; Sons, Huntly</a>
Aberdeen Angus Fillet with Garlic & Red Pepper Filling	<a href="#">Forbes Raeburn &amp; Sons, Huntly</a>
Beef Stroganoff	<a href="#">J B Houston, Dumfries</a>
Apricot & Ginger Stuffed Loin	<a href="#">J B Houston, Dumfries</a>
Meat Balls	<a href="#">James Rae &amp; Son, Polmont</a>
Beef Saltimbocca	<a href="#">Ness Foods, Inverness</a>
Spicy Italian Meat Balls	<a href="#">Prentice Butchers, Duns</a>
Chinese Stir Fry	<a href="#">R Mackenzie &amp; Son, Johnstone</a>
Capo Olivart Lamb Kebab	<a href="#">S Collins &amp; Son, Muirhead</a>
Chinese Mini Bites	<a href="#">Thomas Johnston Quality Butchers, Falkirk</a>
Caribbean Pork Pockets	<a href="#">Thos A Shaw, Lauder</a>

# MEAT TO GO AWARDS

Awards presented at the Scottish Meat Challenge on Wednesday 20<sup>th</sup> September 2006.



All the Meat To Go Award winners were photographed receiving their certificates and those along with a press release was sent to their local newspapers.



Alastair Bruce of Bruce of the Broch received his Diamond Award from Uel Morton, Chief executive of Quality Meat Scotland

## CATEGORY: READY TO EAT

### DIAMOND AWARD

Home Cured Pepper Ham	<a href="#">Scott Brothers, Strathmartine Road, Dundee</a>
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### GOLD AWARDS

Chicken and Ham Pasta Salad	<a href="#">A E Brown &amp; Son, 14 Main Street, Turriff</a>
Honey Roast Ham	<a href="#">Bruce of the Broch, 22 Broad Street, Fraserburgh</a>
Smoked Brisket	<a href="#">Crombies of Edinburgh</a>

### SILVER AWARDS

Meat Loaf	<a href="#">Halliwells Quality Butcher, Selkirk</a>
Scotch Egg	<a href="#">John Lawson, Uphall</a>
Spring Lamb Royal Mint & Rosemary Stuffing	<a href="#">Thomas Johnston Quality Butchers, Falkirk</a>
Stuffed Chinese Plum Pork	<a href="#">Thomas Johnston Quality Butchers, Falkirk</a>
Smoked Pork Loin with Honey	<a href="#">Thos A Shaw, Lauder</a>

## CATEGORY: READY TO HEAT

### DIAMOND AWARD

Scottish Beef Stroganoff with Wild Rice	<a href="#">Simon Howie Retail, High Street, Perth</a>
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### GOLD AWARDS

Cottage Pie	<a href="#">Auchengree Farm Shop, Glengarnock</a>
Lasagne	<a href="#">Auchengree Farm Shop, Glengarnock</a>
Steak & Pastry Dinner	<a href="#">Bert Fowlie, Strichen</a>
Mince Tattie & Mealie	<a href="#">Bert Fowlie, Strichen</a>
Spale Bone of Beef Borderlaise	<a href="#">Boghall Butchers, Boghall, Bathgate</a>
Pot Roasted Lamb Shank	<a href="#">Boghall Butchers, Boghall, Bathgate</a>
Steak & Haggis Dinner	<a href="#">Bruce of the Broch, Fraserburgh</a>
Sausage Champ	<a href="#">Crombies of Edinburgh</a>
Lasagne	<a href="#">Halliwells Quality Butcher, Selkirk</a>
Lasagne	<a href="#">Hugh Black &amp; Sons, Lanark</a>
Lamb Rogan Josh	<a href="#">J B Houston, Greenbrae Loaning, Dumfries</a>
Austrian Style Kebab	<a href="#">Scott Brothers, Strathmartine Road, Dundee</a>
Smoked Beef Casserole with Creamy Mash	<a href="#">Simon Howie Retail, High Street, Perth</a>

