

**MINUTE OF THE MEETING OF THE EXECUTIVE COMMITTEE HELD WITHIN  
8/10 NEEDLESS ROAD PERTH, ON WEDNESDAY 24 OCTOBER 2007**

**PRESENT:** Jamie Chapman                      President  
                 Douglas Scott                              Chief Executive  
                 Sandra Lennox                             General Manager  
                 Bruce McCall                               Minutes

Plus Executive and Ordinary members as detailed below:

Past Presidents: Hamish Deans, David Lindsay, David Jarron

Honorary Presidents: Arthur Matthew

Executive Members: Alan Kennedy, Ian Faulds, Jim Hastie, George Lees, Neil Cameron, Beaton Lindsay, Stewart Dempsey, John Hamilton.

**APOLOGIES:** John Chapman, Wilson Ferguson, Adam McLay, Mark Barnett, Duncan Mackenzie, Roy Baird, Stuart Christie, George Jarron, Jim Preston, Hugh Pender.

**MINUTE OF PREVIOUS EXECUTIVE MEETING:** Minutes of the previous meeting held in September were approved, proposed by Alan Kennedy seconded by David Jarron.

**MATTERS ARISING:**

Douglas Scott said that he has been asked by John Chapman to insert a piece which had been missed out under the discussion about St Andrews Abattoir that should have been minuted.

“John Chapman doubted Gordon Young’s intentions for the long term future of St Andrews Abattoir, he stated at a previous meeting when he had proposed substantial capital expenditure at St Andrews Abattoir, Gordon Young proposed there be no capital expenditure. David Jarron said he had no recollection of this having been said by Gordon Young. John Chapman travelled to St Andrews and had a meeting with their lawyer, Sandy Grant to confirm Gordon Young did make a proposal for no future capital expenditure at St Andrews. This would mean that eventually that the MHS would close the plant.”

David Jarron could not recollect that Gordon Young said that so he could not comment. He did say on that particular evening that upgrading was discussed. Hamish Deans said John Chapman proposed what was done at Wishaw and Shotts but added that George Jarron (Chairman of St Andrews Abattoir Co.) was not too keen on it. Gordon Young said he would not propose any major expenditure at St Andrews Abattoir. David Jarron said that Gordon was proposing that some of the money be distributed amongst the shareholders. Hamish Deans agreed that what John Chapman has said is factually correct and David Jarron said that was fair comment.

Alan Kennedy advised his name had been missed out as being present at the last meeting.

Alan Kennedy said the statement (p3 para 5) about 25% is not quite correct from what he said. Douglas suggested deleting “and is not retail” Alan agreed.

Jamie Chapman asked Hamish Deans what we get for collecting the levy. Hamish Deans replied 3p for a bullock, 1p for a sheep and 1p for a pig. He collects in £1400 per week so the amounts for collecting is extremely small. He said if it was multiplied by ten then it was still a very cheap service.

Page 4 no conclusion on whether the golf should be booked. The President suggested to go ahead to organise it and David Lindsay agreed.

Page 10 – Jamie Chapman asked for “director of both companies” be replaced with “shareholder of both companies”.

Douglas Scott said he attended the St Andrews Abattoir EGM. It was well attended with a number of proxy votes for those not attending. He said it was a difficult meeting with strong input from both sides. The ballot voted in favour of accepting the offer from Lawrie & Symington to buy the assets of the company and this will proceed as soon as possible. Douglas' impression from the day was that with the acceptance of the offer, he got the feeling that the presence of the facility was fairly safe. David Jarron said he did not think that was under contention but he did feel at previous meeting that the site was being undersold. Unfortunately there was an incident at the meeting concerning a proxy vote and he felt that it was not the most pleasant meeting he had been at.

Hamish Deans said he was the one that proposed the motion to the EGM for the purchase of the abattoir and the goodwill. The main thing was for it to be kept open for five years and Hamish expressed a view that for it to be kept open without Lawrie & Symington is in the hands of the gods. Latterly he got the feeling that Graeme Young was of the opinion it could be sold on the open market for more. That would only happen if it were not kept as an abattoir. The valuation for St Andrews as an abattoir was £500k as a redevelopment site it was £2.4m, this would mean closing the abattoir. He got involved as he was the first chairman of the abattoir company, set up most of the procedures, spent a lot of his own money running back and forward trying to get it up and running, left money in the bank and passed over to George Jarron who with respect carried it on. David Jarron said George spent part of every week at the abattoir since he took over the chair. Hamish Deans said George had a lot to gain from it as well as it was a good supplier to him. Hamish pointed out that he was completely independent, the decision had gone through and the abattoir will continue for at least five years.

