

FEDERATION NEWS

The Newsletter for Scotland's Craft Butchers



SCOTTISH CRAFT BUTCHERS

OCTOBER 2016

Craft Butcher Training Awards

Scottish Meat Training was recognised by Meat Management magazine naming it as the UK's Training Scheme of the Year in 2014. That success came as a consequence of the constituent parts so now the Scottish Craft Butcher training awards are being launched to celebrate the hard work and achievements of the country's most talented trainees, mentors and committed employers.

There will be five categories – SVQ Level 2 Modern Apprentice of the Year, SVQ Level 3 Modern Apprentice of the Year, Training Mentor of the Year, Training Partner of the Year and a special "Extra Mile" award to be nominated by employer, mentor or customer.

It is hoped that these awards will play a valuable role in recognising the efforts of young people throughout their careers as well as those who offer support along the way.

Nominations for these awards are open now and forms are available from SMT assessors or online at www.sfmta.co.uk. Entries close on Thursday 27th October and the presentations will be made by President Beaton Lindsay at the SFMTA AGM at Houston House Hotel on Sunday 20th November.

One of the major problems restricting the growth of business in the Scottish Meat Industry is the limited supply of skilled staff. For many butchers' businesses so much more would be possible if there were staff available to help take aspirations forward.

Frustrated employers have tried many recruitment strategies yet the option that gravitates as the solution with the best chance of success is to develop your own staff. Many recognise the statement "We don't find butchers, we make butchers!"

While some would like to see Butchery courses run in colleges or specialist training centres, funding concentrates the approach to the Modern Apprenticeship (MA) programme enabled through Skills Development Scotland.

Scottish Meat Training (SMT) is the standalone training arm of the Scottish Federation of Meat Traders and at any one time can have up to 250 trainees registered on MA's. These trainees stretch from the Solway to Shetland and they are serviced by four assessors / verifiers. In the contract year to the end of March this year, 142 achievers were certificated.

Featured this month

Tom Courts – the comeback

LiveScot - details

Port Glasgow Butcher feature

Dalziel's North East Trade Show

Scot shares secrets in Yorkshire

Employment Law Update

Cattle Price Trends

Food Standards Scotland's Cheesegate

Members News and Great Taste Awards

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- Improve product quality and reduce produce waste
- Alleviate audit stress with easy to access historical reports
- Out of hours alarms to assist with eliminating damage to stock



Welcome to New Members

Margaret Ann McGuigan, Clark and Drummond Ltd, Unit 2 10 Munro Road, Stirling FK7 7UU

Tel: 01786 3575757

Tom Courts, Burntisland Butchers, 213 High Street, Burntisland, KY3 9AE

Tel: 01592 870298

Karl Watson, Watson Family Butcher, 36 Main Street, Newburgh, Ellon AB41 6BL

Tel: 01358 788 972

Take a butcher's at who's back in Burntisland!

Fife Today reported online on Friday 9th September:-

Three generations of a family of Burntisland butchers was welcomed back to the town this week. Tom Courts Butchers moved into the former premises vacated by the retiral of Neil Cameron after 66 years in the town. And as one family business closed up another opened with Tom Courts junior resurrecting the business first started by his father in the town 25 years ago.



A family affair at Courts the butchers, from left Tom senior, Tom junior, Ellen, Calum and Matthew. Pics by FPA

And Mr Courts senior was there to lend a helping hand to his son and his nephew Calum Blake, who is also working in the family business, while Ellen (13), Tom's daughter will start her first Saturday job at the shop at 213 High Street, at the opposite end from where his father ran a business from the early 1970s until 1992.

Mr Courts "retired" in 1992 to pursue other interests, and his son went to university to study accountancy, before taking a job with Fife Constabulary. However just six months on from hanging up his apron, Mr Courts senior became bored of retirement.

He opened up a smaller business in Cowdenbeath where he traded very successfully.

Tom Courts junior continued to work part-time in the firm during his uni days and then worked for eight years as a policeman. He explained: "In 2003 my dad had some heart problems and he offered me the opportunity to take on the business. Having served my apprenticeship, I took a gamble and took on the shop. "We expanded from just five employees to 25

"Over the next ten years we won many awards – more than any of our competitors – and I opened a second branch in Lochgelly, managed by Matthew, a long-serving employee. "They continued until last year. My wife suffered health problems and I needed to spend time with my family, so I sold the business to Blacks and took some much needed time off.

"I then took a job with Blacks in their Bathgate shop which I really enjoyed, but not the travelling which was too much. I knew Neil Cameron was looking to retire, so I bought the shop from him and here we are back in Burntisland. I still recognise many of the customers I served 30 years ago as an apprentice!

"We are a real family business and now are in our third generation with my nephew and daughter working here too."

News of Courts' return to Burntisland was warmly welcomed in Burntisland with customers commenting through social media.

Margaret Gibb posted: "This brings back memories of when your dad started up in Burntisland, and he doesn't look much different! Good luck to them all."



LiveScot

Saturday 26th November 2016
Lanark Agricultural Centre, Lanark



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

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



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

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

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

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

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



Auction Sale Times

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

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

Details and updates about the SNFSC and events can be found on their website www.fatstockclub.co.uk and on Facebook under Scottish National Fat Stock Club.

Any enquiries should be directed in the first instance to Club Secretary, Margaret Gray, 07939 523575, secretary@fatstockclub.co.uk.

LiveScot look forward to welcoming you

Saturday 26th November 2016 sale starts at 3.30pm
Lanark Agricultural Centre, Lanark

Brexit Update From James Withers, CEO



Scotland Food & Drink continues to work with its industry partners and both the Scottish and UK Governments on Brexit-related issues. Much of the last few weeks has been spent emphasising immediate issues for the food and drink industry, trying to get a sense of likely timeframe for an EU exit and seeking clarification on key issues. There remain huge uncertainties and, as yet, there remains no indication of the UK Government's view on a future trading relationship with the EU. There is emerging consensus that a form of Free Trade Agreement is the most likely deal to be struck between the UK and remaining EU members.

As a reminder, the key short-term issues we've been highlighting have been:

- Importance of EU workforce (reassuring existing workers of their continued right to stay/work & the need for future migration policy to cover all skill level requirements).
- Importance of EU exports (and also ingredient imports).
- Importance of EU funding (more info below on latest developments).
- Establishing the future of EU-based regulation which covers so much of our sector.
- Need to reassure foreign investors.
- Reiterating the importance of UK market, which shouldn't be sacrificed in Scotland's current discussions about retaining EU membership.

Other developments to note:

- UK Secretary of State Andrea Leadsom hosted a 'summit' in London on 5 September which I attended.
- The Chancellor announced last month that "EU farming, rural and research funding" would be honoured through 2020. There's been some confusion over exactly what funding streams are being referred to. It appears that the commitment covers direct payments to farmers (£400-500m in Scotland) but not so-called pillar 2 payments (worth around £360m). It is pillar 2 payments is cover funding to manufacturing/processing through schemes like the Food Processing & Marketing Co-operation (FPMC) scheme. SF&D is seeking the same guarantee for pillar 2 funds – and Cabinet Secretary Fergus Ewing has made the same request publicly.
- The latest indication appears to be no EU exit before mid to late 2019 at the earliest - making the UK Government's 2020 commitment effectively a 1-year commitment.
- Some discussions are beginning south of the border on a post 2020 agri-rural policy and funding framework. This is a massive discussion with big potential opportunities to get a support system fit for purpose. No discussions have begun in Scotland.
- The public position of the Scottish Government remains to explore all routes to retain EU membership for Scotland. Those options look extremely limited. The new Standing Committee to advise the First Minister has met twice now and is expected to explore this area.
- The First Minister has announced the creation of an EU business hub to provide a single route into Scottish Government for industry questions/issues. Also announced is a 'business network' to bring the main business bodies together to discuss ongoing Brexit issues. There is no further information of when and how that will operate.

