

FEDERATION NEWS

THE NEWSLETTER FOR SCOTLAND'S CRAFT BUTCHERS



SCOTTISH
CRAFT BUTCHERS

SCOTTISH FEDERATION OF MEAT TRADERS

Butchers High Profile

Congratulations to Andrew Gillespie butchers of Anniesland Cross, Glasgow who were selected from the regional winners to make the **best Sliced Sausage** in Scotland. The final judging took place at the Daily Record in Glasgow on the last Friday in September. All the regional winners were announced in a special exclusive in the Record.

Given the publicity that Scotland's leading newspaper was going to give the finalists SFMTA brought forward their plans for revealing the results. As a result no winner has ever received more publicity than Gillespies did.

Congratulations as well to Duncan Fraser from Inverness who won the Diamond Award in the Sliced Sausage Plus Evaluation for his Black & Slice Roulade.

The last few finalists have been shortlisted for MTJ's **Young Butcher of the Year**. Last year Scotland provided all three of the finalists and that would have been almost impossible to repeat but there will be two Scots at the 2010 presentation lunch in London in November. Ben Mews of Bonners the Butchers stands between the Scottish contenders to make it three in a row for Scotland.

The finalists are:

Gary Raeburn, Forbes Raeburn
Steven Cusack, Davidsons
Ben Mews, Bonners the Butchers.

The 2010 *Meat Trades Journal* contest for **Butchers Shop of the Year** has named the three Scottish Finalists. One of the three will be named Scottish Butchers Shop of the Year and all will have a chance of lifting the UK title when the awards ceremony takes place in London on 16th November. In the meantime good luck to our Scottish finalists:- Davidsons Specialist Butchers, Inverurie, John Lawson in Uphall Stewart Collins & Son, Muirhead

A reminder –for the **World Scotch Pie Championship**. This is not just a Scotch Pie competition however, there are categories for Bridies, Sausage Rolls and Savoury Pies Entries close on Monday 8th November.

OCTOBER 2010

**ENTRIES CLOSE FOR
WORLD SCOTCH PIE
COMPETITION ON
MONDAY 8th
NOVEMBER**

This Month

**Features on, not one
but two Finalists in
Butchers Shop of the
Year**

**Glasgow is the New
Sliced Sausage
Capital of Scotland**

**Trainee Awards and
First SCQF
Craftsman
Certificate**

**Report on visit to
Kellys Turkeys**



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SCOTCH BUTCHERS CLUB

JOIN OUR CLUB

THE EASY WAY TO SELL MORE
SCOTCH BEEF, SCOTCH LAMB
AND SPECIALLY SELECTED PORK

Our members receive at least 4 seasonal promotional campaigns plus advice, all worth hundreds of pounds. Each campaign provides posters, leaflets and items of POS such as stabbers, tray tickets and window vinyls. In addition, there are often more materials available at no extra cost including practical and useful recipe cards.

Members can benefit from advice and help with marketing opportunities, attend training sessions and get the chance to network at national and international meat industry events.

To get your application form or further details about joining the Scotch Butchers Club, contact Quality Meat Scotland:

butchers@qmscotland.co.uk

or call 0131 472 4114 or 07876 797018

Join now and for only £60 a year for direct sales support from Scotch Beef, one of Scotland's leading brands, recognised throughout the UK for its premium qualities.

**NOW
ONLY
£30***



* for the period until 31/3/11

www.scotchbutchersclub.org

2010 Scottish Sliced Sausage Champion

2010 Scottish Sliced Sausage Championship was won by Andrew Gillespie.

The 2010 Scottish Craft Butchers Sliced Sausage competition came to a climax on Friday 24th September when the five Regional Champions came together for the Final fry up at the headquarters of the Daily Record in Glasgow.

The Sliced Sausages from East, West, South West, South East and North were mystery shopped after they had come through the qualifying regional heats held at Dunfermline Athletic Football Club earlier this month.

In total 65 butchers entered with entries from all corners of the country. The judges in the heats were retired butchers and interested young foodies, like the sausages a balanced blend! With not a drop of brown sauce or an egg in sight, they savoured Scotland's finest slices to determine an overall winner in each of the regions.

Regional Champions:-

East of Scotland	McCallums of Auchterarder
West of Scotland	Andrew Gillespie, Glasgow
South East Scotland	Boghall Butchers, Bathgate
South West Scotland	Alex Jack (Butchers) Ltd. Stranraer
North of Scotland	Duncan Fraser & Son, Inverness

On Thursday 23rd September all the remaining contenders for one of the meat industry's most coveted awards were visited unannounced and six slices of Lorne Sausage were purchased. These were then take to the Record for the cook off.



The judges at the Daily Record knew that it would be all square from the start and it was a mighty meaty job separating the final five. In the end the Sliced Sausage that won the overall approval was the West of Scotland Champion, Andrew Gillespie, Anniesland Cross, Glasgow.

The organisers of the competition, Scottish Federation of Meat Traders would like to thank the Daily Record for the professionalism of their judges.

Commenting President Stuart Christie of Hardgate said that he was delighted with their assistance and the immense amount of publicity that the final received:-

“Own recipe meat products are extremely important in attracting customers to our butchers shops. Some go miles out of their way to hunt down their favourite tastes and Sliced Sausage is such an iconic Scottish product this is the contest everyone wants to win.”