### SILVER AWARDS

Pepper Steak Stramash	<a href="#">A E Brown &amp; Son, 14 Main Street, Turriff</a>
Breakfast Quiche	<a href="#">Auchengree Farm Shop, Glengarnock</a>
Haggis Mince Neeps & Tatties	<a href="#">Bert Fowlie, Strichen</a>
Shoulder Lamb with Madiera Wine	<a href="#">Boghall Butchers, Boghall, Bathgate</a>
Medallion of Pork Chasseur	<a href="#">Boghall Butchers, Boghall, Bathgate</a>
Shepherds Pie	<a href="#">Halliwells Quality Butcher, Selkirk</a>
Stew & Potato Meal	<a href="#">Hugh Black &amp; Sons, Lanark</a>
Lasagne	<a href="#">John Lawson, Uphall</a>
Lamb Cassolette	<a href="#">Ness Foods, Inverness</a>
Lasagne	<a href="#">Thomas Johnston Quality Butchers, Falkirk</a>

# MEAT TO GO AWARDS

Awards presented at the Scottish Meat Challenge on Wednesday 20<sup>th</sup> September 2006.



*David Jarron accepted the Diamond Award for Scott Brothers, Dundee's Home Cured Pepper Ham*



*Simon Howie and Gary Conacher received the Diamond Award in the Ready to Heat Category for their Scottish Beef Stroganoff with Wild Rice from Uel Morton, Chief Executive, QMS.*

# BUSINESS INSURANCE

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on your  
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**Jardine Lloyd Thompson (JLT) are working with the Scottish Federation of Meat Traders Associations to bring you a great deal on your insurance.**

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Or e-mail us at [businessinsurance@jltgroup.com](mailto:businessinsurance@jltgroup.com)

Quote reference SFM3



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4647-09/06

# Finalists in Meat Skills Scotland 2006

## Over 22 Category

In the Meat Skills Final on 20<sup>th</sup> September entrants were allocated 2½ hours to work on One Shoulder of Pork, One Leg of Lamb and a Thick Flank of Beef.

Right: - South of Scotland O22 Winner  
Alan McCormack from John Saunderson Ltd  
Tollcross, Edinburgh



Left:- Clive Lavelle  
Guest from Castlebar,  
Co. Mayo, Ireland



Scottish Butcher of the Year 2006, for the fourth successive year was Richard Megahy from Simon Howie Retail, Perth.



# Finalists in Meat Skills Scotland 2006

## Under 22

Colin Hay	Lees, Butchers	Yetholm	South Winner
James Waters	R Stalker & Son	Dalry	South Runner Up
Keith McLagan	Bruce Brymer	Brechin	North Winner
Gary Raeburn	Forbes Raeburn & Sons	Huntly	North Runner Up

In the Final these entrants were allocated 2½ hours to work on One Shoulder of Pork, One pair Loins of Lamb, One Silverside of Beef



The meat for the final was supplied by Millers of Speyside.





## New Hygiene Scheme Opens Doors for Consumers

Butchers in certain pilot areas will soon be able to place a hygiene certificate in their windows to give their customers greater confidence when choosing to shop with them. Based on the most recent EHO's report businesses will be given a Pass certificate by their local environmental health department should they come up to standard. It is anticipated that butchers should be able to demonstrate that they are complying with legislation and be awarded a notice to proudly display in their window.

Consumers will be able to see how well food businesses in their area have fared in hygiene inspections under a two-year pilot scheme to be launched on 6 November.



The Food Hygiene Information Scheme is being run in Perth and parts of Aberdeen, Edinburgh, East Fife and Renfrewshire, and applies to all premises supplying food to the public in those areas.

It was developed and implemented in Scotland by the Food Standards Agency Scotland with the support of consumer organisations, industry and local authorities.

Around 3,000 establishments are taking part in the pilot and from the launch date they will be asked to display certificates prominently on the door or window of their premises, showing how well they did in their last hygiene inspection.

These certificates, based on current inspection records will say "Pass" or "Improvement Required". An "Awaiting Inspection" certificate will be available for new businesses.

George Paterson, Director, FSA Scotland said: "This scheme is designed to give consumers clear information that is easy to understand and which helps them make informed choices about the hygiene standards in the outlets in their area.

"Our Scottish Consumer Attitudes Survey 2005 showed that many people were concerned about hygiene in food outlets, as such it makes sense for businesses to put customers and food hygiene at the top of their agenda. The more confident customers are in a business' food hygiene, the more likely they are to come back!

"We hope this new scheme will increase consumer confidence and help people make informed choices about where they eat or buy their food."

Freedom of Information legislation and discussions with stakeholders have prompted the Agency to consider developing a UK-wide initiative. Two pilots will also run in England from early 2007. All three will be evaluated in due course.