SF&D will be remaining closely involved in ongoing discussions. If you want to feed any of your own views in, please email: ceo@foodanddrink.scot

SFMTA AGM

The Federation's Annual Meeting will be held at Houston House Hotel, Uphall on Sunday 20th November when the guest speaker will be prominent Yorkshire butcher, Brindon Addy. Please note the date.

SFMTA Corporate Members –

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

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Thanks to all our Corporate Members for their invaluable support

DALZIEL TRADE SHOW

Sunday 25th September, Hebburn, Gateshead

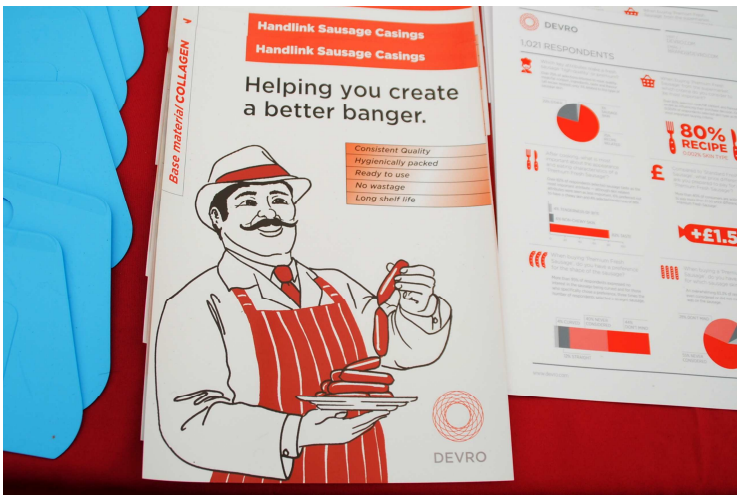


Mike Winrow (pictured above) will be demonstrating these products at the SFMTA Regional Meetings during the first week in October



DALZIEL TRADE SHOW

Sunday 25th September, Hebburn, Gateshead



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DALZIEL TRADE SHOW

Sunday 25th September, Hebburn, Gateshead



Advertising Feature

The Ultimate Winter Warmer Beef Meatballs



Ingredients:

Italian Sauce
New Winter Warmer Glaze
Beef Meatballs
Courgette
Aubergine
Cherry Tomatoes
Mixed Peppers
Red Onion
Parsley

To Assemble:

1. Fill a black tray with our Italian sauce for the base.
2. Chunkily slice the courgette, aubergine, cherry tomatoes, peppers & onion.
3. Roll the beef meatballs in the glaze using at 10%.
4. Lay the meatballs and Mediterranean vegetables on top of the sauce.
5. Garnish with parsley.



Chat to us on [Twitter](#), or give us a like on [Facebook](#) for tasty updates & ideas
The Flava People, Flava House, Beta Court, Harper Road, Sharston, Manchester, M22 4XR

BIZERBA

closer to your business

BIZERBA ANNOUNCES NEW PARTNERSHIP IN SCOTLAND

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

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

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

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

Martin Orr, Director of 2visualise



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



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



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

**Tel: 0141 255 0002
Web: www.butchersapp.co.uk
Email: getintouch@butchersapp.co.uk**

**Tel: 01908 68240
Web: www.bizerba.com
Email: info@bizerba.co.uk**



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

Entry forms are enclosed with this Newsletter. If you are interested but cannot attend SFMTA can arrange for a nominated representative for you at the prize giving. Also if not delivering the entry in person, it will be transported to Oban for you, if your entry can be at the Federation Office in Perth by 5.00pm on Friday 25th November.

Great Taste Awards

Congratulations to members who picked up awards in the Guild of Fine Foods product evaluation. Federation members came to the top amongst 10,000 entries.



Haggis	3 star	Donaldsons of Orkney
Vegetarian Haggis	2 star	Ramsay of Carluke Ltd
Traditional Scottish Haggis	2 star	Grants of Speyside
Beef & Heather Ale Sausage	2 star	Crombies of Edinburgh
Traditional Haggis	2 star	Crombies of Edinburgh
Steak & Haggis Pie	1 star	John Lawson Butchers & Deli
Scottish Potted Hough	1 star	John Lawson Butchers & Deli
Spanish Rack of Scotch Lamb	1 star	John Lawson Butchers & Deli
Black Pudding infused with whisky oak aged beer	1 star	Ramsay of Carluke Ltd
Balgove Scotch Egg	1 star	Balgove Larder Ltd
Balgove Pork Sage & Thyme Sausages	1 star	Balgove Larder Ltd
Italian Sausage	1 star	Mearns T McCaskie
Black Pudding	1 star	Mearns T McCaskie
Smoked Black Bacon	1 star	Mearns T McCaskie
Unsmoked Ayrshire Bacon	1 star	Mearns T McCaskie
Sirloin Steak	1 star	Irvines Family Butchers
Scotch Pies	1 star	Crombies of Edinburgh

Facebook Training – free online sessions

Basic Training – Wednesdays 5th & 19th October

Advanced Training – Wednesday 12th & 26th October

Book your place and receive the necessary link to Zoom session. Email: douglas@sfmta.co.uk



Craft Butcher Social Media Presence
twitter.com/scocraftbutcher
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WHY Choose KellyBronze®

BRED TO BE WILD



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



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



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



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



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



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



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



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

Is it fair to dismiss an employee in their absence?

lindsays

In the case of *Nabili v The Norfolk Community Health and Care NHS Trust* [2016], the Employment Appeal Tribunal (EAT) considered whether it was fair and reasonable to dismiss an employee in her absence, when she did not attend a scheduled disciplinary hearing.

Facts

Dr Nabili worked as a consultant paediatrician for the NHS Trust and was suspended over performance concerns. She had admitted breaching one of the terms of her suspension, not to practice for another NHS Trust, claiming she had misunderstood the conditions. She was therefore invited to attend a disciplinary hearing.

Dr Nabili asked that the meeting be rescheduled as she had already booked a flight to Iran to visit her sick mother. Although the panel initially agreed, it later changed its mind and the meeting proceeded without her or her representative being present. The decision was made to dismiss Dr Nabili and she then brought a claim for unfair dismissal.

The Tribunal considered the results of the investigation and held that Dr Nabili's presence would not have made any difference to the decision and therefore the dismissal was fair. Dr Nabili appealed.

Law

The Acas Code states that employers and employees (and their companions) should make every effort to attend a disciplinary hearing. However, employees often seek to postpone disciplinary hearings, either through their desire to have more time to consider their position or as a result of illness or non-availability of themselves or their chosen companion.

The Acas Guide advises that if an employee fails to attend the first meeting arranged, it is good practice for the employer to re-arrange the meeting to an alternative date in order to give the employee a further chance to attend. Yet, where an employee is persistently unable or unwilling to attend without good cause, the Acas Code states that the "employer should make a decision on the evidence available". The non-statutory Acas guide lists a number of considerations for employers to weigh up, prior to taking this step:

- ☐ any rules the organisation has for dealing with failure to attend disciplinary meetings
- ☐ the seriousness of the disciplinary issue under consideration
- ☐ the employee's disciplinary record (including current warnings), general work record, work experience, position and length of service
- ☐ medical opinion on whether the employee is fit to attend the meeting
- ☐ how similar cases in the past have been dealt with

Decision

The EAT overturned the Tribunal's decision on the basis that it had failed to consider whether the NHS trust had acted reasonably in the circumstances in deciding that her attendance would not have affected the outcome of dismissal. The EAT passed the matter back to the Tribunal for a re-hearing.

Decision

Christine Jamieson, a Paralegal in the Employment Team, states:

"If an employee has a genuine reason for not attending it will be unusual for a disciplinary procedure to go ahead without an attempt to re-schedule the hearing. It will be difficult for an employer to argue why, considering all of the circumstances, it was reasonable for them to decide that the employee's attendance would make no difference."