2010 Scottish Sliced Sausage Plus Evaluation

The awards for the South East, East and North of Scotland were announced at the Regional Meetings held on 27, 28 and 29 September. These are listed below. West and South West Scotland winners will not be announced until week beginning 4th October so these will be included in November's newsletter.

Full results will be available online from 6th October at www.sfmta.co.uk

The Diamond Award went to Duncan Fraser & Son in Inverness for a very tasty Black & Slice Roulade which was black pudding and sliced sausage presented in a pinwheel. In addition a total 9 Golds and 29 silvers were awarded. The evaluation proved how difficult it is to make a product that deviates away from the Traditional Lorne Sausage but all the Gold award winners were truly exceptional products.

DIAMOND AWARD

Black & Slice Roulade

Duncan Fraser & Son

GOLD AWARDS

Texan Chilli Lorne Sausage

MacDonald Brothers Ltd, Pitlochry

Beefsteak Tomato Sausage

MacDonald Brothers Ltd, Pitlochry

Sliced Sausage with Black Pudding

R George, Lhanbryde

Pork Cheese & Chive Slice Sausage

Stuarts of Buckhaven

Pork Cheese & Chives Slice Sausage

W F Stark, Buckhaven

Sliced Sausage with Black Pudding

W F Stark, Buckhaven

All in one Breakfast Sausage

William Holleran & Sons, Laurieston

SILVER AWARDS

Black Lorne Sausage

A & I Quality Butchers, Culloden

Beef Tomato & Herb Sliced Sausage

A J Learmonth, Jedburgh

Caramelised Onion Sliced Sausage

Bel's Butchers, Edzell

Steak & Ale Sliced Sausage

Boghall Butchers, Boghall

Full Scottish Breakfast Lorne

Davidson Specialist Butchers, Inverurie

Pork & Onion Lorne

Duncan Fraser & Son, Inverness

Steak & Onion Slice

Forbes Raeburn & Sons, Huntly

Beef Cracked Black Pepper & Sea Salt Sausage

G & L Archibald, Hawick

Pork & Leek Sliced Sausage

Hillfoots Country Butchers, Tullibody

Lemon Peppered Slice Sausage

I J McIntosh, Fraserburgh

Pork & Apple Slice Sausage

John C Douglas, St Boswells

Sliced Sausage with Haggis

John Lawson, Uphall

Cheese Slice Sausage

MacDougall & Hastie, Inverness

Pepper Slice Sausage

MacDougall & Hastie, Inverness

Mature Cheddar & Onion Slice Sausage

McCallum's of Auchterarder

Sliced Sausage with Haggis

R George, Lhanbryde

Blackheart Slice

Robert Alexander, Port Glasgow

Black Lorne

Shaws Fine Meats, Lauder

Savoury Lorne

Shaws Fine Meats, Lauder

Black Heart Sausage

Tom Courts Quality Foods, Cowdenbeath

Naga Chilli Sliced Sausage

Tom Courts Quality Foods, Cowdenbeath

Cheese & Onion Sausage

William Holleran & Sons, Laurieston

Tomato Sausage

William McNaughton, Bannockburn

Two Meetings to Go

SFMTA Regional Meetings will be Sausage Workshops. This will be led by The Dalesman Group.

Please phone SFMTA on 01738 637472 to book your place. This will be a fun evening and it is hoped that as many members and their staff will be able to attend at one of the following venues:-

Monday 4th October	Park Hotel, Kilmarnock
Tuesday 5th October	Garfield House Hotel, Stepps

Intermediate HACCP Course

EUROPEAN SOCIAL FUND 2007-2013



Scotland and Europe
Investing in your future

Scottish Meat Training is running another Intermediate HACCP course certificated through the Royal Society for Public Health (RSPH). This course will be held in **Dunfermline** on 5th and 6th October 2010.

Registrations of interest are being taken NOW.
 Please indicate your interest to Claire on 01738 637785.

£200 including certification
[Independent Learning Account funding maybe also be used]
supported by the European Social Fund 2007 – 2013. Apply for this NOW

If you would like one of these courses run in your local area please let us know..



Employment Training Schedule OCTOBER - DECEMBER 2010

SCOTLAND		
Inverness	Basic Employment Practice	9th November
Aberdeen	Basic Employment Practice	12th October
	Equal Opportunities and Harassment & Bullying	7th December
Edinburgh	Basic Employment Practice	26th October
	Handling Discipline	14th December
Glasgow	Basic Employment Practice	2nd November
	Performance Management inc Appraisals	9th December

NORTHERN ENGLAND		
Newcastle	Basic Employment Practice	9th November

Visit to Kellys Turkey Farm



On Wednesday 8th September SFMTA Members visited the farm and plant at Kellys Turkey Unit at Dunlop in Ayrshire.

Paul Kelly flew north to personally conduct the tour and carve the turkey at a special tasting session at the Canny Man at Lugton

Everyone felt it was a very worthwhile, informative and enjoyable visit.



New Butchers for KellyBronze Scotland

KellyBronze Scotland is now well established in growing and processing KellyBronze Christmas turkeys in Scotland

We are actively looking to recruit new butchers throughout Scotland to stock and supply our turkeys in 2010 and beyond.