### Scotch Pie Week

**Join the event that benefits butchers and bakers, everyone wants to be part of this fabulous traditional Scottish event!**

**See the enclosed brochure.**

**Entry Forms for 2006 Scotch Pie Competition are available from 0131 229 1401**

## Welcome to New Members

New Member - George Low & Son,  
88 Langlands Road, Govan,  
Glasgow, G51 3BQ (picture right)

John Clayton, Shotts shop has been taken  
over by James Moffat now called James  
Moffat Oualitv Butchers.



## New RFID system monitors refrigerated transport

Transport management systems company Secureseal has developed a wireless temperature monitoring system for refrigerated trailers in transport yards and critical points within the site. The ID's and temperatures of trailers parked up or being chilled for loading are transmitted to the transport office using specially-developed low power radio frequency technology, it said. This wireless transmission eliminates the need for walk-arounds to check temperature status of each trailer.

The system is an enhancement to SecureTemp, an in-cab trailer alert system that provides wireless connection to RFID temperature sensors in chilled compartments. SecureTemp helps chilled fleet operators fulfil their due diligence obligations as well as reducing the cost of spoiled loads and lost orders.

The radio frequency transmitters with a range of up to 200 metres offer a five-year battery life. Linked to PCs in the transport office or warehouse, the system provides data automatically giving staff an instant check on which trailers are in the yard, which are being chilled and at what temperature. The system also monitors during loading and on departure to ensure compliance and load protection at anytime the trailer is on site.

When on the road, SecureTemp alerts the driver if the refrigerated unit on a trailer fails, allowing remedial action to be taken before a load is spoilt. The unique 'Search and Mate' system has a long-life battery powered RFID temperature transmitter fitted inside the trailer and an in-cab receiver with an audible and visual LED display.

## Britons 'not worried about food miles'

Most Britons do not care where the fruit and vegetables they buy come from, are not motivated to buy British and don't consider 'food miles' in their purchases, according to a new survey.

The over-50s are most likely to take such considerations into account, while younger adults are least likely, the British Market Research Bureau found.

In the survey of 997 people, 61 per cent are not concerned which country their produce came from, with only 9 per cent describing themselves as 'very concerned' and 30 per cent 'fairly concerned' about the issue. While 54 per cent of the over-50s said they regularly or always buy produce grown in this country, just 32 per cent of 25-34s do so.

Similarly, only 36 per cent of shoppers know what 'food miles' are - the distance goods have travelled to reach the British shops, which is a big issue to environmental campaigners.

Just over half those surveyed, 52 per cent, believe the UK should import less food so that the environmental damage is limited, even if there is less variety in shops and food costs more as a result. But 23 per cent think this country should maintain - or even increase - imports of food, in order to preserve variety and keep costs low.

## Discounters predicted to double market share

According to a report by strategic research consultancy Allegra Strategies, hard discounters, such as the German chains [Aldi](#) and Lidl, are set to double their share of the UK grocery market from 5% now to a projected 10% over the next decade.

It is predicted that the hard discounter store format will be the grocery sector's fastest growing distribution channel over the next five years. The research company forecast that accelerating store expansion will see overall sales grow by 86%, or £2.6bn, over the 2005-2010 period.

Allegra attributed this growth to the adaptive retail thinking tailored to the UK market that German hard discounters are increasingly adopting – the results being encouraging sales growth, market share gains and improving profitability. An upshot of this improved performance is the confidence Aldi and Lidl have gained to significantly expand their UK operations.

As hard discounters become more significant to the overall grocery sector, "suppliers will find the growth prospects difficult to ignore and more brands will be introduced and this will strengthen customer choice."

Likewise, supermarkets will have to respond by strengthening their perishable offers, developing more segmented customer appeal and targeting non-food offers more aggressively, the report suggested.

The author of the research report, Steve Gotham, said: "We are now seeing the emergence of 'second generation' discounter stores. Perishable ranges are being extended and more branded and premium lines are being offered in larger, better-equipped stores that provide improved shopping experiences. This softening of the retail proposition is increasingly making the original 'hard discounter' label redundant. And in the process, it is leading to more consumers re-appraising their former, largely 'downmarket' store perceptions."

