

FEDERATION NEWS

THE NEWSLETTER FOR SCOTLAND'S CRAFT BUTCHERS



SCOTTISH FEDERATION OF MEAT TRADERS

Catering Butcher Approval Uncertainty

A degree of uncertainty reigned after an FSA letter of 25th July asked butchers likely to be subject to approval under the new EU Hygiene regulations to fill in a form giving their output to other than the ultimate consumer i.e. caterers and other retail shops.

Butchers who exceed 2 tonnes or who have no retail element to their business would appear to require approval. The 2 tonne limit was introduced as a measure to assist traditional High Street butchers. The questionnaire however raised several issues:-

Genuine retail outlet - This may be a business making a supply of food directly to the final consumer on the premises or via a mail order or internet system.

Seasonal trade - This area has yet to be fully considered, but an indication of business activity over a typical year would be helpful. If substantial quantities of meat are being processed in very short timescales at certain times of the year, then approval may be appropriate.

SFMTA asked FSA to clarify sliced bacon, beef fillets, chicken fillets, duck breasts etc which are sent onto other premises without being opened or cut. Approval may not be necessary if only storage and transport are carried out. However, approval would be necessary if there is a possibility of re-wrapping being required.

Frequency of inspection for approved catering butchers - This is on a risk basis and may range from once in 2 months to once in 12 months. SFMTA have asked FSA to check for further information which may be available about this.

For those requiring approval the only guidance available is an FSA Working Draft of November 2005. We need to wait and see how these are applied. Members who are being asked to seek approval are asked to liaise with SFMTA so that consistency and fairness can be achieved.

SEPTEMBER 2006

This Month

Visitors from Holland

Scottish Meat Challenge

Meat Skills Finalists

Restaurant and Takeaway Trends

Comrie Glen

Two Trade Fairs

Quality Beef and Pork Production

Simon Howie Feature

Scottish Market Prices



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Scots butchers buck downward trend

The Scottish butcher shop is making a comeback, bucking the trend of counterparts south of the border.

New research* has shown that while sales in the rest of Britain have dropped by 4.7%, Scottish butchers have seen their takings jump by 8.6% on a sales volume increase of 4.1%.

The increase has contributed about £3.5m extra into local butcher shops, as people are buying more at their local butcher and turning to specialist and higher value cuts.

Spearheading this boost is Scottish consumers' reinvigorated interest in lamb, which has seen sales value growth of more than 26%, again outstripping the market dip seen in England.

Laurent Vernet, Head of Marketing at red meat promotion body Quality Meat Scotland, said: "This is great news for Scottish butchers and confirmation that more and more consumers are looking to pay a premium for Scottish meat products backed up by expert service and advice.

"We're particularly pleased with the increased lamb sales, but still see great opportunity for this sector to grow. Next month QMS is launching the Festival of Scotch Lamb to focus our efforts on increasing lamb sales to Scottish customers."

According to the independent butcher sector businesses are feeling the benefit of the upswing, with many taking the opportunity to expand which in turn will fuel future growth of the sector.

Douglas Scott of the Scottish Federation of Meat Traders Association, said: "Butchers are saying they are busier and I am delighted to see statistics that back this up.

"We know that confidence is growing with a great many businesses re-investing and expanding their operations, this would also contribute to larger purchases per visit."

The growth of Scottish butchers has been attributed to shoppers visiting their local butcher more frequently. Once inside the shop they appear to be spending more money on roasting, frying and grilling cuts and increasing the volume of goods purchased.

Further information from: Louise Welsh, Director of Communications, Quality Meat Scotland. Tel: 0131 472 4112. Mob: 07739 900653. The QMS website is at www.qmscotland.co.uk

*The research referred to in this release was conducted by TNS, an independent market research organisation. The research was conducted over a 52 week period to 1st August 06.

The Good News

HOOKED ON BUTCHERS

Scots snub supermarket meat

By Paula Murray
reporter@dailyrecord.co.uk

BUSINESS is booming for Scotland's butchers with claims that customers are fed-up with poor quality supermarket meat.

Research has revealed that takings dropped by 6.6 per cent last year. The increase has put an extra £3.5 million into traditional butcher shops as people turn to specialist and higher value cuts.

Spending the boost is a fresh interest in lamb, which has seen sales grow by 20 per cent, according to the research by Quality Meat Scotland.

By contrast, butchers in England seem to be struggling, with the market taking a dip.

Butchery
Award-winning Dundee butcher Gilbert Grossett yesterday said the shift back to the butcher from the supermarket was inevitable.

He claimed: "People are fed-up with the quality of supermarket meat. I bought some pork at a large supermarket chain recently and it was just terrible rubbish. You could hardly tell what it was, and the beef is the same. Customers get a lot more when they visit their local butcher."