It will be good practice to:

- ☐ Reschedule a disciplinary hearing.
- ☐ If the employee seeks to postpone the rescheduled meeting, consider whether to postpone again or hold it in their absence, depending upon the circumstances.
- ☐ If the meeting is to be held in the employee's absence they should be forewarned that their failure to attend or get in touch may result in a decision being made without their presence and details of the possible sanctions should be given.
- ☐ If ill-health is the reason for non-attendance and is likely to be long-term, obtain medical advice on the employee's fitness to attend and what, if any, adjustments to the process are recommended.
- ☐ Consider asking the employee to present written submissions.
- ☐ Even if the employee has been unable to attend the disciplinary hearing a right of appeal should always be given.

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Diary Dates

SFMTA Regional Meeting	Carfraemill Hotel, Borders	Monday 3 rd October
SFMTA Regional Meeting	Garfield House Hotel, Stepps	Tuesday 4 th October
SFMTA Regional Meeting	Laichmoray Hotel, Elgin	Wednesday 5 th October
SFMTA Regional Meeting	Lovat Hotel Perth	Thursday 6 th October
White Pudding Evaluation	Redgarth, Oldmeldrum	Wednesday 12 th October
British Sausage Week		31 st October – 6 th November
Savoury Pastry Evaluation	Dewars Centre, Perth	Thursday 3 rd November
SFMTA Annual General Meeting	Houstoun House Hotel, Uphall	Sunday 20 th November
Golden Haggis Awards	Oban Distillery	Sunday 27 th November
Scottish Craft Butchers Trade Fair	Dewars Centre, Perth	Sunday 14 th May 2017

Bid to have welfare labelling on beef in UK supermarkets

The British Veterinary Association (BVA) is calling for mandatory method of production food labelling on all dairy and beef produce in the UK.

The BVA wants this labelling to be underpinned with strong welfare outcome safeguards and on-farm welfare assessments, which ensure that high standards are being achieved.

President of BVA Sean Wensley said: "For vets, it's a top priority that the animals we rear for food have a good life and a humane death. Research shows that vets are not alone in caring about where the food comes from."

"Mandatory method of production labelling makes sense on a number of fronts: consumers can be clearly and consistently informed about how the animals reared for their meat and dairy products were kept, with on-farm welfare assessments assuring high standards," he added.

Mandatory method of production labelling already exists across the EU for shell eggs, which must legally state whether they are organic, free-range, barn or from caged hens.

Keith Fisher retires from AHDB

Tribute was paid last month to Keith Fisher who recently retired from post as Butchery Development Manager for AHDB Pork. Keith is a fourth generation master butcher in his family and has been involved in the industry for 50 years. He is a qualified slaughterman and has a long and distinguished career behind him from buying stock right through to developing innovative meat products.

Keith started with the Meat and Livestock Commission in 1974 as carcase technician at the evaluation unit at Bilsworth near Northampton. This had evolved out of the old Ministry of Fisheries and Food and prior to that the Ministry of Defence.

Lincolnshire Pig farmer, Meryl Ward, Chair of AHDB Pork praised his passion for developing businesses and thanked him for all his work for the industry. She predicted that his retirement would be only partial and that he would continue to be involved in product evaluations and other meaty projects.

Unknown to Meryl, Keith will be in Glasgow for two days in October judging the Smithfield Awards and we of course look forward to him continuing his long standing role as Head Judge at the Meat Skills Scotland finals at the Scottish Craft Butcher Trade Fair in Perth on 14th May 2017.



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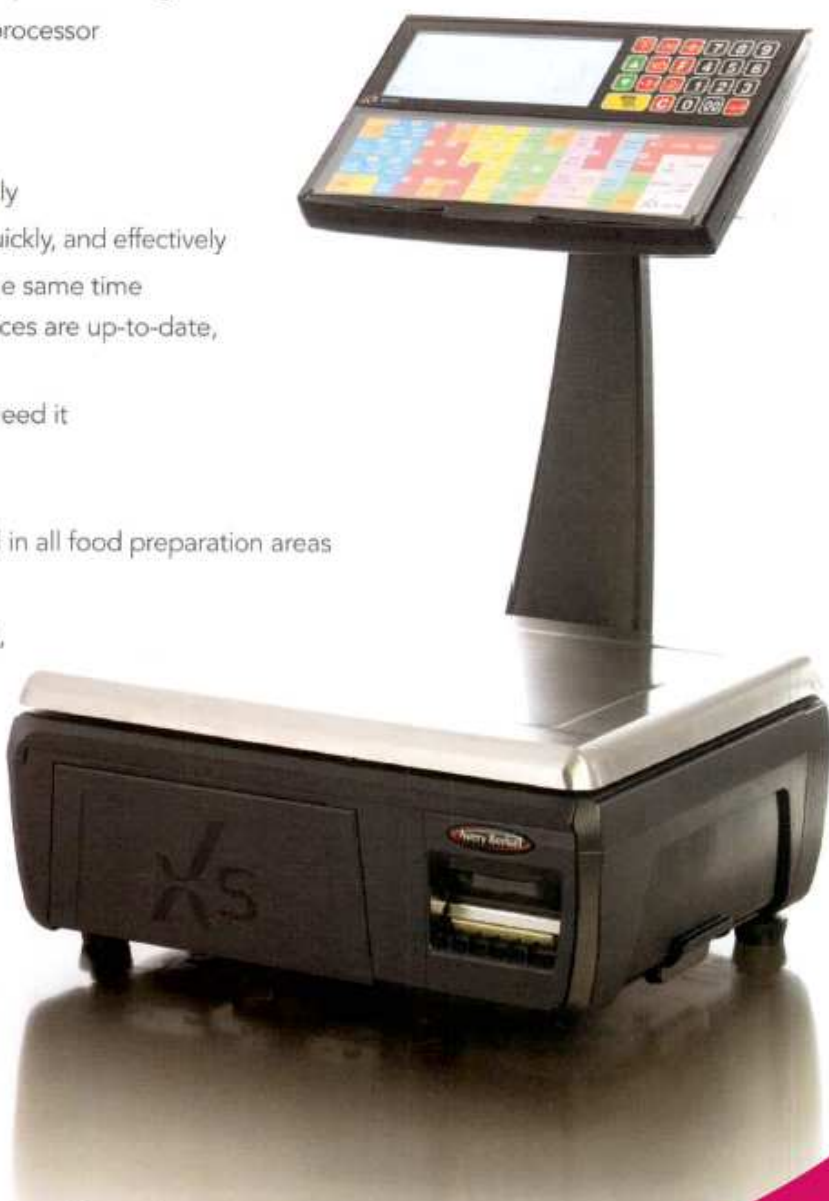
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Guess where everybody is heading?



Its name may fill west coasters with pride but the lack of depth in the river Clyde created the need for Port Glasgow. Originally named Newark, it emerged as a port for the nearby city in 1668 and became Port Glasgow in 1775. The town was home to dry docks and shipbuilding from as far back as 1762.

Supplying shipyards formed an important base for the firm of Robert Alexander that has traded out of five different locations in the town. The founder, the grandfather of the current owner Drew McKenzie, had worked in a couple of shops in the East End and in MacKenzie's in Greenock before in 1941 being moved by his employer to a branch shop in Port Glasgow. Drew recalls the story:-

"Grandpa wasn't too happy because the shop was only doing a beast and a couple of lambs a week. He said to them 'send me up a couple of beasts and send me ten lambs' and he filled the window with the ten lambs. What he didn't sell he sent back. It went from sending eight lambs back, to seven to eventually selling all ten lambs."





A significant factor in establishing that Port Glasgow shop was supplying shipyards during the war effort. Its location opposite the yard gates proved an important one. Drew continued:-

"In 1941 it was the start of industrial canteens. Men were no longer expected to go home for their dinner and they had to get fed to maintain full production. 15,000 men worked in them and we had the shipyard canteens business from the day they opened to the day they shut."

Robert Alexander was able to purchase his shop in 1959 and thrived from supplying the Glen Yard, the Kingston, Scott Lithgow, Ferguson's and Kincaids. The men all worked in the shipyards and the women all worked in factories such as Black's, Playtex, Sangamo, and AMP.

"The women were paid cash on a Friday afternoon and they would come into the shop and we would be very busy. The town was booming until the yards shut and then there was a major depression about the place."