We understand that people are nervous at offering such a premium product and to give you confidence in the product we are offering the following package to new customers.



- We supply you with the point of sale material to merchandise your shop with a KellyBronze offer.
- You to continue to offer turkeys from your current supplier as well as KellyBronze turkeys.
- You take orders and keep us updated weekly on any sales
- We will close the orders around 10th December and only supply what you have actually sold.
- **THERE WILL BE NO MINIMUM ORDER AND WE WILL DELIVER.**

If you would like to discuss this further please call Jim Monk on 01560 482404 or email kbs@btinternet.com
For further information please visit www.kellyturkeys.com

A promotional banner for KellyBronze. At the top, the brand name "KellyBronze" is written in a stylized, cursive font. To the right, a circular emblem says "CELEBRATING 25 YEARS". Below the text is a collage of five images: a man standing in a field with turkeys, a close-up of several speckled turkey eggs, two turkeys on a fence, a roasted turkey on a platter, and a large flock of turkeys in a field. At the bottom, the slogan "BRED TO BE WILD" is written in large, bold, white capital letters on a black background.

Craft Certificate First

A butcher in Forres has become the first recipient of a new training award.



Willie McNeill, 21, was presented with his Scottish Federation of Meat Traders craftsman certificate on Thursday 9th September. The Federation Craft Certificate is an in-house scheme, run through Scottish Meat Training, is the first in the independent sector of the UK food industry to be officially rated through the Scottish Credit and Qualifications Framework.

Mr McNeill, from Inverness, has worked at MacBeths Butchers in Forres for nearly four years. He said he was delighted to have qualified, and paid tribute to fellow staff members and assessor John Farquhar for the on-the-job training he had received.

The craftsman certificate has eight separate skills development units, including cutting, manufacturing, processing and butcher/baker.

Meat skills are amongst the few remaining craft skills and SFMTA feel that it is important for the ongoing success of butchers' businesses that these skills are kept alive and demonstrated by the people employed in the industry.



Exposed – the con of buying 'local' food

A nationwide investigation by Trading Standards officers has revealed how publicans and restaurateurs are misleading diners by incorrectly labelling food as "local".

The *Sunday Telegraph* reported Officers found:

- In one county, a quarter of all food sold as "local" could not be verified as being so;
- In North Wales, only half of the meat sold as "Welsh lamb" was found to be Welsh;
- A restaurant in Fareham selling "Hampshire spring lamb", which was from New Zealand, and a pub in Romsey selling pork advertised with the specific name of a local farm which does not even rear pigs;
- A "home assured apple pie" sold by a restaurant in Fylde, which was actually bought from a supermarket;
- Sausages in Lincolnshire said to be "made with locally reared pork" were actually from animals from 90 miles away;
- Goosnargh duck which has never been near the Lancashire village which gives the delicacy its name;
- A pub selling meat described as "Dorset Sirloin Steak", which was actually traced to Somerset;
- A farm shop advertising wares "fresh from our own Wiltshire farm", which was actually selling boxed eggs produced in Shropshire and Northamptonshire;

The investigations are being conducted by local trading standards officers across the country and coordinated by the Local Government Regulation, the regulatory arm of the Local Government Association, as part of a national campaign launched in response to an increase in complaints from the public.

The market for "local" food has grown sharply in recent years as consumers become more interested in the sourcing of food, in response to the urgings of celebrity chefs and environmentalists, who claim it is better to eat food from closer to home. The latest disclosures come during British Food Fortnight, a series of events sponsored by government and food retailers, to promote local food.

Hugh Fearnley-Whittingstall, a TV chef who has encouraged consumers to shop locally, said of the survey findings: "This is pubs and restaurants pulling a fast one on their menus, trying to claim the cache of local when they are not entitled to do so. It is not just wrong to do this but illegal, so to know that trading standards are onto this is reassuring.

"It is not a case of letting a few bad apples spoil the whole bunch. There is a fantastic local food network in the UK which has a visible and deserved consumer support and we shouldn't assume that this is a game that everyone is up to."

Last year, *The Sunday Telegraph* launched a campaign calling for greater clarity on food labelling. Paul Bettison, the LGR chairman, said: "People want to support local businesses or choose food that has not travelled from the other side of the world. Councils are working with businesses to make sure consumers have the information they need and that consumers are not misled".

Hundreds of pubs, restaurants, hotels, cafés and shops have been investigated by trading standards officers, using powers under the Food Safety Act 1990 and the General Food Regulations 2004, to demand documents to support the claims made about the sourcing of food.

Continued on page 15

The mystery of the Oakham chicken

Where on earth does M&S's bird come from? Harry Wallop in *the Daily Telegraph* asks if supermarkets are abusing our growing appetite for 'local food'.

Oakham, in Rutland, is possibly one of England's finest towns. It has everything that Richard Curtis would ask of an English location: a 14th-century church, a cricket-playing public school (Ashes hero Stuart Broad was educated here), a pretty market square, and three butchers.

That's a lot of meat counters for a place with fewer than 10,000 residents. But this is in the heart of agricultural England – a mere 10 miles down the road from Melton Mowbray, the home of the pork pie, and surrounded by rolling hills with grazing sheep.

I visited the town last week in search of meat, specifically an Oakham chicken. A few days before, my family and I had tucked into one of Marks & Spencer's Oakham chickens. It was delicious and, at little over £5, very good value.