**QMS:** Laurent Vernet & June Lomax reported.

They gave presentations on Scotch Lamb promotion, general promotion of butchers, procurement and the forthcoming World Cancer Research Fund report.

None of the Executive members round the table were aware of the breast cancer awareness promotion with the pink apron. Everyone felt it was a good campaign for all of Scotland's butchers to be involved in but even the Scotch Butchers Club members round the table were unaware it was happening.

David Jarron said that post BSE statements were missing the younger generation. He feels that there has not been a concerted effort on this before now and it has taken a decade for this message to get through.

Alan Kennedy said the blue tartan recipe cards have been extremely popular. David Lindsay said 50% of his customers are male and this does not seem to be picked up in the market research shown. Jamie Chapman said more men are cooking now.

Jamie Chapman thanked both Laurent and June for coming along to do their presentation and they left the meeting at that point.

Concern was voiced that most of the materials coming out of QMS appear to be just for the members of the Scotch Butchers Club but not everyone is eligible and yet everyone is paying the levy. Douglas had been asked by members to express disappointment that QMS was not supporting the Sausage week. He said that the Scotch Butchers Club is good value for the £50 but the rest are missing out because of their material cut backs.

He said on the forthcoming cancer report QMS had not provided any briefing notes to combat any negative comments butchers might receive. This is the lead story with the next SFMTA newsletter but we have no information to add from QMS. Douglas said the key piece of information could be a change from possible to probable cause of cancer from consuming red meat and processed meat products. Hamish Deans said that if that turns out to be true then that was a big and worrying change.

**CHIEF EXECUTIVE REPORT:** Douglas Scott reported.

**FOOT & MOUTH DISEASE:** The outbreak of the disease had recurred the day of our last Executive meeting. After the meeting he went to Pentland House for a stakeholder meeting and since then we have been kept very fully informed by the department. He said that Brian Pack has been particularly supportive of Richard Lochhead and his department actions to move forward in a sensible manner. Virtually every restriction has been removed now because thankfully, the spread had been restricted to Surrey.

**QMS GOOD OILS SEMINAR:** cancelled due to speaker coming from Surrey.

**REGIONAL MEETING LERWICK:** two members attended from Shetland and they were in good fettle and enjoyed their evening.

**COMPANIES HOUSE SEMINAR:** Douglas did not attend as it was the week of the Verstegen workshops and we had a newsletter to go out so he ran out of time.

**EUROPEAN STRUTURAL FUND LAUNCH:** application workshop was attended in Glasgow.

**PENINSULA SEMINAR:** this was on employment law, nothing particularly different on this but employers needs to be very careful in this respect. SFMTA are looking for a new employment law adviser as Gordon Kerr-Smith hopes to retire in October 2008. Alan Kennedy said he uses the Royal Bank of Scotland and they provide an employment law service called Mentor which is absolutely excellent, it may be worth looking at a corporate deal. Douglas said at the turn of the new year we will be looking at this.

**NATIONAL FOOD POLICY:** The Scottish Government invited a hundred stakeholders to Dundee which they called a "conversation". It was an Open Space event where the audience set the agenda. Six people were asked to put up six points to be debated. It was interesting but nothing is likely to change as a result of it. The new word 'conversation' is being used a lot but it is about involving everyone in the decision making.

**NOMINATIONS TO QMS BOARD:** SFMTA have assisted with nominations for Alan Kennedy and Duncan Mackenzie. A member, Past President Jim Royan, has also been on the phone to say he was being put forward. He has ticked the non levy payer box and Alan Kennedy has ticked the levy payer box. Indication are that how successful applications will be notified after the turn of the year.

**QMS:** Douglas visited June Lomax to discuss collaborative promotions next year. What came forward, and it was not mentioned earlier, was that the Christmas posters are not going out to everyone only to Scotch Butchers Club members. You need to opt into it. Douglas said Laurent Vernet is concerned that materials are going out that are not being used but QMS will get to a situation where they will have low visibility. Hamish Deans that is trying to force you into joining the Scotch Butchers Club and that is not what we want. Douglas said that under Promotions Report we have our own ideas for Christmas.