Just 22 minutes away from Glasgow Central on the 'blue trains' Port Glasgow has become a commuter town for Glasgow. A regeneration company called Riverside Inverclyde has had major success promoting the whole of Inverclyde and while retailing in traditional shopping centres may appear to be challenged, Port Glasgow is somewhat different.

There is a major superstore but it is at the end of the main street, the vacated shipyard land on the south bank of the Clyde has all been reclaimed and the shopping emphasis is moving from nearby Greenock to Port Glasgow. Parking is free and strictly governed by parking attendants but does ensure essential spaces for shoppers. A new retail park will complement the 'village' like shopping centre.



Drew's mum, Mrs Irene McKenzie has been involved in the business since the age of 10. She still works three afternoons a week though it is fair to say her job title is now probably 'consultant' - there really are few things that Drew does in the business without sounding her out for advice beforehand.



Alexander's initially replaced their shipyard trade with catering business but now Drew feels happy that the business is back to serving customers at the counter and home deliveries:-



Facebook post: It's another Mince Monday and guess where everybody is heading.

"We have started doing Friday night deliveries and it has paid off. Even if it is only 10 or 12 orders they are good orders. We are predominantly retail now but serve a few hotels, nursing homes and local garden centre."

Alexander's Mince Monday's have been incredibly successful claims Drew putting Monday trade up beside Saturday's. Adopting an idea he got from another Q Guild member, the Port Glasgow Mince Monday's - buy one, get one free - have been ongoing famously for the last two years. Supported by quirky Facebook posts this has attracted lots of business and customers invariably buy more than just mince.



On a Saturday local offices are closed and Alexander's becomes a destination shop. The retail side has been well worth concentrating on. Wholesale and catering markets were low return distractions but there are rewards when attention is purely focussed on selling and satisfying customers' needs. Drew and his staff of 12 take time and effort, he continued:-

"The display and range of products are important, the competitive advantage comes from developing and selling products and everything is prepared on the premises. Supermarkets do not make anything that we make, or in the way we make it."



Having been brought up buying live at Paisley market, Drew still brings in sides of beef but now sources the best quality beef and lamb from John Scott Meats in Paisley. Pork comes from Robertsons in Ardrossan, chicken from Vallance at Glasgow market and pastry for the large range of pie products is supplied by the Bells Food Group.

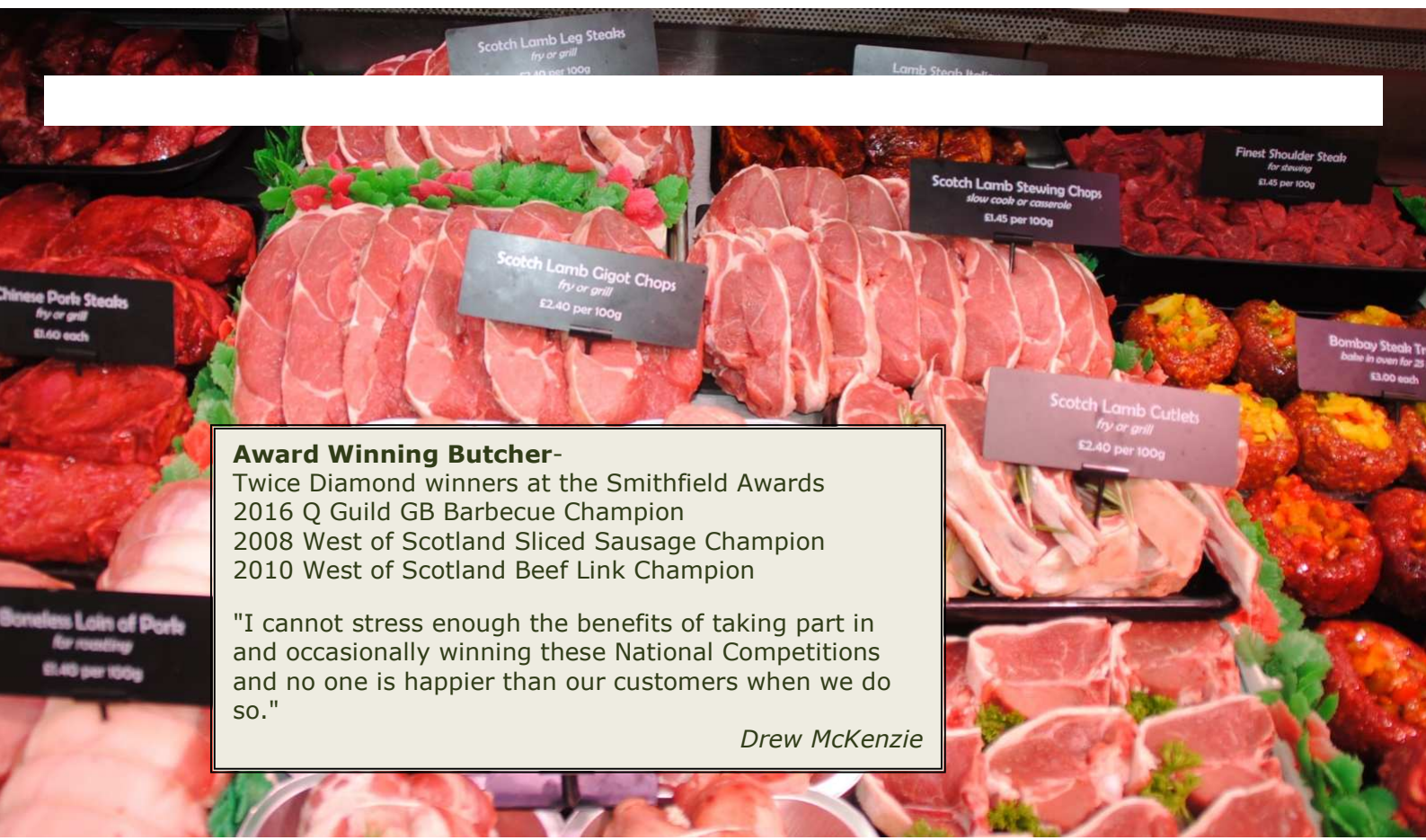
Customers return because of their good experiences with shopping at Alexander's. An extensive 'pick and mix' range is offered in a smartly presented brochure. This very popular offer generates strong and return sales; five items for £25 and nine items for £40.

"We are in a working class area and you need to cater for everyone by offering value for money. It is a simple promotion, people understand it, customers know that they can get nine items for £40. Someone who might have just spent £10 can spend £40. "

Thinking about how to get through the busy Christmas period Robert Alexander concentrate on set price packs all made up ready for their customers to collect. A manual system has a proven track record and orders are pre paid to reduce waiting time.

Thanks to the continued regeneration of Port Glasgow this Clydeside town will have plenty to sustain Alexander's for many years to come. After forty years working in the business and withstanding an era of great change, Drew McKenzie has refined his philosophy:-

"Now it's not about getting bigger, it's about doing things better and more efficiently."



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Drew McKenzie

Cattle Prices Firm During August

Prime cattle prices saw a significant lift at Scottish abattoirs during the month of August, according to the latest Quality Meat Scotland (QMS) analysis.

The average R4L grade prices for steers and young bulls gained 16p/kg deadweight between the final week of July and the week ending August 27, while the average R4L grade heifer rose by 13p/kg.

"Following these increases, at an average of 371p/kg dwt, steers and heifers were around 2% more expensive than at the end of August 2015," said Iain Macdonald, QMS Senior Economics Analyst.

According to Mr Macdonald, a look at the supply side of the market helps to shed some light on what is driving the movement in prices. During the four weeks to August 27, Scottish price reporting abattoirs handled 3% fewer prime cattle than a year earlier.

"This fits with BCMS data which indicates that at the beginning of July the number of cattle in the 24-30 month age category across GB was down by more than 2% on a year earlier.

"Although there was an increase of 1.5% in the 18-24 month age group, this was not significant enough to offset the decline in the older age group, and the pool of 18-30 month old cattle which will be the source of short term abattoir throughput fell," he said.