But something caught my eye on the label. There was a little e_STmk trademark symbol after the name Oakham. Is it really possible to trademark a town?

Well, no according to one of the butchers on Oakham high street. "They've just come in and nicked our name," says John Cork, who runs Nelson's.

"I've had people coming up the A1, and they see the Oakham sign and they come into the town and say, 'Can I have an Oakham chicken?' And I have to tell them there is no such thing."

It turns out that M&S, a supermarket that quite rightly prides itself on the quality of its food, has branded a whole line of its chicken as Oakham. They come from farms as far apart as Northern Ireland and the Suffolk coast, but none is in Oakham.

This is not the only example of supermarkets' sense of geography being a little off-kilter. Tesco has a line of chicken called Willow Farm. Where is this charming, thatched-cottage place, where the chooks run free? Shropshire? Devon?

Tesco explains: "There are two suppliers of Willow Farm chicken with 42 farms across the South-West and Northern Ireland growing these birds." Sainsbury's Taste the Difference Mey Selection beef and lamb has a label showing a picture of Queen Elizabeth the Queen Mother's favourite Scottish retreat and the words: "Castle of Mey, from the walled garden." Only in smaller letters do you get the crucial words: "Inspired by His Royal Highness The Prince Charles, Duke of Rothesay" and the caveat that the food comes from within 100 miles of the castle. That's a big walled garden, even for a royal residence.

M&S has even gone as far as to invent a place called Lochmuir (again, e_STmk), which a glance at the label's picture suggests is a wild, wind-swept part of coastal Scotland, where burly fishermen land their catch. It is, in fact, "a brand name chosen by M&S for all of the Scottish salmon grown to the M&S specification" produced on multiple farms in various locations around Scottish waters.

Does any of this matter? After all, these brand names – even if they bear no relation to a specific place – guarantee a certain quality and do not technically break any labelling laws.

Yes, say food experts, it matters very much. That's because the most important food trend of recent years has been "local" food, produce with a guaranteed provenance. Sales of local food have grown much faster than sales

of other premium categories, such as organic or Fairtrade, according to IGD, the industry research body. It was the one type of food that flourished during the recession, as shoppers chose to support their local shops and suppliers.

Of all the manufacturing sectors in Britain, food production is arguably one of the most successful.

Food exports are booming and set to hit a record £10 billion this year – in part because the rest of the world's consumers have fallen in love with Stilton and Wensleydale cheeses, our Welsh lamb and Highland shortbread.

The good work of these manufacturers is undermined by the cavalier approach of the others.

Exposed – the con of buying 'local' food continued

Outlets which are not able to substantiate the descriptions for their dishes have been warned they face prosecution if they do not correct any misleading claims. They could face an unlimited fine and two years in prison.

However, trading standards officers are refusing to publicly name and shame offenders. Many businesses claimed they had been misled by their suppliers or tried to justify the claims by saying the products had been sourced from local traders, even if they were not originally from the area.

In October, the officers will report their findings back to the LGR, which will next year publish a report into the problem across the UK. As part of this, it is expected to announce a definition of what constitutes "local".

To encourage local businesses, many counties promote their own brand, such as "Direct from Dorset", "Hampshire Fare" and "Tastes of Lincolnshire". However, definitions of local vary. Hampshire says anything within ten miles of its borders is local, while in Devon, the limit is 30 miles.

The investigation in Hampshire involved investigators looking at 50 dishes and products at 30 premises which were described in some way as being local or to give a specific place of origin. One in four was found to be misleading.

Half of all "Hampshire cheeses" checked were found to be from outside the county. Cases of "Hampshire ham", "Hampshire fillet steak" and "Hampshire beef" were also found to be misleading. The investigation even found beer being sold misleadingly. The brew, from London, was advertised by a pub in Havant as being a "Hampshire Ale".

In Lancashire, of 816 menu descriptions checked by investigators, 127 were found to be incorrect or the claims could not be validated.

Of the 41 randomly-selected premises targeted by the investigation, 32 (78 per cent) had claims that were misleading.

Among the findings were 'Ribble Valley' beef from meat suppliers on Merseyside, "Lancashire-reared" lamb from Cumbria, and "Morecambe Bay shrimps", which were actually fished from much further out in the Atlantic Ocean.

The study also found that descriptions such as "organic", "hand picked", "free range" and "fresh" were also applied to some foods without justification.



Unleash your inner pink this October!

Have a Pink Friday and support Breast Cancer Care Scotland

A Pink Friday can be anything you want it to be – as long as it's pink, its fun and it raises money for Breast Cancer Care.

And if Friday doesn't work for you, just pick a day that does. By turning one day pink this October you can help us support people affected by breast cancer 365 days a year.

Get that Pink Fridays feeling – again!

The Scottish Federation of Meat Traders Association is once again supporting Breast Cancer Care's Pink Friday during October. In October alone, more than 300 people in Scotland will hear the awful news that they have breast cancer. Breast Cancer Care wants to be there to support each and every one of them, but they need your help.

It's so easy to do

G.J Sanderson's Family Butchers in Coldstream got that Pink Friday Feeling last year. The staff donned pink aprons and managed to raise a fantastic £200 in one day from staff and customers.

Register NOW!