## Heinz relaunches HP beans

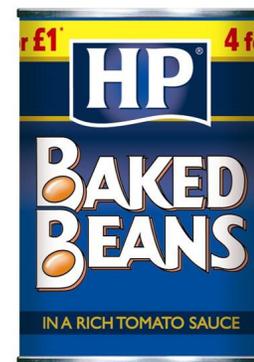
New packaging is designed to play on recognition of the HP brand. Heinz, the market leader in the baked beans category, say that since acquiring HP its first move will be to re-launch HP Baked Beans to the convenience and impulse category.

"The new reduced salt recipe and refreshed packaging means consumers can continue to enjoy these great value beans, which have been price marked to help drive average weight of purchase through independent and convenience stores," a spokesperson for Heinz said.

Price marked packs will be introduced as a trial offering, the company said. Convenience and impulse stores will be supplied with price marked beans, giving independent retailers the opportunity to offer the brand at a competitive price.

The new packaging reflects the familiar HP design to maintain the high levels of recognition and customer loyalty the brand enjoys. However, the recipe has been altered slightly to reduce levels of salt in response to consumer research.

Nicky Cummerfield, brand manager, HP Baked Beans said: "HP Baked Beans gives convenience and independent retailers a chance to offer consumers HP beans at great value prices, while enjoying good returns from the strong margin offered by one of the UK's well known brands. This is just the first activity Heinz is undertaking with the newly acquired HP beans brand."



# **Glasgow Meat Trades Annual Dinner Dance**

**Featuring  
"The Purple Heather Band"  
Playing Modern Ceilidh Disco**

The Glasgow Swallow Hotel  
Bellahouston, Glasgow.  
on Saturday 28 October 2006  
6.00 for 6.30 till 1.00am.

If you have never been to an auction before then this is your chance to let your hair down. Throw your hat in the ring and bid for some fantastic prizes.

The auction is held in support of an important children's Charity. Last year we raised £1300 in support of the Children's Hospice Scotland Association

Tickets cost £30.00 per person

Special rates for accommodation in the Swallow Hotel. Contact reception on: 0141 427 3146 for details. We do hope you can come along to support such a deserving charity.

If you cannot come along PLEASE, PLEASE, PLEASE make a DONATION.

For further information contact:  
Tom Dowson on 0141 633 1520 or  
Adam Dalglish on 0141 638 1774.

Dress code: Dinner Suit and Black Tie or Highland Dress or Lounge Suit and Tie.

# The National Minimum Wage

## The National Minimum Wage will increase again in October 2006

The minimum wage is a legal right which covers almost all workers above compulsory school leaving age. There are different minimum wage rates for different groups of workers as follows:

The main rate for workers aged 22 and over.

This is currently set at £5.05 an hour. On 1 October 2006 this will increase to £5.35.

The development rate for 18-21 year olds.

This is currently set at £4.25 an hour this will increase to £4.45 on 1 October 2006.

The development rate for 16-17 years olds.

This rate is £3.00 an hour. This will increase on 1 October 2006 to £3.30 an hour.

**From 1 October 2006**, the Employment Equality (Age) regulations will abolish the Older Workers Development Rate and remove the age limit on the apprenticeship exemption.

**16 and 17 year olds rate** The Government accepted the Low Pay Commission's recommendations for a new rate for 16 and 17 year olds (above compulsory school leaving age)\* in their 2004 report. £3.00 per hour from 1 October 2004. This will increase to £3.30 in October 2006. NB: 16 and 17 year old apprentices are exempt from the young workers rate.

\***Compulsory School Age** In Scotland: pupils whose 16th birthday falls between 1st March and 30th September may not leave before the 31st May of that year. Pupils aged 16 on or between 1st October and the last day of February may not leave until the start of the Christmas holidays in that school year.

To check on how the National Minimum Wage applies to you (or your staff), telephone the National Minimum Wage Helpline on 0845 6000 678. If you have an unanswered question on general policy you can [email DTI.Correspondence@dti.gsi.gov.uk](mailto:email.DTI.Correspondence@dti.gsi.gov.uk) - the national minimum wage policy team at the DTI. Queries about the application of the national minimum wage or about individual cases should be directed to the helpline.

**The national minimum wage** applies to nearly all workers and sets hourly rates below which pay must not be allowed to fall. The rates set are based on the recommendations of the independent Low Pay Commission.

## Minimum wage 'causing job losses'

According to the British Retail Consortium has said, the national minimum wage has led to 78,000 job losses on the High Street, and more retail job losses were likely in the coming year as the UK minimum wage is set to increase from £5.05 to £5.35 an hour.