However, the proportion of live male beef cattle in these age groups was below July 2015 levels. This perhaps reflected the selection of slightly younger male cattle for slaughter in response to market signals. This could also suggest that any short term recovery in slaughter numbers will come from heifers.

Falling carcass weights due to slaughter at younger ages will have added to the decline in supplies. This has already shown up in the Scottish slaughter statistics, with steer carcasses averaging 1% lower than a year earlier in June and then 3% lower in July.

While the volume of domestic beef produced in July declined, retail demand increased offering further support for prices.

"The latest evidence from Kantar Worldpanel on retail purchases of prime beef cuts by GB households is more positive, with them buying 4% more beef than a year earlier in the 12 weeks to July 17. In the past four of these weeks volumes grew by an estimated 7.5% compared with a year earlier," said Mr Macdonald.

As well as the retail market, the beef trade has also been helped by a weaker sterling exchange rate against the euro, he added. This will have been most important in markets for lower value products where price is key.

Sterling has fallen around 9% since the Brexit vote and is around 15% weaker year on year. This will have allowed home-produced beef to compete much better in price-sensitive markets both at home and on the continent.

"As a consequence, processors will have been able to achieve better carcass balance, helping total return from the carcass," said Mr Macdonald.

This firm market environment looks likely to continue for a while yet as it will not be until the pool of 12-18 month old cattle begin to reach the market that GB cattle supplies are likely to move ahead of last year.

Honours from Burns World Federation

Dr Peter Hughes, retiring President of the Robert Burns World Federation honoured SFMTA Past President John Chapman (left) from Wishaw, an ardent supporter of the work of the Federation and Boyd Tunnock of Thomas Tunnock Ltd (right) who have been generous sponsors of the Federation's Schools' Competitions for the past five years. Both were recognised by being awarded the accolade of Honorary President of the Robert Burns World Federation at their Annual Conference in Peebles on 11th September.





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Statement from Food Standards Scotland on withdrawal of Errington Cheese Ltd products

15 September 2016

On 14 September 2016 Food Standards Scotland (FSS) issued a food alert for action (FAFA) for all products produced by Errington Cheese Ltd. That decision was not taken lightly. FSS is fully aware of the impact on the business, but its priority is to protect public health.

FSS's primary focus is protection of consumers. FSS has made information available where this has been in the public interest, but it would not be appropriate to conduct an ongoing food safety investigation through the media.

The recent outbreak of *E. coli* O157 has now affected 22 people, 13 of whom have required hospitalisation, and tragically, one child died as a consequence. The multi-agency Incident Management Team (IMT) chaired by Health Protection Scotland concluded that, based on strong epidemiological evidence, the outbreak of illness in humans was linked to Dunsyre Blue cheese, produced by Errington Cheese Ltd. Of the 22 confirmed cases to date, the IMT has established that 19 had eaten blue cheese prior to becoming ill. Of these, 15 are known to have eaten Dunsyre Blue while others cannot be certain about the brand of blue cheese they consumed. Investigations are ongoing on the other cases.

Since the outbreak was declared over on 5 September 2016, two new cases have been identified with the same outbreak strain of *E. coli* O157 and the IMT has consequently reconvened.

Errington Cheese Ltd. has undertaken two voluntary recalls of cheese, and Food Standards Scotland has initiated two further recalls – on 10 and 14 September 2016.

The FSS recalls have been initiated on the basis of evidence available to FSS and South Lanarkshire Council (SLC) as a result of sampling and testing of cheese produced by Errington Cheese Ltd and concerns regarding its Food Safety Management System and its ability to produce safe products, and in view of the new epidemiological information available concerning the two new cases.

Errington Cheese Ltd has publically commented that *E. coli* O157 has not been found in its cheese. This is inaccurate. Some samples submitted for testing by SLC have tested positive for *E. coli* O157 and for another (non-O157) strain of *E. coli*. These organisms are considered a serious risk to public health by the Food Examiner and the Scottish *E.coli* O157/VTEC reference laboratory. In addition, further samples have tested positive for shiga toxin (*stx*) genes. These samples have tested "presumptive positive" for shiga toxin producing *E. coli* (STEC) and therefore are considered to be potentially hazardous to health.

Analysis of samples taken by SLC has been carried out using accredited methods in official laboratories. All results from these samples were shared with Errington Cheese Ltd as soon as they were available. The decisions FSS has taken to recall Errington Cheese Ltd products are evidence-based and informed by interpretation from experts including legally designated Food Examiners.

E. coli O157 and non-O157 have been detected in different batches of Dunsyre Blue and Lanark White produced by Errington Cheese Ltd. Batch numbers relate to the dates the batches were produced.

Potentially harmful strains of *E.coli* and the shiga toxin (*stx*) genes that can cause illness in humans have been found in a number of different batches of different cheeses produced by Errington Cheese Ltd. This means that FSS is not satisfied that the controls and production methods used by the business are producing safe food. Furthermore, the reliance on a limited number of negative test results as evidence that the food is safe provides insufficient assurance, as it is clear that multiple samples across different cheese batches have had positive results.

Throughout this incident FSS has taken a proportionate approach based on the evidence and it considers that the evidence now justifies a full recall of Errington Cheese Ltd. products to ensure the protection of public health. FSS has been in frequent communication with Errington Cheese Ltd. throughout these investigations both directly, through SLC and through the company's legal representatives.

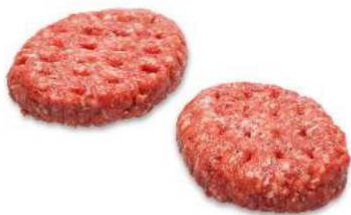
From the point of issue of the FAFA, all Local Authorities in Scotland will be seeking to ensure all products manufactured by ECL are recalled and held with a view to being destroyed. If consumers have any products from Errington Cheese Ltd. they should dispose of them or take them back to the place of purchase.

For other views on this incident see page 26

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Members News



Above left: Apprentice Connor Christie has successfully achieved his SVQ level 2 Modern Apprenticeship Qualification at Aitkens in Alloa. **Above right:** Counter Assistant Gina proudly displays the Eat Safe Certificate awarded to Thomas Johnston Butchers, Falkirk.
Below left: Nicola Gaffney at Falleninch Farm Butchers has successfully achieved her SVQ level 3 Modern Apprenticeship qualification in Meat and Poultry Skills! Well done Nikki, you have every reason to smile!
Below right: James Spence and Logan McGill at Fraser Brothers in Dingwall receiving their Craftsman Certificate and SVQ L2 Modern Apprenticeship Qualification from John Farquhar, Scottish Meat Training assessor.



E coli crackdown threatens future of artisan foods

On 18th September Scotland on Sunday wrote

Heading for a meeting with his lawyer, Humphrey Errington sounds like a man at the end of his tether. The artisan cheesemaker – considered a pioneer in his field – stands to lose his business after Food Standards Scotland (FSS) said a batch of his Dunsyre Blue cheese was linked to an E. coli outbreak which claimed the life of a toddler and put 13 others in hospital.

Errington and others, including esteemed professor of bacteriology Hugh Pennington, believe the evidence suggesting his produce is to blame is inconclusive and that the FSS has been heavy-handed. But, the FSS says, there is no right of appeal; if Errington wants to challenge its decision, his only option is to seek a judicial review.

“We are talking about hundreds of thousands of pounds’ worth of cheese they want to destroy,” Errington says. “And there seems to be very little we can do about it because of the way the FSS is set up. That’s why I’m seeing my lawyer.”



Errington’s livelihood is at stake, but he is not the only one worried by the FSS’s ban; many of those within the food industry fear it is indicative of a wider distrust of unprocessed fare. “There is huge support for the Erringtons in the artisan food sector in Scotland,” says investigative food writer Joanna Blythman.

“Most producers are terrified of FSS because they feel it’s an agency that can crush you and doesn’t ever seem to be held to account,” Blythman fears the FSS’s negativity towards homemade produce is already impacting on growth. “What worries me is that Scotland’s artisan food scene hasn’t blossomed as well as it should have,” she says. “Although we have made some progress, we are behind the English and the Irish.