Please get in touch for your free fundraising kit – packed with fundraising ideas, stickers, posters, balloons and much more:

email: gillian.hamilton@breastcancercare.org.uk

call: 0141 353 8354





Dalesman Group is one of SFMTA's Corporate Members and as such made presentations at the Regional Meetings held in September and October.

Dalesman (Newcastle) Ltd is a key distribution hub to the Dalesman Group supplying processors, butchers and bakeries throughout Scotland and the North of England.

Dalesman provide their customers with quality seasonings, mixes and ingredients using their own transport network to deliver Dalesman products directly to your door.

Their purpose built BRC certified factory is designed to incorporate a three tier production facility, warehousing, offices and technical service team with in-house QA and NPD expertise



It processes over 5000 live recipe formulations, manufacturing over 250 tonnes per month, Dalesman create innovative culinary and functional blends for their forward-thinking customers.

Coming October 2010:-
Introducing Dalesman Newcastle Ltd Internet Sales at: www.dalesmandirect.co.uk

- Website designed to enhance sales northwards of the Glasgow & Edinburgh up to and including the Highlands and Islands
- dalesmandirect will offer a select range of top selling, new and innovative product lines
- Delivery within 5 working days of placing an online order
- Secure website and payment methods

Dalesman Product Portfolio

Sausage Seasonings & Mixes
Burger Seasonings & Mixes
Desire Range
Country Fayre Range
Gravies and Sauces
Stuffing Mixes
Bacon Cures
Sausage Roll Mixes
Pasty Mixes & Bridies
Glazes and Coaters

Sales
Technical
New Product Development

Don Wallace (Director)
Jill Bartlett (Technical Manager)
Clare Hudson (NPD Manager)

0191 259 6363
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The new Lucas Ingredients Website – Inspiration Guaranteed!

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Lucas Ingredients is one of the world's leading food ingredient manufacturers. We serve the food industry at a local level, accounting for differences between regions, market sectors and individual customers. [More info...](#)



*ingredients for
butchers since 1926*

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As the number of visitors to the Lucas website has dramatically increased over the past year, with numbers reaching tens of thousands, the team at Lucas has decided it's time for a fresh new look, with additional information, recipes and help available to users.

Key topics covered on the site are details of the full range of Lucas products: Sausage and Burger seasonings and mixes, Cures, Glazes and Coatings amongst others; along with the "Lucas Kitchen" range of products with its focus on Ready Meals and Pies. This section of the website includes simple recipes designed to make the best use of the products and maximise the profit for the retail butcher. From lasagne to steak and kidney pie, cottage pie with mashed potato to spaghetti with meatballs, every butcher should find a delicious recipe to enhance their range.

Supporting the product and recipe information, there are Technical Bulletins to satisfy the legislative requirements for labelling etc., Step-by-Step guides and trouble-shooting tips to help butchers make the most of Lucas' products. Some sections also include downloadable Point of Sale tickets in PDF format.

So, if you're a butcher looking for a source of inspiration, you need do no more than visit www.lucas-ingredients.co.uk!

Reminder: Minimum Wage Rates change from 01/10/10
See September Newsletter for rates

New SFMTA Members

Welcome to two new members:

Iain Darling who has taken over at
I Wynne & Son 4 Combe Street, Oban Argyll PA34 4HN Tel:01631 567400
Colin Nicol who has taken over at
Ladybank Butchers 4 - 6 Commercial Crescent G44 3SE Tel:0141 637 0482

Training Awards

A Modern Apprenticeship in Meat and Poultry Processing Skills was presented to David Dall of Fraser Bros in Dingwall by Scottish Meat Training Assessor, John Farquhar at the Sausage Workshops in Forres at the end of September (bottom right). Shaun Geddes from Davidsons Specialist Butchers in Inverurie received a Knife Skills Certificate from John. President Stuart Christie presented awards at Carfraemill the previous evening with a Craftsman Certificate for Mark McDonald of WTS Forsyth in Peebles and Knife Skills Certificates to Philippa Mueller (Whitmuir Organics) and John Lawson.