A CUT ABOVE Shoppers want to buy meat from traditional butchers and the beef is the same. Customers get a lot more when they visit their local butcher.

Gilbert added: "Lamb has had an upsurge based on it and it's good to see that people are using it more and more."

It is a very tasty and versatile meat and TV chefs are now using it a lot in different ways, especially in things like curries, which is great."

Butcher Wilson Ferguson, of Airdrie, added: "Confidence is back with a bang as lamb is back to a good level."

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Demise of family butcher's shops much exaggerated

FARMING

IAN BULLASS

THE demise of the traditional family butcher's shop has long been predicted, on the grounds that smaller outlets could never compete with the power of the supermarket giants. However, research published yesterday by Quality Meat Scotland counters that assumption and shows that over a full 12 months to August 1, 2006 Scottish butchers have seen their takings rise by a remarkable 8.6%, while their counterparts in the rest of the UK have suffered a fall of 4.7%.

The survey, which was conducted by the analysts TNS, also reveals that while gross takings have risen in Scotland there has also been an increase of 4.1% in the volume of meat sold. The added sales are estimated to have been worth £3.5m.

Scots butcher sales climb

JIM BUCHAN

THE demise of the traditional family butcher's shop has long been predicted on the grounds that smaller outlets could never compete with the supermarket giants.

However, research published yesterday by Quality Meat Scotland counters that assumption and shows that over 12 months to 1 August, Scottish butchers have seen their takings rise by a remarkable 8.6 per cent, while their counterparts in the rest of the UK have suffered a fall of 4.7 per cent.

The survey, by the analysts TNS, found that as well as gross takings rising in Scotland, there was an increase of 4.1 per cent in the volume of meat sold. The added sales are estimated to have been worth £3.5 million.

The most notable feature was a 26 per cent jump in the volume of lamb sales - a welcome development, given that Scottish consumers have an annual consumption of lamb of only 4kg, while the UK average is more than 6kg and the Welsh eat almost 11kg each year.

Gourmets help boost butchers' sales by £3.5m

JULIA BELGUTAY

YOUNG Scots gourmets helped boost butchers' sales by £3.5m in the past year.

While butchers across the rest of the UK saw their sales drop by 4.7%, Scottish butchers' sales volume rose by 4.1%, or £3.5m.

Morton Perrie, from James Allan Butcher's in Hyndland, Glasgow, said increasing numbers of young people were coming into the shop, often with a cooking book in hand.

The study conducted by TNS, a leading market research firm, indicated people do not just visit their butcher more often, they also buy more once they are in the shop.

Lamb seems to be especially popular with customers - sales of which have risen by 26% over the same period.

Mr Perrie said: "Trade is definitely taking a turn for the better. The supermarkets have taken everything they could away from the butchers, now people are returning."

Mr Perrie also said his customers are slowly changing. "A few years back, most of our customers were in their 30s and 40s, now more and more young people come into the shop. They are becoming increasingly interested in cooking and want to try different meats and cuts."

"For them, supermarkets just cannot provide the assistance, the advice and the service they need."

Butchers off the hook as public returns to meat

By Kurt Bayer

THE cheery family butcher who traded in banter as well as beef was once on the verge of extinction.

But Scotland's butchers are making a spectacular comeback with soaring sales as shoppers turn their backs on supermarkets and demand better-quality meat.

Now research shows Scots butchers are banking the downward trend in England, with takings rising 8.6 per cent in the past year.

Discerning customers, inspired by TV chefs, are returning to the family butcher in droves in a comeback that has surprised not only butchers themselves, but industry analysts as well.

The research also shows that

2% per cent, compared to a market dip south of the border.

Award-winning Dundee butcher Gilbert Grossett believes the shift back to the butcher from the supermarket was inevitable.

Mr Grossett said: "People are fed up with the quality of supermarket meat and are definitely returning to their local butcher."

Customers get a lot more when they visit their local butcher. Aside from the high quality of the meat, they get friendly service and advice, cooking tips and value for money."

Mr Grossett said that lamb had suffered several scare-mongering attacks in recent times, but people were now realising its potential due to its popularity with TV chefs.

He added: "Lamb has had an upsurge based on it and it's good to see people are using it more and more."

It is a very tasty and versatile meat and TV chefs are now using it a lot in different ways, especially in things such as curries, which is great."

Wilson Ferguson, of DW Ferguson of Airdrie, Larbert, said: "Confidence is back with a vengeance for Scottish beef, lamb and pork. Demand for beef is back to what it was in the 1980s."

"It's all tied up with the service independent butchers give customers, that and advice, variety and consistency of products."

Douglas Scott of the Scottish Federation of Meat Traders Association said: "Butchers are saying they are busier and I am delighted to see statistics that back this up."

"We know confidence is growing, with a great many businesses re-investing and expanding their operations. This would also contribute to larger purchases per customer visit."