In a submission to the Low Pay Commission the BRC urged the government to delay the latest rise. However, unions argued that employers are using the threat of job losses to hold back pay. The BRC is worried that retailers would need additional £2.7 billion for wages over two years, which together with increasing rental, energy and other charges might lead to cuts in staff.

However, the TUC stressed that official figures showed that 23,000 retail jobs had been created over the past two years. They argue that these figures prove BRC wrong when predicting that an increase in the minimum wage would cause massive job losses. The Transport & General Workers Union (T&GWU) argued that minimum wage needed to increase to at least £6 an hour in order to battle poverty and inequality. Pointing out to Tesco, T&GWU general secretary stressed that wages in retail sector are one of the lowest while their profits are increasing.

		Cost price per kilo														
		2.09	2.16	2.20	2.25	2.29	2.34	2.38	2.45	2.49	2.54	2.58	2.62	2.67	2.71	2.76
		Cost price per lb.														
Weight		0.95	0.98	1.00	1.02	1.04	1.06	1.08	1.11	1.13	1.15	1.17	1.19	1.21	1.23	1.25
SIDE OF BEEF in kilos		Selling price per kilo														
	141.5															
Round Steak	5.4	6.35	6.55	6.68	6.82	6.95	7.09	7.22	7.42	7.55	7.69	7.82	7.95	8.09	8.22	8.36
Brisket	5.6	6.08	6.27	6.40	6.53	6.66	6.78	6.91	7.10	7.23	7.36	7.49	7.62	7.74	7.87	8.00
Hough	4.1	3.09	3.19	3.25	3.32	3.38	3.45	3.51	3.61	3.68	3.74	3.81	3.87	3.94	4.00	4.07
Ox Kidney	0.5	2.2	2.27	2.32	2.36	2.41	2.45	2.50	2.57	2.62	2.66	2.71	2.76	2.80	2.85	2.89
Topside/ Silverside	12.7	6.35	6.55	6.68	6.82	6.95	7.09	7.22	7.42	7.55	7.69	7.82	7.95	8.09	8.22	8.36
Sirloin Steak	5.7	16.75	17.28	17.63	17.98	18.34	18.69	19.04	19.57	19.92	20.28	20.63	20.98	21.33	21.69	22.04
Rib Roast	2.5	10.49	10.82	11.04	11.26	11.48	11.70	11.93	12.26	12.48	12.70	12.92	13.14	13.36	13.58	13.80
Boiling Beef	7.1	1.98	2.04	2.08	2.13	2.17	2.21	2.25	2.31	2.36	2.40	2.44	2.48	2.52	2.56	2.61
Fillet Steak	2.1	24.25	25.02	25.53	26.04	26.55	27.06	27.57	28.33	28.84	29.36	29.87	30.38	30.89	31.40	31.91
Mince	24.0	3.4	3.51	3.58	3.65	3.72	3.79	3.87	3.97	4.04	4.12	4.19	4.26	4.33	4.40	4.47
Shoulder Steak	19.5	4.89	5.04	5.15	5.25	5.35	5.46	5.56	5.71	5.82	5.92	6.02	6.13	6.23	6.33	6.43
Frying Steak	5.4	9.74	10.05	10.25	10.46	10.66	10.87	11.07	11.38	11.59	11.79	12.00	12.20	12.41	12.61	12.82
<b>TOTAL WEIGHT SOLD</b>	<b>94.8</b>															
Gross Profit %		48.9%	48.9%	48.9%	48.9%	48.9%	48.9%	48.9%	48.9%	48.9%	48.9%	48.9%	48.9%	48.9%	48.9%	48.9%
COST		296.40	305.76	312.00	318.24	324.48	330.72	336.96	346.32	352.56	358.80	365.04	371.28	377.52	383.76	390.00
REVENUE		580.22	598.54	610.75	622.97	635.18	647.4	659.6	677.94	690.15	702.37	714.58	726.8	739.01	751.23	763.44
GROSS PROFIT		283.82	292.78	298.75	304.73	310.70	316.68	322.65	331.62	337.59	343.57	349.54	355.52	361.49	367.47	373.44
Please consider the effects of a 2pence per lb. change in the price of a side of beef.																
Your beef may not be this size or be cut in the same way but you will see in this example																
To retain the same gross margin for every 2p rise per lb. the following rises must be implemented																
10p per kilo on Stew, 20p per kilo on Frying Steak, 50p per kilo on Fillet, 35p per kilo on Sirloin etc.																