“Scotland has a fear of real food; there is a sense that the only safe food is something you buy from the supermarket, shrink-wrapped, and anything artisan is suspect. “It’s cultural, and FSS is the embodiment of that attitude. If they are not careful, they will drive artisan businesses out of the country.”

Errington disputed the FSS findings; he pointed out that while his cheese was on sale for nine weeks, all those affected had fallen ill between 1 July and 15 July, suggesting the real cause was something with a shorter shelf life. But two batches of Dunsyre Blue were voluntarily withdrawn and the IMT stood down.

Though no-one disputes the severity of the outbreak – or its impact on those involved – there is a lingering unease over the way the crisis has been handled, with many convinced Errington has been unjustly punished. The fact the cheesemaker once successfully challenged Clydesdale Council’s claim a batch of his Lanark Blue cheese was “unfit for human consumption” has led to mutterings about old scores being settled.

This speculation has been fuelled by the knowledge that Dr Syed Ahmed – a consultant in public medicine at Lanarkshire Health Board, who was criticised by the sheriff in the 1995 case – is now clinical director of HPS and a member of the IMT.

Errington himself believes the FSS is driven by “malicious prejudice” against cheese made with unpasteurised milk. Scotland is the only country in the UK where it is illegal to sell and distribute raw milk, but it is legal to use it in cheese production.

In a statement issued after the blanket ban was issued, the FSS claimed 19 of the 22 people affected had consumed blue cheese, with 15 of them confirming the type of cheese as Dunsyre Blue. They said samples of Dunsyre Blue and Lanark White had tested “presumptive positive” for shiga toxin-producing E. coli. Though E. coli 0157 and non-0157 E. coli was detected in one sample of Lanark White cheese, it was not shown to contain the stx genes found in the people who had fallen ill. However a food examiner declared it was still “potentially injurious to health and/or unfit for human consumption”.

Yet Errington and his daughter, Selina Cairns, who, together with her husband Andrew, now run the dairy farm on the edge of the Pentland Hills – claim multiple samples sent to labs in the UK and Europe have found no trace of E. coli and insist inspectors who turned up to scrutinise the operation last week gave it a clean bill of health. Speaking before the release of the statement, Pennington – who chaired a public inquiry into an outbreak in Wales – was critical of the way information had been released “in dribs and drabs”.

“There are two separate issues here,” he said. “One is the Dunsyre Blue linked to the outbreak in July. That’s down to epidemiological evidence that some people that ate it fell ill – although some people who didn’t eat it also fell ill, so the jury is out on that. If E. coli in that cheese was the cause of the outbreak – well, those batches were withdrawn, so, in a sense, that was the end of the episode.” In some of the other batches, the FSS has found genes that might be associated with E. coli 0157, but that’s not sufficient evidence to say the bug is there. To demonstrate that you would have to grow it in the lab and then test it to find out if it is dangerous.”

Pennington says in this case – [the cheesemakers] haven’t been closed down on the basis they are doing anything wrong in terms of food safety law – so there’s something a little bit more subtle going on. Blythman says the way the investigation has been handled raises questions about the agency’s power and its accountability. “It makes you ask: who polices the food police?” she says. “It is right the agency has strong powers to protect public health, but extraordinary power has to be accompanied by responsibility and transparency.”

Wendy Barrie, founder of the Scottish Cheese Trail, a website which maps and promotes some of the country’s artisanal cheesemakers, is equally disconcerted. “The evidence seems so unstructured and unclear, I feel he has been sentenced without a fair trial,” she says.

In 1995, Clydesdale Council claimed to have found *listeria monocytogenes* in a batch of Lanark Blue and ordered the recall of all produce. Defiant, Errington had his own tests done; most found no *listeria*, while a handful found minute amounts of a non-dangerous strain. He took the council to court and won. The case dragged on for over a year, and pushed him to the edge of bankruptcy.

When it comes to the consumption of raw milk, opinion is divided. Some health experts believe it harbours micro-organisms which can pose a serious health risk. But the pro-raw milk lobby argues it tastes better and retains nutrients lost in

the pasteurisation process. Blythman would like to be able to buy raw milk, but says, even if you are against it, there is objectively less risk from a cheese because it is matured and has high salt levels which inhibit bacteria. Although the FSS has never pushed for a ban on raw milk cheese, those involved in the artisan food sector believe it puts obstacles in the path of those who want to produce it.

Craigie’s Farm, Deli and Café in South Queensferry is one of many outlets which has been forced to remove Errington’s cheese from sale despite having experienced no negative feedback from customers. Owner John Sinclair believes those who make and sell raw milk cheeses in Scotland are subject to tighter restrictions than their counterparts south of the border, and says the way the guidelines are interpreted seems to vary from place to place.

“The authorities here do seem to have a problem with raw milk cheeses – and the different ways different councils interpret regulations is a big hindrance,” he says. “When we set up our cheese counter, Edinburgh Council wanted us to treat pasteurised and unpasteurised cheeses the same way as you treat raw meat and cooked meat. They wanted a clear division in the counter, they wanted separate cutting equipment which we do anyway, and they wanted hand-washing between handling raw and non-raw.

“So we went to our ‘primary authority’ and they said that was taking it too far. “South of the border you can display cheese in ambient situations. If you go to the World Cheese Awards in Birmingham they have thousands of cheeses sitting out in an ambient situation overnight. The next day, consumers can go in and eat the cheese, whereas north of the border that would be a no-no.”

Blythman says other countries value artisan cheesemakers. “In Ireland if you want to produce raw milk cheese, you will get grants, you will be asked to go to exhibitions,” she says. “But here, there’s an assumption it is the cause of food poisoning.”

Pennington concedes one interpretation of what has happened is that FSS has an issue with raw milk cheese, but says, if it wants it banned, they should press for legislation to be brought through parliament. As for Errington, he is right back where he was in the 1990s: facing a court case and possible bankruptcy. This time round – though – he faces losing a business he has spent 30 years building and which paved the way for other artisanal cheesemakers.

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Cheryl to share secrets of Wakefield farm shop's success

Cheryl Garthwaite will be inspiring women in farming. Story from *Yorkshire Post*



Picture: James Hardisty Chris Berry

Decades ago the stereotypical image of the farmer's wife was of a routine of meal making, tending to poultry and pigs, milking cows, baking bread, cooking, washing, ironing and the rest.

A good deal has changed in both agriculture and the roles played by both men and women since then.

A need to provide extra income to support the main farming operation and improve standards of living has driven alternative enterprises such as farm shops, holiday accommodation, cafés, tearooms, childrens' play parks and a host of other businesses.

For some women on farms these ventures have provided an opportunity to take centre stage as earners like never before and a summit in Harrogate on October 11 aims to bring many of them together.

The Yorkshire Rural Support Network hosts its third Women in Farming conference at The Pavilions of Harrogate on the Great Yorkshire Showground. This year's theme is 'teamwork' and one of the guest speakers will be Cheryl Garthwaite of award-winning Blacker Hall Farm Shop in Wakefield, where she works alongside husband Edward.

Cheryl is quick to point out the role that others have played in the success of the family's farm and farm shop. "Edward's parents John and Anne were the foundation of the ethos and ethics of what we do here. Together they defined what Blacker Hall Farm Shop has become. Edward's sister Mary (Burgess) and husband Matthew run the farm and Mary knows everything about the farming side of the business. My role is wholly with the farm shop."

Cheryl was born in Moray where her father is Graham Murdoch, a SFMTA member in Forres. "I was brought up with the meat business and became very interested in food and particularly developing new products.

"I've been involved with the Scottish Federation of Meat Traders Association and recall discussions over defining standards for Scottish beef, lamb and pork.

"I was absolutely flattened by the attitude of some farmers who were wholly focussed on what they were getting for their lamb and that standards didn't seem to resonate with them.

"I came to Blacker Hall as an employee to help expand the business from the butchery side that Edward had started. When I met Edward, his dad John and the rest of the family I was so taken with their farming ethic and attitude. They believed what I believed. I've always been married to meat."