**IMPROVE:** The meeting was about funding. Jack Matthews from Improve explained that 80% funding for training was given to Further Education and 80% of training was done on the job. So there was a mismatch of provision funds. He would like us to get together and lobby strongly for a change in this. QMS have agreed to help formulate some sort of paper to go forward in January.

**SCOTBEEF VISIT:** Others round the table attended at the new plant at Queenslie. Although it was not operational when the party went round it was very interesting. Hamish Deans said Scotbeef were so open in answering our questions and it was first class he was thankful that the Lanarkshire Association invited other members to join them on the visit.

**MEMBERSHIP AND DEVELOPMENT REPORT:** Beaton Lindsay reported.  
MEMBERSHIP: 353

One New Member joined today. Lauries Butchers & Deli, Fallin

A Shaw, Clarkston, Glasgow has closed and is no longer a butcher shop.  
Lees, butcher, Morebattle has taken over J R Mitchell, Kelso who now has three shops.  
Wm Keith Kirkcaldy business is closing in November and will no longer be a butcher business.  
Ann Davidson has bought over the business of Gary Cummings, Scone.  
Information pack was sent to: G P Robertson, Hopeman.

19 Corporate Members have paid. Bell Bakers payment was received since the last meeting.

AA MEMBERSHIP SCHEME: The new price for a vehicle on the Fleetwide 3 scheme is £76.00.  
This is a saving of nearly £100, full details have been circulated with the newsletter. 29 vehicles  
have renewed on the scheme.

REGIONAL MEETINGS: The Regional Meeting from 24<sup>th</sup> to 27th September took the form of an  
ESF funded, product development evening with Verstegen. Roland Snel came back to Scotland to  
develop ideas for Christmas products.

The events were well attended with Perth, 52, Nairn 29, Stepps, 51, Selkirk, 24. A disk of the  
images is available on requests along with the recipe booklet, which was also circulated on the  
evenings.

The steak pie awards were presented. In the Traditional Steak Pie category the overall Champion  
and South West Scotland champion was Dalbeattie Fine Foods.

South East of Scotland	Thos A Shaw, Lauder
North of Scotland	A & I Quality Butchers, Culloden
West of Scotland	S Collins & Son, Muirhead
East of Scotland	DG Lindsay & Son, Perth

The Scottish Speciality Steak Pie and South East of Scotland champion was won by Crombies of  
Edinburgh with a Beef & Burgundy Steak Pie.

The other regional Speciality Steak Pie awards went to

Ian Moir, Grantown on Spey,	Steak & Guinness Pie,	North of Scotland
R Mackenzie & Son, Johnstone,	Steak Guinness & Mushroom Pie,	West of Scotland
Pauls Quality Butchers, Bonnybridge,	Steak & Sausage Pie,	East of Scotland
Auchengree Farm Shop, by Beith,	Steak & Kidney Pie,	South West of Scotland

There were also another 30 Gold awards and 40 silver awards presented. Results were posted on  
[www.sfmata.co.uk](http://www.sfmata.co.uk) and will be in the next newsletter. Press release were made up and sent out to  
papers for butchers to follow up themselves with the paper. As always the intention of the  
competition was to promote craft butchers as place to shop on our high streets.

Both QMS and Wm Sword were joint sponsors and there contribution was greatly appreciated. Wm  
Sword had a representative at each of the venues to present the awards.

A regional meeting was held in Lerwick on 17 September. We are holding a regional meeting in  
Newton Stewart on the evening of 29 October. This ties in well for travel arrangements as Douglas  
and Bruce will be getting a ferry over to Northern Ireland for a Vertstegen workshop the following  
evening. More about this is covered in the Training and Development report.

AGM 2008:

There is no incoming President this year so in consultation with the President we have pursued the  
suggestion that the AGM be held on Wednesday 28<sup>th</sup> November at Murrayshall House Hotel,

Scone from 12.00 pm for the financial part for members only, a two course steak lunch with guests at 12.30pm and the meeting resuming at 2.15pm.

#### PRICE REPORTING SURVEY

As you might have seen in the SFMTA Newsletter, we are looking for regular contributors to assist in national price reporting. Prices will remain confidential and only the average printed. We would like to collect prices fortnightly either by phone, fax or e mail. Once set up this should not take long every fortnight since prices will not change every fortnight. If you feel you can assist please contact Douglas or Bruce.