SFMTA CORPORATE MEMBERS – Please support these businesses

<p>AVERY BERKEL LTD, Foundry Lane, Smethwick, West Midlands B66 2LP Tel: 0870 903 2000</p>	<p>AES JEROS LTD Supplier of Equipment Washers & Tray Cleaners Crossbush Cottage, Riccarton, Kilmarnock KA1 5LN Tel: 01563 551122, Mobile: 07788 926 925</p>
<p>AVONDALE POULTRY S Pollock Avenue, Hillhouse Park Ind Est Hamilton, ML3 9SZ Contact: Chris Flanagan Tel: 01698 424 288</p>	<p>BANK OF SCOTLAND MERCHANT SERVICES Tel: 0800 652 5808</p>
<p>BARO LIGHTING (UK) LTD Oakwood House, 36 Wood Lane Partington, Manchester M31 4ND Tel: 0161 777 9292 Fax: 0161 777 9404 Email: sales@baro.co.uk Web: www.baro.co.uk</p>	<p><u>BIZERBA (UK) LTD</u> Eastman Way, Hemel Hempstead, HP2 7DU Tel: 01442 240751</p>
<p>CAPITAL COOLING LTD 12 Dunnet Way, East Mains Ind Est Broxburn EH52 5NN Contact: Gerry Simpson Tel: 01506 859000 Email: sales@capitalcooling.com www.capitalcooling.com</p>	<p>COPAS TRADITIONAL TURKEYS LTD Kings Coppice Farm, Grubwood Lane, Cookham, Maidenhead, Berkshire, SL6 9UB T: 01628 474678. Email: jodie@copas.co.uk. www.copasturkeys.co.uk</p>
<p>DALESMAN New York Industrial Estate Newcastle Upon Tyne NE27 0QF Tel: 0191 259 6363 Fax: 0191 259 6362</p>	<p>DALZIEL Bellshill North Industrial Estate, Bellshill ML4 3JA Tel: 01698 749595 Fax: 01698 740503</p>
<p><u>EAST OF SCOTLAND CONTRACTS</u> Ferryhills Road, Inverkeithing, Fife KY11 1HD. Tel: 01383 418610</p>	<p>GMC CORSEHILL LTD Ailsa Road, Kyle Estate, Irvine KA12 8NG Tel: 01294 275133/322807/313290 Fax: 01294 312300 E mail: sales@gmccorsehill.co.uk web: www.gmccorsehill.co.uk</p>
<p>KELLY BRONZE (SCOTLAND) LTD Glencairn, 10 Stewarton Road Dunlop, Ayrshire KA3 4AA Tel: 01560 482404</p>	<p><u>KRH LTD</u> 2 Elms Way, Ayr Ayrshire KA8 9FB Tel: 01292 283111</p>
<p><u>LUCAS INGREDIENTS</u> Portbury Way, Bristol BS20 7XN Tel: 0800 138 5837</p>	<p><u>McAUSLAND CRAWFORD</u> 79-81 Abercorn Street , Paisley PA3 4AS Tel: 0141 849 7033</p>
<p>MANCHESTER RUSK COMPANY LTD Flava House, Beta Court, Harper Road Sharston, Manchester M22 4XR Tel: 0161 945 3579 Fax: 0161 946 0299 Email: mrc@mrcflava.co.uk web: www.mrcflava.co.uk</p>	<p><u>PARAGON PRODUCTS</u> Hygiene Specialists Newhailes Ind Estate, Newhailes Road, Musselburgh EH21 6SY Tel: 0131 653 2222 Fax: 0131 653 2272</p>
<p><u>SCOTWEIGH</u> Suppliers of the TEC SL-9000 and Portable scales. Unit 2/4 Granary Square, Bankside, Falkirk FK2 7XJ Tel: 01324 611311</p>	<p><u>STOCKLINE PLASTICS</u> Grovepark Mills, Hopehill Road, Glasgow, G20 7NF Tel: 0800 262015</p>
<p><u>WILLIAM SWORD LTD</u> Blairlinn Ind Est, Cumbernauld, G67 2TX Tel: 01236 725094</p>	<p>VERSTEGEN LTD Unit A9B Plough Road Centre Great Bentley Essex CO7 8LG Tel: 0800 011 3246 Email: info@verstegen.co.uk</p>
<p>WATCO REFRIGERATION LTD. Unit 44/2 Harden Green Ind Est, Dalkeith, nr. Edinburgh, EH22 3NX Tel: 0131 561 9502 Fax: 0131 561 9503 Email: info@watco-refrigeration.co.uk</p>	<p><u>JAMES WHANNEL (WHOLESALE) LTD.</u> c/o Shotts Abattoir, Foundry Road, Shotts ML7 5DX Contact: Robert Kirkhope, Tel: 01501 822277 Fax: 01501 821886.</p>
<p>VC999 PACKAGING SYSTEMS (UK) Ltd 10 North Portway, Close Round Spinney Industrial Estate Northampton, NN3 8RQ Contact: Bill Anderson Mobile: 07811 954 587 Tel: 01604 643999 Email: bill.anderson@vc999.co.uk</p>	<p><u>VEHICLE BODIES (FORFAR) LTD</u> Unit 1, Old Brechin Road, Forfar DD8 3DX Contact: David Reid Tel: 01307 462142, Fax: 01307 466070 Email: vehiclebodiesforfar@btconnect.com</p>

Fresh Produce Retailer of the Year

Perennial award winners JC Douglas picked up yet another award last month at the first ever Independent Retail Awards.

Over 300 people attended the awards dinner that took place on Friday 10th September 2010 at Glasgow's Thistle Hotel recognised how local businesses play a part within their local community.

Hosted by showbiz and music columnist, Beverley Lyons, the Scottish Independent Retail Awards highlighted the value of independent retailers to the communities and country they operate within; showcasing the diversity within the industry, recognising and rewarding the entrepreneurial spirit and business acumen which lies behind thriving independent retailers.

The winners of the Scottish Independent Retail Awards in the Fresh Produce category:-

Fresh Produce Retailer of the Year: J.C Douglas Quality Butchers – Main Street, St. Boswells

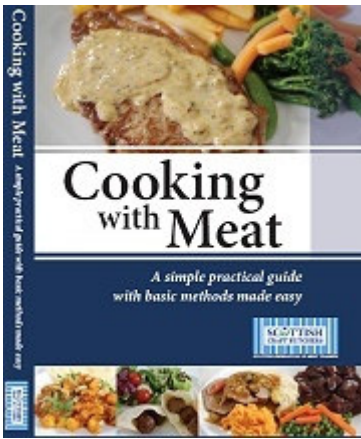


Anyone who loves cooking will appreciate the importance of fresh local produce, whether it's the finest cuts of meat, expertly grown veg, freshly baked bread or wide selection of cheeses, this award appreciates those who carefully source the finest local produce.