## Wendy Barrie's debut cookbook launched!

Great things sometimes come in small packages and Wendy Barrie's light-hearted cookbook will strain neither purse nor coffee table. Nor will it endanger the rain forests.

What this practical little book will do, well above its shipping weight, is amuse and inform.

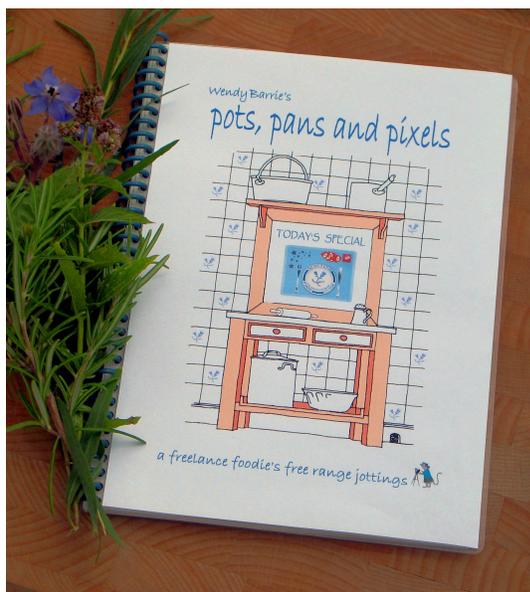
'Pots, Pans and Pixels' is a cheery kitchen companion, a soufflé of favourite recipes served with a sprinkling of tales from the files of a working 'foodie.' Wendy's creative input teamed with talented Scots photographer Alan Donaldson's full colour food shots will appeal to all who like to see the 'one made earlier' before trying out new recipes. Others may be surprised at how interesting the life of a 'scone maker' can be!

*This has been on the back burner and by popular request I thought it about time I published some of my favourite recipes – after all my daughter is off to university and she'll need a cookbook to take with her!*

The recipes show Wendy's passion for using local produce, reflecting the seasons and simplicity allowing food to be enjoyed rather than slaved over.

Wendy Barrie, well-known contributor to Scotland's food scene, is a campaigner for good food. Her award-winning [www.scottishfoodguide.com](http://www.scottishfoodguide.com), funded and published by Wendy, provides a valuable resource for both consumer and trade, local and worldwide for the best places to eat and stay, and our finest producers and suppliers.

.....*And if you're wondering about 'pixels' you'll have to read the book!*



Cover price £6.99  
+ (P&P £1.50)

Available from

Wendy Barrie  
Drumsheugh Toll  
1 Belford Road  
EH4 3BL  
Tel: 0131 220 3630  
Mobile: 07802 426205  
[wendy@scottishfoodguide.com](mailto:wendy@scottishfoodguide.com)  
[www.scottishfoodguide.com](http://www.scottishfoodguide.com)

# Livestock Prices

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



BEEF PRICES	W/E 16/09/06	Previous week	Previous year
<b>Scottish Abattoirs</b>			
Steers dwt	221.9 p/kg	221.6 p/kg	188.1 p/kg
Heifers dwt	225.6 p/kg	224.1 p/kg	188.2 p/kg
Young Bulls dwt	203.9 p/kg	205.4 p/kg	170.1 p/kg

## Numbers

Steers	4380	3864	3803
Heifers	2434	1755	1935
Young Bulls	768	779	1227

BEEF PRICES	W/E 14/09/06	Previous week	Previous year
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## Scottish Auctions

Steers lwt	127.16 p/kg	128.15 p/kg	107.43 p/kg
Heifers lwt	127.39 p/kg	129.61 p/kg	108.60 p/kg
Young bulls lwt	115.60 p/kg	119.14 p/kg	91.30 p/kg

## Numbers

Steers	313	444	440
Heifers	426	570	515
Young bulls	41	67	88

## Deadweight cattle week ending 16<sup>th</sup> September 2006

	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	225.6	227.4	226.8	232.7	232.2	233.7	218.3	214.1
R	223.1	224.3	223.5	226.6	227.2	228.0	211.6	213.1
O+	217.2	220.0	215.9	215.2	219.9	220.7	201.5	202.4
-O	200.3	203.0	190.1	191.4	199.9	-	191.8	190.2