Douglas reinforced that we need more people to participate in the price reporting to make it as accurate as possible. Ian Faulds said that he had raised the accuracy of price reporting at the last meeting and he has spoken to Ian Wilson from the auctioneers he was under the impression that the MLC pay them for the figures they get. Douglas said we have enough for this month newsletter, along with prices from Tesco and ASDA along side it. Jamie Chapman remarked that Marks and Spencer special reserve dry aged sirloin joint is £26.50 a kilo for Christmas special orders only.

#### **FINANCE REPORT:** Douglas Scott reported.

For the year ending 31<sup>st</sup> August 2007 there is a deficit of £8,814 as opposed to a surplus of £23,000 the previous year. There was a surplus on the Member Services side with the deficit on Scottish Meat Training side.

There were a number of ways to look at this. The big influence on this is how we treated the ESF expenditure. The cost of the regional meetings, costings on the newsletter, a lot of the printing, stationery all goes through on the training services side. Also on 4<sup>th</sup> September we received notification that Scottish Executive wanted some money back that we already knew we had over claimed in 2005. It was a bit of a disappointment that they asked for £16,600 back but it was their money. That has turned these accounts into deficit. On the £400k turnover he suggested it was bearable.

Page 15, 16 – Income and Expenditure. Training grants are down, this probably reflects tightness from Scottish Enterprise. There is not quite as much coming in under ESF as in previous years although we still have ESF to claim for July and August.

Expenditure side training materials includes the cost of the skills competition at £4,500. The Trade Fair looks particularly rosy.

Member Services side there is an income of £126,763 with expenses of £113,000 with a surplus in excess of £13,000 with a net surplus of £17,000 there is a lot of expenses covered under the training side of the company. This is why it would be unwise to rely on ESF to run the organisation. ESF is guaranteed to the end of this calendar year after that we have to await the result of our application. At this moment in time our application is ineligible because the new rules put agriculture food and forestry under Scottish Rural Development Programme. When you look at the criteria for that programme it is nothing like what we want to do. So we are arguing with the policy makers at the Scottish Government. We have the support of the bakers and five other organisations. It is important that we do not rely heavily on ESF and given that ESF has caused the accounts to be portrayed in a different way than it may have been otherwise, it will still probably be prudent to increase subscription at the AGM. The Finance Committee who debated this earlier would like to see a cost of living increase to the subscription which currently stands at £225.

Alan Kennedy asked if they wanted a proposal to take forward to the AGM. He suggested to go to £250 which is still cheap for what we get. David Jarron said that it is very true but we need to consider the branch shop one man business where the extra few pounds can make the difference. He said we talked about it earlier and Hamish Deans suggested inflation and David Jarron suggested a round figure of £10 but it's open to discussion. Jamie Chapman said 3% is £7 and

4% is £9 and we can argue about what inflation is. George Lees said there is a lot of small shops with just one or two people in it. David Jarron said he did not think they would renege £10 which is above inflation with the prospect of things not being quite so rosy in January. Stewart Dempsey advised it was better to take to the AGM a set figure rather than a percentage. The meeting agreed to take forward a proposal of £10.

Douglas Scott asked for approval for the draft accounts. Hamish Deans said that page 10 needed the Presidents name changed. Douglas replied that the auditors, Morris & Young were aware they had to do this.

The draft accounts were proposed by Jamie Chapman and seconded by Hamish Deans.

David Jarron said that he intimated at the Finance Committee meeting earlier in the day that people holding convenorship should be hands on and he was retiring from being Treasurer and he spoke to Duncan Mackenzie who is quite happy to step in as the Treasurer.

He suggested that the outgoing President should step into the chair as the treasurer and this would relinquish with each and every President and it would not be so onerous on any particular person.

**LIVESTOCK REPORT:** In the absence of the Convenor Stuart Christie, Bruce McCall read his report.

Hides £23 Sheepskins 70p

(Jamie Chapman said his were £26 and 60p respectively.)

Foot & Mouth, nearly back to normal, now allowed to make multiple uplifts of stock from farms reducing haulage costs.

Bluetongue spreading, areas as north as Yorkshire under closed conditions. Thoughts are it will be in Scotland by spring/summer next year affecting mainly affects sheep, cattle are more resistant. Authorities hope to have vaccine by next summer.