The farm and farm shop are two separate companies but work very closely. "The 180-strong suckler cow herd produces 70 per cent of our beef needs and we are 100 per cent self-sufficient in our pork needs through stock reared on from eight to 10 weeks after having been bred by Richard Lister and family.

"Mary and Matthew farm around 350 acres near to the farm shop and other land elsewhere. They grow wheat, barley, maize and peas. In recent times they have also started growing vegetables including broccoli, potatoes and sprouts."



Blacker Hall Farm Shop has grown hugely since it started 17 years ago. Cheryl tells of how the learning curve never stops. "We won an award last month from the Guild of Fine Food Retailers as their Great Taste Shop of the Year 2016 but we know that doesn't mean we have everything perfect by any means.

"The shop was underway 11 years before we started with the café six years ago. We're still working on the shop, refining it, bringing on staff. When we started the café we knew nothing at all about hospitality. It was a massive challenge to get the fresh food we serve in the shop to reach the quality and standard we were also looking for in the café.

"That's where teamwork comes in. The team we have and want to develop is the most interesting and exciting part of my role. We have a team of full-time and part-time people that runs to around 150 and we're open seven days a week so you can imagine the pressures and responsibility that brings, but looking after the people who work with you and seeing them develop both in the business here at Blacker Hall or go on to do well elsewhere is such a buzz for me. Our business is all about connecting with people."

New Challenge for Stewart

Stewart McClymont is leaving Scottish Meat Training at the end of September venturing to pastures new. Stewart has been an assessor with Scottish Meat Training for over 2 years and has been a valuable member of the team. We wish him well as he returns to the sharp end of the business.

Consequently a new assessor has been recruited and will be trained up to take over the vacancy. Look out for details of our new staff member next month..



Specially Selected Pork Campaign in the running for Top Award

Quality Meat Scotland's "Do More with Pork" radio campaign has been announced as a finalist in The Scottish Creative Awards.

The awards, run by marketing magazine The Drum, are the most recognised awards in the industry for Scottish creative agencies. The campaign behind Specially Selected Pork has been nominated for best radio advert and was created and produced with The Union Advertising Agency.

The six week campaign, which reached over three million consumers, showcased the quality, affordability and versatility of Specially Selected Pork, which is underpinned by quality assurance schemes which make animal welfare a priority.

Featuring four tantalising "Do More With Pork" recipes, all perfect for both delicious mid-week meals, as well as barbecues with friends and family, the Scotland-wide campaign was supported by online, radio and press advertising.

The awards will take place on Thursday 6 October at Saint Lukes in Glasgow.



Northampton butcher sold meat unfit for human consumption fined £14,000

A Northampton butcher has been fined £14,000 after pleading guilty to selling meat which was unfit for human consumption and not of the quality demanded by consumers as well as falsely labelling other meat as of British origin.

Peter Salmons of Terringham Close, Northampton, who trades as The Meating Place in Billing Garden Village appeared before Northampton Magistrates facing five charges under the Food Safety Act (1990).

The charges were brought by Northamptonshire County Council Trading Standards which had taken samples of the meat away for tests in September last year. These later proved to have excessive protein breakdown – they were 'going off'.



On revisiting the premises in December 2015 officers examined claims that meat on sale was of British origin. An investigation discovered that all the pre-packed chicken fillets and pork steaks were of foreign origin despite the pack labelling stating 'Country of Origin: British'. It is estimated that approximately 40 per cent of the meat being sold as British in the previous seven months was not of British origin.

Cllr Andre Gonzalez De Savage, county council deputy leader and cabinet member for public protection, said: "There was real potential for a safety issue here in that selling meat that is unfit for human consumption can have serious health repercussions for anyone eating it.

"This business had also received previous warnings about the sale of meat with excessive protein breakdown and yet they had continued to commit offences.

"These were very serious charges about issues that consumers would be unable to detect for themselves and I'm delighted with the work of our Trading Standards officers in pursuing this case and getting a result in the Magistrates Court. I think this sends out a warning to anyone flouting food regulations that we take this very seriously indeed and will take legal action as necessary."

Salmons was fined a total of £14,000 plus costs of £2,099.02 and ordered to pay a victim surcharge of £120.

Red Meat Supply Chain Facing Many Challenges

The publication by the Office of National Statistics (ONS) of August retail price movements, and the latest financial updates from major retailers, highlight some of the current challenges in the red meat supply chain.

According to the ONS the retail price of beef, lamb and pork rose between July and August which, from a producer's point of view, is pleasing.

"However, the reality is that, compared with a year ago, the retail price of beef, lamb, pork and also chicken are all lower," observed Stuart Ashworth, Head of Economics Services with Quality Meat Scotland (QMS).

"Pork and chicken fell by more than 5%, with beef and lamb showing a lower decline of around 2.5%. Perhaps these retail price movements should not come as a surprise with the information relating to the UK's major multiple retailers, that continues to emerge."

The growth of Aldi and Lidl based on a low-price business model is well documented and the major retailers have responded to this competition by cutting prices.

At the end of July Morrisons indicated it would reduce the price of 1000 products by an average of 18%. Among the cuts mentioned is a reduction of more than 20% in the price of beef mince, an even bigger cut in some poultry products and reductions in some processed meat products like ham and cooked meats.

Shortly after this, ASDA was reported to be taking similar steps to cut meat and own brand product prices to remain competitive.

"While cutting retail prices does not necessarily mean that the multiple retailers will pay less to their suppliers, it is difficult to see how they could pay more," said Mr Ashworth. "With the farmgate prices for prime cattle, sheep and pigs all higher than they were 12 months ago, the squeeze in supply chain margins beyond the farmgate quickly becomes apparent and an abattoir's ability to pay year-on-year price increases to producers becomes compromised."

The high street, though, is not the only outlet processors have for their products, observed Mr Ashworth. "They can of course sell to food processors, who use meat as an ingredient in ready meals and other products, or export meat.

"Here too there are challenges. Food processors, like primary processors, have many high street retail customers and so face the same challenges in maintaining margins on sales to supermarkets. However, with sterling weakness lifting the price of imported manufacturing meat, abattoirs will find less pressure from low priced imported raw material among food processors."

In the export markets, and despite the weakness of sterling making Scotch product competitively priced even after rises in farmgate prices, competition is intense. Sterling weakness does, though, make imported product more expensive.

Sheepmeat exports are struggling to match the levels of 12 months ago, while beef exports are showing only marginal increases. In contrast, pigmeat exports have been much stronger in the first half of 2016.

"Imports of sheepmeat and beef so far this year have been lower than last year while pigmeat imports are up marginally. The net effect of trade and domestic production has left the home market slightly more tightly supplied than last year in the past couple of months," said Mr Ashworth.

"So despite the supermarket price wars, processors, in order to meet their supply contracts, have faced competition in the market for slaughter livestock. This has supported higher prices for producers leading to lower margins among processors."

For Sale

Avery IX Scale for sale, hardly used cost £1800 new, offers Mackinnons of Speyside Tel: 01479 258008

Wanted

Protective Blade remover for an Avery Berkel Slicing machine Deko 800S 12" blade.
Contact Jim Hutchison: Tel: 01259 215050 Mob 07882528521

Brits are eating venison faster than Scotland can produce it

When Sainsbury's looked at their venison sales last year, they got a pleasant surprise. Customers had bought 115% more deer meat in 2015 than in the year before.



It would seem that venison is a new favorite. Market research firm Mintel asked UK diners about their eating habits last year and found that deer meat was consumed more than twice as often as any other game. Seventeen percent of respondents had eaten it in the past six months. Venison has even cropped up on *Masterchef*.

The Scottish Venison Partnership (SVP) says the UK market for deer meat is growing about 10% annually. And while that market still seems volatile—analysts Kantar reported a 413% increase

in retail sales in 2014, followed by a slight contraction in the past 12 months—it's fair to say Brits have developed a hearty taste for venison. "It's taken me by surprise," says SVP secretary Richard Playfair.