## For Sale

Butchers Shop, Good Location, Excellent Turnover - Tel 08700112210

SHEEP PRICES	W/E 17/08/06	Previous week	Previous year
Scottish Auctions			
New Season SQQ lwt	104.40 p/kg	106.58 p/kg	95.93 p/kg
Ewes lwt	£24.06/head	£26.50/head	£20.45/head
<b>Sheep numbers</b>			
Scottish Auctions			
New Season SQQ	25237	22882	21494
Ewes	4176		3953

SHEEP PRICES	W/E 16/09/06	Previous week	Previous year
GB Abattoirs			
New season SQQ dwt	246.7 p/kg	248.2 p/kg	225.5 p/kg

Deadweight sheep week ending 16 <sup>th</sup> September p/kg				
		2	3L	3H
	U	258.3	257.3	244.6
	R	251.9	251.2	244.1
	O	239.0	241.2	237.1

PIG PRICES	W/E 16/09/06	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	108.96 p/kg	108.68 p/kg	103.97 p/kg

GB deadweight pigs week ending 16 <sup>th</sup> September – p/kg					
	Method 1 and 2	Change		Method 1 and 2	Change
	p/kg dwt			p/kg dwt	
Up to 59.9 kg	102.72	-0.17	80.0 – 89.9 kg	108.69	+0.25
60.0 – 69.9 kg	109.38	+0.10	90 kg and over	100.64	+0.73
70.0 – 79.9 kg	109.80	+0.33			

## For Sale

**White Ford Transit** 3500 L.W.B. refrigerated van. 3 years old, regularly serviced and in good condition.

**White Ford Transit** 1 tonne S.W.B. refrigerated van (choice). Almost 2 years old, regularly serviced and in good condition.

Both vehicles are fully insulated and come completely fibreglass lined.

Reasonably priced. Contact:- 01555 840064 (daytime) 07849 365028 (evening)

## Scottish Retail Prices

	Week ended 3 September		10 September		17 September		24 September	
	Range	Average	Range	Average	Range	Average	Range	Average
<b>BEEF</b>								
	p per kg		p per kg		p per kg		p per kg	
Topside	473-1098	862	473-1098	862	473-1098	825	473-1098	825
Sirloin Steak	1145-2500	1671	1145-2500	1658	1145-2500	1657	1145-2500	1657
Rump Steak	675-1524	1113	675-1524	1128	675-1524	1128	675-1524	1129
Fillet Steak	1750-3217	2417	1750-3217	2417	1750-3217	2418	1750-3217	2418
Diced Stew Stk	399-850	680	399-850	680	429-850	680	429-850	680
Braising Steak	319-926	716	369-926	717	369-926	717	369-926	717
Premium mince	219-765	557	219-765	557	219-765	557	219-765	557
Standard mince	155-496	338	155-496	338	186-496	347	186-496	347

	Week ended 3 September		10 September		17 September		24 September	
	Range	Average	Range	Average	Range	Average	Range	Average
<b>LAMB</b>								
	p per kg		p per kg		p per kg		p per kg	
Domestic								
Whole leg	569-999	739	595-999	746	595-999	755	595-999	755
Fillet end leg	598-1328	1050	568-1328	1043	568-1328	1046	568-1328	1047
Shoulder (bone-in)	258-799	583	258-799	579	258-799	579	258-799	580
Shoulder (boneless)	549-992	768	549-992	768	549-992	768	590-992	771
Lamb steaks	920-1503	1288	920-1503	1275	920-1503	1275	920-1503	1275
Loin Chops	810-1499	1160	810-1499	1160	810-1499	1160	810-1499	1160
Double Loin Chops								
Cutlet Chops	704-1399	1120	704-1399	1105	704-1399	1105	704-1399	1105
Diced Lamb	584-1029	792	584-1029	792	584-1029	792	584-1029	792
Minced Lamb	392-992	790	392-992	790	392-992	790	392-992	790

	Week ended 3 September		10 September		17 September		24 September	
	Range	Average	Range	Average	Range	Average	Range	Average
<b>PORK</b>								
	p per kg		p per kg		p per kg		p per kg	
Leg (Boneless)	373-799	568	373-799	563		563	373-799	563
Fillet end leg	402-804	591	402-804	589		589	402-804	589
Shoulder (Boneless)	227-720	482	227-720	481		481	227-720	490
Fillet of Pork	539-1098	836	539-1098	834		834	539-1098	840
Loin Steaks	525-1012	728	525-1012	723		723	525-1012	723
Loin Chops	450-849	609	450-849	609		609	450-849	609
Diced Pork	400-799	573	400-799	573		573	400-799	573
Minced Pork	236-799	495	236-799	495		495	236-799	495
Sausages	199-598	446	199-598	446		446	199-598	446