Lamb prices, very poor cast ewes making up to £40 less than last year. Lamb prices are as bad many farmers refusing to sell causing lots of heavy lambs on the market, some are over fat.

Trade in the wholesalers was quite flat with plenty of cuts on offer although farmers are predicting a shortage of cattle and prices to rise in December. It was a poor harvest with fodder and grain prices going through the roof which they say will be one cause of the price rise.

Pork prices on the continent especially in Germany are in freefall with most cuts falling by as much as £4 per kilo. The only cut making any money are boneless loins.

All indicators are turkeys are going to be very dear at Christmas due to the increase in feed prices. Wheat and Barley have almost doubled in price since last year.

Douglas asked for comment on turkey prices. Alan Kennedy said they were up a good bit on last year. David Jarron said regards the prices of beef it is very seasonal and there are increases whether we see it fall back after that period we do not know. Jamie Chapman said that this happened last year. He said it was important for members to watch their prices.

David Jarron said the sheep farmer has had a disastrous year. Due to FMD we were paying £2.30 a kilo on the hoof sourcing direct from the farm just to give the farmer a reward and at the same time keeping our pricing in the market as sheep just dropped. Last week at Forfar lambs could have been bought at £36 -£38 a head for a good lamb. It takes about £50 to come out with a lamb. A £100 a year return on a sheep is not a lot of money. We are faced with on going increases and need to price your product accordingly. He said it does not matter how cheap it is you do not sell much more of it. Hamish Deans said the worrying prospect of the future of lamb is highlighted at the abattoir, there is an awful lot more ewe lambs than normal so there won't be as many lambs

next year. Alan Kennedy said within lambs itself he felt the price is not affected the same and is bought if you want it and not so much affected by price. Jamie Chapman said every year we hear that cattle are getting scarce. David Jarron said good cattle are scarce. It is getting the butchers' animal that is getting more difficult and you have to pay a premium for it.

**LABOUR CONDITIONS REPORT:** Douglas Scott reported.

Kerr Smith Associates have indicated retiral in a year's time. Kerr Smith has offered to continue his contract for another twelve months.

There are no employment tribunal cases against members which reached full hearing. Last year several others were resolved without tribunal actions. There was a significant increase in the number of telephone calls relating to bad behavior and drinking by employees. Maternity queries showed a slight reduction at a retainer level of £500 plus vat. The Executive Committee endorsed the proposal for the provision of services from Kerr Smith for another year.

**TRAINING AND DEVELOPMENT:** Sandra Lennox reported.

**TRAINEE NUMBERS:** Numbers are slightly up this month with new registrations in both SE and HIE regions.

We have had a total of 31 trainees complete their SVQ qualifications since March of this year, with most of them also completing Craftsmen Certificates, Specialist Butchers Certificates or Customer Service Awards as well.

**SE CONTRACT:** Since last reporting to you, it has been announced that Scottish Enterprise skills and learning will be moved from Scottish Enterprise to a newly formed organisation which is headed up by Careers Scotland and Learndirect Scotland. This announcement, whilst not being completely unexpected, has resulted in a reluctance from Scottish Enterprise to carry out any further changes to existing contracts. The new agency will be fully operational as of April 2008, but the contracting process will need to be changed to incorporate the move. SE Grampian is hosting a training provider seminar event in Glenrothes on 7<sup>th</sup> November, which I will be attending, to explain the changes and to begin the tendering process for the coming year.

Our Second Quarter Review of Performance (against our current contract) was carried out on 18<sup>th</sup> October with our Contract Manager, John Harrison. We are slower to fill our original contract places, but John has confidence that we will be at capacity by March and I did not have to give back any training places. I used this opportunity to show John the numbers of trainees we have started training in areas with no contract, Fife, Forth Valley, Edinburgh and Lothian's which helped to confirm the demand estimate for the coming year which I had to submit last week. John has taken the details of the trainees and the companies involved and will submit these as evidence of employer demand to back up our tender for the coming year.

**HIE CONTRACT:** Our Contract Manager continues to be satisfied with our performance against the terms of our contract. We were recently audited by post (a new procedure for HIE) and received no non-compliances. A Second quarter review was carried out on 17<sup>th</sup> October

**ESF:** We are currently completing applications for the next round of ESF funding in both Highlands and Islands and Lowland and Upland Scotland. The first round application is now closed and the more complex second round application is required to be completed by Friday of this week. We will be required to provide evidence of authority from our Executive Committee in order for this application to proceed.