Finalists: W&S Dickson – Morningside Road, Edinburgh // MacCallum's of Troon – Harbourside, Troon // J.C Douglas Quality Butchers – Main Street, St. Boswells

Asim Sarwar, Managing Director of United Wholesale Scotland said: "The Scottish Independent Retail Awards are all about local businesses for their local community. These awards give a platform to the local communities from which to voice their admiration and loyalty to their independent retailer of choice. At the Awards we had the honour to be joined by a wealth of talent from the across Scotland's Business Community."

Rowland Duncan who collected the award on behalf of his daughter Kelly, and son in law Craig Douglas



Cooking with Meat DVDs

The Executive of SFMTA has decided to offer members the opportunity to distribute these DVDs to community, school and other groups free of charge.

There is widespread belief that returning to traditional cooking values would be a great benefit to the health of the nation. This was supported by opinion raised at the "Science of Eating" seminar at the 2010 Festival of Politics held at Holyrood.

SFMTA will provide members with these DVDs **free of charge** in exchange for the name of the organisation that are going to donate it to and the understanding that their name will be listed as a beneficiary on our website.

New Chief Executive at National Federation

Following Graham Bidston's retirement our English counterparts NFMFT have appointed Essex butcher Roger Kelsey as their new Chief Executive. Roger visited SFMTA during his year in office as their Federation President in 1996. SFMTA look forward to working with him and wish him well in the position.



Opportunity to Meet the Tesco Team

Scotland Food & Drink will be hosting a new supplier day with the Tesco regional team on Tuesday 12th October. The event will take place at the Edinburgh International Climbing Arena near Edinburgh.

The event will be aimed at companies not currently supplying Tesco. It will give potential suppliers the opportunity to come along and find out what it's like to work with Tesco and give an insight into how the business operates. Presenting from the Tesco team will be Angus Bell, Senior Scottish Buying Manager, Lynne Roxburgh, Local Marketing Manager and Fiona Dargie Technical Development Manager. They will cover:

- Introduction to Tesco
- Customer Profile
- About Tesco Local
- Opportunities & Trends
- Technical Overview
- Commercial Overview
- Merchandising / Packaging
- Distribution
- Marketing Overview

The presentation will end with a Q&A session.

There is no cost for suppliers to attend this event which is being fully funded by Tesco. For more information or to book a place at the event please contact charlotte.herring@scotlandfoodanddrink.org or telephone 0131 524 8648

SFMTA Promotional Material

Posters will be sent out ahead of British Sausage Week which is the first week in November. SFMTA feel that is too late to pick up on Halloween trade and so this year we have produced our own materials with we hope you will feel will enhance your own sausage activities at that time of year.



Our sausages are pure magic!
Ideal for your Halloween Party.




Halloween: Sunday 31 October
www.craftbutchers.co.uk



Don't forget the bangers for Guy Fawkes night.



Guy Fawkes: Friday 5 November
www.craftbutchers.co.uk

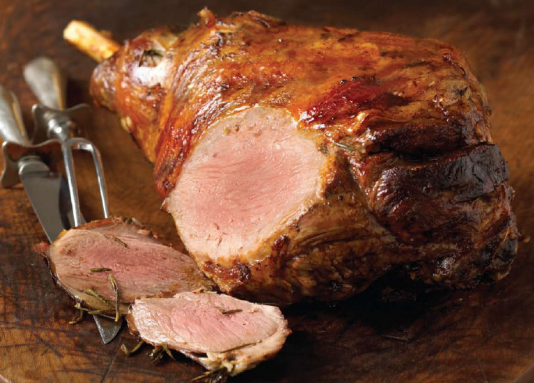


Celebrate Lamb from Scotland for St Andrews Day


In conjunction with QMS special lamb posters have been produced to allow all our members to promote Lamb for St Andrews Day on 30th November.

These will be distributed in November and Scotch Beef Club members will receive a similar poster.

CELEBRATE LAMB FROM SCOTLAND FOR ST ANDREWS DAY



QMS



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 18/09/10	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	282.0 p/kg	282.2 p/kg	292.3 p/kg
Heifers dwt	280.2 p/kg	279.6 p/kg	291.1 p/kg
Young Bulls dwt	261.0 p/kg	255.4 p/kg	274.2 p/kg
Numbers			
Steers	4499	4073	3958
Heifers	2299	2046	2288
Young Bulls	610	684	551
BEEF PRICES			
W/E 15/09/10			
Previous week			
Previous year			
Scottish Auctions			
Steers lwt	157.72 p/kg	165.21 p/kg	165.62 p/kg
Heifers lwt	158.59 p/kg	166.49 p/kg	169.38 p/kg
Young bulls lwt	127.63 p/kg	135.64 p/kg	140.88 p/kg
Numbers			
Steers	371	257	300
Heifers	424	349	267
Young bulls	54	42	34

Deadweight cattle week ending 18th September 2010								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	288.1	287.1	287.7	289.3	289.6	288.6	270.4	271.9
R	282.5	284.6	284.5	279.1	282.8	282.1	269.9	272.7
O+	276.5	279.7	273.9	277.9	277.5	275.3	252.7	257.1
-O	261.5	260.7	257.0	244.3	242.2	240.6	240.5	243.0

Deadweight steers fell marginally on the week while heifers edged up to exceed 280p/kg dwt for the first time in 20 weeks. Young bulls returned to their price of two weeks ago with fewer being killed, but overall deadweight prime cattle volumes reached a four-month high. After large declines the week before in the auction markets, prime cattle prices traded slightly higher as there was an increase in heifer prices. However, steers fell a little further and young bulls fell sharply to their lowest since the final week of 2008.