### For Sale

**Chicken Rotisserie**, good working order £150

Contact Richard Johnston, Thomas Johnston Quality Butchers, Falkirk Tel: 01324 623456

**Sheerline Sausage Filler**, All Stainless Steel 40 litres - £2,000

Contact Richard Johnston, Thomas Johnston Quality Butchers, Falkirk Tel: 01324 623456

**Oscar Tielle Dairy Cabinet** 4 Deck/ 4 Shelves Dairy Cabinet, Good Working Order

Contact Richard Johnston, Thomas Johnston Quality Butchers, Falkirk Tel: 01324 623456

## Corporate Members

Corporate membership is by invitation and the following companies have supported the Federation by accepting our offer. Members should be aware that the following are supporting them: -

<b>AES,</b> Crossbush, Riccarton, Kilmarnock KA1 5LN	<b>Tel 01563 551122,</b> <b>07788 926925</b>
<b>Avery Weigh Tronix Ltd,</b> Foundry Lane, Smethwick, West Midlands B66 2LP	Contact: Gerry Doran <b>Tel: 0774 077 2154</b>
<b>Bells Bakers</b> Hawthorn Bakery, Shotts, Lanarkshire ML7 5BD	<b>Tel: 01501 820222</b>
<b>Bizerba (UK) Ltd,</b> Eastman Way, Hemel Hempstead, HP2 7DU	<b>Tel: 01442 240751</b>
<b>Chester of St Andrews</b> Chesters Farm, St Andrews Fife KY16 8ZZ	Contact: Craig Hanson <b>Mob: 0787 551 4334</b> <b>Tel: 01334 476121</b>
<b>Dalziel Ltd,</b> 8 Belgowan Street, Bellshill North Industrial Estate, Lanarkshire ML4 3NS	<b>Tel: 01698 749595</b>
<b>East of Scotland Contracts,</b> Ferryhills Road, Inverkeithing, Fife KY11 1HD	<b>Tel 01383 418610</b>
<b>William Forrest &amp; Son ( Paisley ) Ltd,</b> Omoa Works, Motherwell ML1 5LY	<b>Tel 01698 860149</b>
<b>KRH Ltd,</b> 1 Macgowan House, Nobel Business Park, Stevenson, Ayrshire KA20 3LJ	<b>Tel 01294 472755</b>
<b>Lucas Ingredients</b> Portbury Way, Bristol BS20 7XN	<b>Tel 0800 138 5837</b>
<b>Macnaughton &amp; Watson,</b> 423 Gallowgate, Glasgow, G40 2DY	<b>Tel 0141 554 2757</b>
<b>McAusland Crawford,</b> 79-81 Abercorn Street, Paisley PA3 4AS	<b>Tel 0141 849 7033</b>
<b>Park Packaging</b> 2 Ashley Drive, Bothwell, Glasgow G71 8BS	Contact: John McSporran <b>Tel 0845 2700800</b>
<b>Paragon Products,</b> Newhailes Ind Estate, Newhailes Road, Musselburgh	<b>Tel: 0131 653 2222</b>
<b>Scotweigh,</b> Unit 2, Granary Square, Bankside, Falkirk, FK2 7XJ	<b>Tel 01324 611311</b>
<b>Stockline Plastics,</b> Grovepark Mills, Hopehill Road, Glasgow, G20 7NF	<b>Tel 0800 262015</b>
<b>Styropack,</b> Craigshaw Road, West Tullos Industrial Estate, Aberdeen	<b>Tel 01224 873166</b>
<b>Turner Vehicle Bodies,</b> Carseview Rd, Suttieside Industrial Estate Forfar, DD8 3BT	<b>Tel: 01307 462142</b>
<b>William Sword Ltd.,</b> Blairlinn Ind Est, Cumbernauld, G62 2TX	<b>Tel: 01236 725094</b>
<b>James Whannel (Wholesale) Ltd.</b> c/o Wishaw Abattoir, Caledonian Road, Wishaw ML2 0HU	Contact: Robert Kirkhope <b>Tel: 01698 355022</b>

**WANTED**

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HAND DRIVEN***

NOT GRAVITY FEED

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