**HACCP:** The next HACCP course is scheduled for 29<sup>th</sup> and 30<sup>th</sup> of October in this office and the tutor is a consultant from Verner Wheelock as in previous courses. I still have spaces available if you or anyone you know wishes to take this opportunity.

IRELAND: Malachi McCann, who was recruited to work with the trainees in Northern Ireland has continued to progress with his practical training which has involved shadowing both John Farquhar and Gordon King. He has now started to carry out assessments himself, under supervision, and I am confident that he will be ready to operate in Northern Ireland early in the New Year.

I reported last month that we had received the NVQ certificates for the first of the trainees involved in the Irish Cross Border Project, and that Douglas and I had met with members of the Northern Ireland Master Butchers Association to explain our intention to offer Modern Apprenticeships in Northern Ireland. Further to this, we have arranged to host a 'Fun with Food' event in Cookstown on Tuesday 30<sup>th</sup> October, at which we will present the NVQ certificates to trainees and also launch the Modern Apprenticeship in Northern Ireland. We have the support of Improve, Sector Skills Council, and the Food and Drink Training Council (FDTC) and representatives from both organisations will be present on the night. We expect a reasonable response from this event alone in terms of trainees/employers requesting training places and FDTC will be actively marketing our services also.

RICHARD SNEDDON: You will be aware that Richard has been absent from work for some considerable time recovering from his operation after his recent heart attack. He is slowly recovering and I expect to hear further news from him this week.

His absence has meant that both John Farquhar and Gordon King have had to accommodate visits to Richards's trainees as far as has been possible in order that we remain compliant with Scottish Enterprise operating rules. I am referring to the rule which states that trainees must be visited and reviewed within 13 weeks. Whilst both Assessors have willingly taken on this extra work, the result of this prolonged absence has meant that our training income has been less than originally forecast. Assessments have not always been possible during the visits carried out by John and Gordon for a variety of reasons, not least of which is the time both Assessors have had available in their own diaries and I have been very grateful for all the support received from employers when we have explained this. When Richard does return to work, I cannot expect him to immediately return to 'full strength'. Indeed, I expect that he will have to have a period of adjustment and possibly even part – time hours until he is fully fit.

When we originally began to explore the possibility of working in North East England, Richard was the obvious choice for carrying out the work because of his previous work there with MLC. He is known in the region, as he is in Scotland, and he was happy to begin our expansion into England. I have since submitted the application to LSC, and as previously reported there is definite demand from butchers in the region. I know that our application is progressing and this time I have confidence that we will be awarded a contract.

However, you will appreciate that this also means that I have to ensure that Scottish Meat Training can fulfill all these obligations.

To this end, I have been actively looking for a suitable person to bring in to Scottish Meat Training with a view to training as an Assessor to assist in both North East England and also in Richards area. Not to replace Richard, but to enable Richard to return to full work, with as little stress as possible.

Today, I have offered the position to Darrell Keith who is retiring from activity in Kirkcaldy. He is very keen to join our team, he is aware that he will receive intensive training between now and January and he is looking forward to all that is to come.

I've looked very closely at this, I've consulted with Douglas at every step and I'm sure that bringing in another Assessor is the right thing to do to ensure that Scottish Meat Training enters 2008 in the strongest possible position.

Alan Kennedy asked if it was a permanent position Sandra replied yes. Sandra has visited him and he has been out with an assessor to see what the job is about and he is very enthusiastic. Sandra

is very much aware that on Richard Sneddon return that he cannot just go back out there and pick up from where he left off. We the training company has changed and we have had to do these things and Richard has to learn all that as well plus the stress of going out. The last thing we need to do is to make it worse for him. Douglas said there is potential to take on more trainees now.

Hamish Deans asked that for ESF they require evidence of authority will this be done in a formal way. Douglas said we make proposal for the next round of ESF funding and we need a proposal and seconder. This was proposed by Alan Kennedy and seconded by David Jarron.

Arthur Matthew asked how long Richard Sneddon was off. Sandra replied since 28<sup>th</sup> July. Arthur said that Jim Cruickshank formerly MLC had been asking how Richard was getting on. Sandra said Richard was accepting voice mail messages and not taking messages everyday to reduce his stress but is happy for his mobile to be passed to those people asking.