The GB deadweight lamb average fell to its lowest level in eight weeks despite volumes being well down year-on-year. Auction lamb prices recovered somewhat from a large fall the week before to be more than 13% higher than a year ago. The ewe price edged down on the week and is around £2.60 / head more expensive year-on-year.

The DAPP continued to slide downwards and is 5.5% lower than a year ago.

SHEEP PRICES	W/E 15/09/10	Previous week	Previous year
Scottish Auctions			
New Season SQQ lwt	153.94 p/kg	163.15 p/kg	145.10 p/kg
Ewes lwt	£53.20 /hd	£72.85 /hd	£49.07 /hd
Sheep numbers			
Scottish Auctions			
New Season SQQ	21635	25675	27172
Ewes	8568	12522	6016

SHEEP PRICES	W/E 18/09/10	Previous week	Previous year	
GB Abattoirs				
New season SQQ dwt	355.9 p/kg	367.9 p/kg	326.8 p/kg	
Deadweight sheep week ending 18th September 2010 p/kg				
	U	366.7	366.5	353.7
	R	356.9	356.1	350.1
	O	349.9	349.7	348.0

PIG PRICES	W/E 18/09/10	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	141.29 p/kg	141.80 p/kg	149.49 p/kg

GB deadweight pigs ending 18th September 2010 – p/kg					
	Method 1 and 2 p/kg dwt	Change		Method 1 and 2 p/kg dwt	Change
Up to 59.9 kg	135.83	+0.82	80.0 – 89.9 kg	142.02	-0.44
60.0 – 69.9 kg	142.18	-0.44	90 kg and over	134.03	-1.04
70-0 – 79.9 kg	142.20	-0.30			

For Sale
 Long established butchers business in Perthshire town. Enquiries in first instance to SFMTA Tel: 01738 637472

For Sale
 Butchers business established 1967 in Cowdenbeath. Modern well equipped shop. Owner wishing to retire. Enquiries to Tel: 01383 510653

For Sale
 Avery Berkel Slicers, Gravity Fed, 1 large £350 each, 1 small £300. Serviced recently, good working order. Tel: 01324 823399

For Sale
 Stainless Steel Table 1.8m long X 0.8m high X 0.66m wide, 2 inch back board, Drawer in middle and shelf on bottom. Good Condition. First reasonable offer collects. Tel: 01561 377442

For Sale
 Blue Seal G56D, turbo fan range – turbo fan assisted convection oven
 Six Powerful Gas Burners, Twin hinged oven doors, two years old, excellent condition
 £600 ono. Contact David Macdonald. Tel: 01382 611348

Retail Prices for w/e 25/09/10

	SFMTA AVERAGE SEPT	SFMTA AVERAGE AUGUST	QMS AVERAGE SEPT	QMS AVERAGE AUGUST
SCOTCH BEEF				
Fillet Steak	3322	3322	3176	3176
Sirloin Steak	2218	2218	2321	2316
Popeseye Steak	1472	1472	1418	1428
Topside	1140	1140	1036	1060
Round / Rump Steak	1099	1096		
Diced Stewing Steak	910	890	909	909
Rolled Brisket	878	877		
Steak Mince	787	771	705	705
Boiling Beef Bone In	565	565		
DOMESTIC LAMB				
Whole Leg of Lamb	1101	1101	1043	1044
Centre Cut Leg Bone In	1307	1307		
Gigot Lamb Chops	1395	1395		
Lamb Leg Steaks	1512	1512	1645	1664
Chump Lamb Chops	1446	1446		
Double Loin Lamb Chops	1399	1399	1577	1577
Single Loin Lamb Chops	1301	1301	1470	1470
Rolled Shoulder Lamb	981	981	1034	
Lamb Shanks	611	611		
Diced Lamb	1131	1131	1145	1145
Minced Lamb	1016	1016	1116	1116
PORK				
Pork Tenderloin (Fillet)	1144	1144	1050	1073
Pork Leg Steaks	860	860		
Double Loin Pork Chops	780	780	728	790
Single Loin Pork Chops	757	757		
Rolled Shoulder of Pork	615	615	650	675
Belly Pork	563	560		
Pork Loin Steaks	896	896	964	943
Diced Pork	697	697	693	693
PRODUCTS				
Beef Link Sausages	612	612		
Pork Link Sausages	640	640	610	608
Speciality Pork Sausages	698	698		
Sliced Beef Sausage	572	572		
Sliced Black Pudding	528	528		
Ball Haggis	645	645		
Scotch Pie	79	79		
Indiv Steak n Gravy Pie	133	133		

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