One reason for venison's increasing prevalence: It has been successfully marketed as a healthier option. The British Deer Farms and Parks Association (BDFPA) says deer is lower in fat than skinned chicken breast, and higher in iron than any other red meat. British shoppers enjoying a bit of post-recession indulgence are also starting to spend more on luxury grocery items like venison, even as they remain keen on staying in.

But the increased demand is raising questions about future supply. Nearly two-thirds of the UK's deer meat comes from Scotland, and the other third is imported from countries like New Zealand, Poland, and Spain. The SVP anticipates that by 2020, half of the UK's venison will be imported—nearly 3,000 tons per year.

Scotland can retain its slice of the pie only if it increases production by 1,200 tons annually (the SVP says), but actually doing so will be complicated. The culling of managed wild herds—which yields about 65,000 deer carcasses each year—is effectively at capacity, and the roughly 7,000 deer on Scottish farms aren't nearly enough.



So Scotland needs more deer farms. One new holding, the Mauldslie Deer Farm Project, hopes to have 1,000 hinds (female deer) farmed over 1,000 acres within 10 years. Playfair says the country "could do with 20 or 30 [farms] that size."

Incentivizing the rapid creation of such farms—which require substantial investment—falls at least in part on the government. A 2015 report on Scottish deer farming co-authored by Playfair and Gina Maffey, an environmental researcher at the Netherlands' Wageningen University, found that Scotland's farmed deer don't receive the same governmental subsidies as other livestock. Only since 2014 have deer farmers qualified for a lump sum known as a

"single farm payment." (The SVP also lobbied unsuccessfully for subsidies for fencing.)

Finding deer for new farms is also fraught. Most livestock are at risk of contracting bovine tuberculosis, but some combination of good fortune and TB-free badgers has exempted Scotland's deer, making them a natural point of supply for nascent farms. That, however, puts a limit on quantity. As for quality, a 2013 UK government report found that farmed deer are often "kept by inexperienced owners," which suggests the development of new farms should go hand-in-hand with farmer training.

Scotland's government and its farmers will need to iron out the answers to questions like these. Because at the end of the day, UK diners don't much care about the geographic origins of their deer meat. As Playfair puts it, "for consumers, venison is venison."

Livestock Prices

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

BEEF PRICES	W/E 17/09/16	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	377.4 p/kg	374.8 p/kg	368.2 p/kg
Heifers dwt	381.8 p/kg	379.6 p/kg	368.8 p/kg
Young Bulls dwt	354.5 p/kg	354.1 p/kg	348.2 p/kg

Numbers			
Steers	3532	3562	3685
Heifers	2321	2174	2041
Young Bulls	538	636	789

BEEF PRICES	W/E 14/09/16	Previous week	Previous year
Scottish Auctions			
Steers lwt	196.45 p/kg	198.39 p/kg	200.04 p/kg
Heifers lwt	204.68 p/kg	207.29 p/kg	208.91 p/kg
Young bulls lwt	165.72 p/kg	169.72 p/kg	176.77 p/kg

Numbers			
Steers	168	155	117
Heifers	220	230	225
Young bulls	23	21	24

Deadweight cattle week ending 17th September 2016								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	383.8	385.4	389.2	393.3	390.0	384.7	373.2	378.4
R	380.9	384.8	384.9	386.6	385.7	384.0	365.4	355.1
O+	372.8	374.8	367.3	376.1	373.7	372.4	343.4	338.6
-O	336.2	341.8	352.5	335.5	335.2	289.8	310.7	-

SHEEP PRICES	W/E 14/09/16	Previous week	Previous year
Scottish Auctions Prices			
New Season SQQ lwt	176.13 p/kg	183.63 p/kg	146.47 p/kg
Ewes lwt	£47.82 /hd	£51.47 /hd	£49.84 /hd

Scottish Auctions Numbers			
New Season SQQ	17697	19032	19792
Ewes	8350	9140	5756

SHEEP PRICES	W/E 17/09/16	Previous week	Previous year
GB Abattoirs			
Lambs SQQ dwt	406.3 p/kg	407.9 p/kg	350.5 p/kg
Deadweight sheep week ending 17th September 2016 p/kg			
U	421.0	418.0	405.1
R	409.5	406.8	399.0
O	392.2	394.7	391.1

PIG PRICES	W/E 17/09/16	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	140.38 p/kg	139.89 p/kg	130.38 p/kg

GB deadweight pigs ending 17th September 2016 – p/kg					
p/kg dwt	Method 1 and 2	Change	p/kg dwt	Method 1 and 2	Change
Up to 59.9 kg	130.64	-0.73	80.0 – 89.9 kg	141.02	+0.62
60.0 – 69.9 kg	141.46	+0.75	90 kg and over	137.01	+0.27
70-0 – 79.9 kg	141.53	+0.59			

Retail Prices have not been printed in this month's Newsletter since there is little change.

Meat Managers Hygiene & HACCP Course

Wednesday 26th October 2016

09:00 hours to 17:00 hours

Venue: Edinburgh

Legislation sets out general rules that make clear that primary responsibility for food safety within a food business lies with the operator. It is therefore necessary to ensure that food safety procedures prevail in the business and are being carried out effectively.

Food safety management using HACCP provides the best way to achieve this.

This course is intense but delivered over just one day.

It is certificated by Meat Training Council.

Course can be delivered on site to individuals or small groups.

The content is specific to the retail Butcher/farm shop operation.

Course content outlines:

- Overview to Principles of Food Safety and Hygiene
- Understanding HACCP Terminology
- The Seven HACCP Principles
- Identifying Hazards
- Identifying Controls and CCPs
- The HACCP Template
- Monitoring Procedures and Corrective Actions
- Validation, Verification and Review Procedures
- Group Workshop
- Multiple-Choice Paper and Work Based Assessment

A training pack is provided for each business.

The pack contains:

- Guidance notes.
- Blank HACCP template.
- Example cooked meat HACCP Plan
- CD ROM containing blank HACCP template and forms

Paper Master copies of blank HACCP template and forms



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including
certification
£200. ILA
may be used
if eligible



"The MMH&HACCP course was and still is a bespoke course for retail butchers/Farm Shops, etc., it was specifically put together by the Meat and Livestock Commission (and now the Meat Training Council) for the training in food hygiene and the production and implementation of HACCP for this sector, the Department of Health commissioned it under a Government funded project. The FSA have endorsed it and have funded in the past projects to deliver this course in Wales

"It is recognised throughout the UK and has been delivered (and still is being delivered) throughout this sector, indeed many Local Authorities have asked for this course to be delivered to their butchers, as it is meat and meat product specific; it is the course of choice."

Paul Bache, Course Tutor

Congratulations

All eighteen candidates who took part in the Meat Manager's Hygiene and HACCP course in Perth in August successfully passed the course. Well done to all, it is quite an achievement and our thanks to Paul Bache for being such a wonderful trainer.



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McDonnells to present at SFMTA Regional Meetings

During the SFMTA regional meetings in October, McDonnell's Representative, John Gallagher will be featuring the following in his presentation.

- A) The **"NEW Timesaver VACUUM Cook in Bags"**
 - An outline of its's main features and benefits.
 - Step by Step instructions on how to use the Product.
 - Samples of the Bags and Leaflets.
- B) F. Dick Knife Retailing opportunities
 - Display of different types of Retailing units.
- C) Answer any queries on Knife Sharpening, Knife Sharpening Machines and Steels after the Meeting.

All of the above will be on display on McDonnells stand at the meeting.

SFMTA Regional Meeting	Carfraemill Hotel, Borders	Monday 3 rd October
SFMTA Regional Meeting	Garfield House Hotel, Stepps	Tuesday 4 th October
SFMTA Regional Meeting	Laichmoray Hotel, Elgin	Wednesday 5 th October
SFMTA Regional Meeting	Lovat Hotel Perth	Thursday 6 th October



Craft Butcher Social Media Presence
twitter.com/scocraftbutcher
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Customer Accounts Loyalty Scheme Christmas Club Cross selling Order filling Prepacking



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