Neil Cameron enquired what was happening in Fife about funding for training. Sandra said we are fortunate this year using ESF but there has been a general reluctance by Scottish Enterprise to start people in non contracted areas with the changes taking place. Where they do not currently have SMT will be asking for places in these areas in the coming contract year.

Alan Kennedy said that the fact that Richard has been off, the rest of the staff have covered it brilliantly. He said that it was no disrespect to Richard but it was a credit to the team.

**LEGISLATION REPORT:** Douglas Scott reported.

FSA STAKEHOLDER FORUM: information circulated for noting.

VERTICAL COLUMN: This has gone through the European process but it is expected that it will take till January to implement. Jamie Chapman said that he had been advised by a wholesaler it would be the beginning of February. Hamish Deans said there was not actually a firm date yet.

FSA: Information circulated advice on lamb on sale in ASDA that was contaminated with vet substances. Ian Faulds said there was a full page in The Times this morning.

**PROMOTIONS REPORT:** Mark Barnett reported.

We would like to print posters for Christmas as QMS are not going to do it. The proposal was to use the artwork from the turkey poster from two years ago with "order your chipolatas and sausages now." He said another one could be done order your roasts etc. Beaton Lindsay said that it would be useful as they do not do turkeys. Alan Kennedy suggested specify your requirements to your local butcher.

**ANY OTHER COMPETENT BUSINESS:**

#### SCOTCH BUTCHERS CLUB

Hamish Deans said on the promotions by QMS the exclusion of normal members is it possible to do a survey of those buying live. Jamie Chapman said Laurent gave his figures of the amount of Scotch beef and lamb sold by independent butchers is 23%. If we put the levy rate by beef what percentage of that is promotion, why are we not getting that 23%? Those who specifically have pigs, sheep & cattle slaughtered at the abattoir are paying the levy why are they excluded from an organisation that just wants to blackmail you into joining an association. David Jarron said the chances are those buying live to kill are members of the Scotch Butchers Club. Jamie Chapman said the promotional levy is to promote sales so it should not be the case who slaughters, it should be who is selling it. Hamish Deans like Alan Kennedy had said it does not include the catering at the 23% so it could be quite significant. We should make a stance against us being excluded. Jamie Chapman said it could be part of the Presidents speech at the AGM.

Alan Kennedy said when you pay the £50 to join the Scotch Butchers Club, you do receive value for money and it a choice thing. Jamie Chapman said it is the principle that we are already paying a levy why should we pay again.

It was very pointed when we were assisted with the Christmas promotion last year that there is nothing this year unless you are in the Scotch Butchers Club. The point is, is this the thin edge of the wedge? David Jarron said everyone who is selling Scotch is paying towards the levy. Jamie Chapman suggested they also got the levy for what was not Scotch which is killed in Scotland. Hamish Deans asked why should we be excluded? Maybe we should take this higher to get the message through. Hamish Deans said we should push the case without affecting any of our members. Alan Kennedy said all the materials should be available to all members and should not have to pay again.

Alan Kennedy said because butchers are not represented at QMS someone is making decisions on what butchers would like to see in the shops. With the exception of the blue tartan menu cards which have been very successful, he would not give the rest of the stuff elbow room. He feels that the money used on the butcher side is being misused at the moment it might make it a bit more satisfactory if we had some input. Hamish Deans said that when Uel Morton came in the promotion was at its lowest level for butchers, it has risen a bit now and we are in communication all the time.

#### **BREAST CANCER AWARENESS WEEK**

Jamie Chapman suggested next year we produce pink aprons for the Breast Cancer Awareness Week with the Craft Butcher logo. Douglas said we have an opportunity at the AGM to do this.

#### **PRESENTATIONS AT EXECUTIVE MEETINGS**

Ian Faulds suggested that some QMS presentations are very disruptive - coming in late, getting coffee setting up, taking a long time, all this while the meeting is going on. He asked are we doing all of this because we are so desperate for the funding? Hamish Deans said this is a fair point and anyone who comes to make a presentation should be restricted to 30 minutes. It had taken over an hour today and that was far too long. David Jarron said that they seem to try to cover far too many points. Hamish Deans made a formal proposal that at Executive meetings 30 minutes was the time limit for any presentation. This was agreed.

**DATE OF NEXT MEETING:** Annual General Meeting Wednesday 28 November 2008.

There was no further business and the meeting closed with a vote of thanks to the chair.