Last year, about 36 butchery businesses across Scotland sent butchers to Quality Meat Scotland (QMS) customer service seminars in Dundee and Glasgow to help further improve their customer-care skills.

With service a significant factor in persuading more consumers to shop for meat in butchers' shops, the butchers were put under pressure in role-play demonstrations to see how they coped with a series of challenging customer-care scenarios.

Laurent Vermet, head of marketing at QMS, said: "We're particularly pleased with the increased lamb sales, but still see great opportunity for the sector to grow."

PAUL'S POTENTIAL PAYS OFF



PAUL Conway was only 13 when he got a part-time job in a local butcher's shop.

Now, 15 years later, the father of four has two of his own - and his quality meats are likely to see his business break the tradition barrier this year.

Mr Conway, from Kilsyth, Stirlingshire, opened his Paul's Quality Butchers outlet in 2002 and has seen the business go from strength to strength. Two years ago, he came first

of 500 entrants for the Young Entrepreneur of the Year Award, organised by the Prince's Scottish Youth Business Trust.

Mr Conway, pictured, who will appear in the new series of Gordon Ramsay's The F Word, said: "I had been in business for about six months when the trust realised I had potential and agreed to back me. That gave me confidence and the belief I could do it."

The QMS press release opposite generated lots of good news stories for butchers. Gilbert Grossett in Dundee, Wilson Ferguson in Airdrie, Paul Conway in Kilsyth and Morton Perrie in Glasgow were all quoted in national newspapers and QMS's Louise Welsh was interviewed on radio. The Herald, Scotsman, Daily Record and even the Scottish Daily Mail all gave the independent butcher good write ups.

There are questions asked as to why Scottish butchers have reported sales uplift in contrast to butchers south of the border. One can only assume that the positive attitude of Scottish butchers has eventually made a real impact on customers. Keep this going Scotland!

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INVOICE

Joe Bloggs Butchers

14 Maypole Way
M1 Food Park
Ongew
G12 1AA
0147 555 5555

Maddison Food Office

Invoice

Customer Ref

Invoice

Date

PLU	Description	Tranche Ref	Quantity	Weight	Unit	Total
100	SCOTCHON		5	0.00	43.40	43.40
100	SCOTCHON		1	1.00	45.00	45.00
Total Weight			6	1.00		610.20
Total Price						88.40

SCOTWEIGH

Tel. 01324 611311 email. service@scotweigh.co.uk



The Dutch Are Coming

Not to be missed! Ruud Bakker and Robert Nagtegaal from the Dutch butchers group, Keurslager will be coming to Scotland to present four evening seminars. Working together Keurslager and Verstegen will demonstrate 5 or 6 new Keurslager concepts. Ruud Bakker is the Director of Keurslager and he will be outlining their marketing programmes. Verstegen are also sending over Roland Snel from Rotterdam so there should be plenty of information to absorb on the evening. Members and their staff will be invited to attend these events when a finger buffet will be served at 6.45pm ahead of the demonstrations at 7.30pm.



Europe and Scotland
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Invitations for these events will be issued nearer the time but please make a note in your diary of the venue and day that most suits you.

Date	Venue
Monday 23 rd October	Hilton Hotel, Bellshill
Tuesday 24 th October	Thistle Hotel, Inverness
Wednesday 25 th October	McDiarmid Park, Perth
Thursday 26 th October	Thistle Hotel, Aberdeen Airport

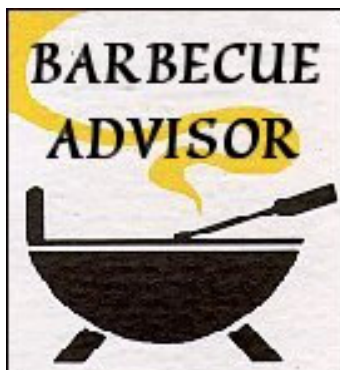
Adviser from Fortrose

Like most butchers in areas where tourism makes a big difference to trade SFMTA members Sandy and Ann Jack in Fortrose have had a good summer trade with queues out the door.

Not too busy to read the Federation Newsletter however! Sandy found time to telephone the Perth office soon after receiving his last edition.



He was one of the members who received the leftovers of our 2004 badges promoting barbecues.



While pleased to wear the Barbecue Advisor badge Sandy's wife whose past career has included being a classics teacher wanted us to know that we had made a spelling error.

Adviser should be spelt with an 'e' but of course the mistake is easily made since Microsoft spell check allows the 'o'. Even our Health and Safety Adviser uses an 'o' – but now we all know, never again. Thank you Ann.

Having a butchers at beefy visitor –

Strathearn Herald 11 August 2006



A Strathearn butchers had a "hunky" Highland visitor last Friday morning.

David Comrie & Sons of Drummond Street played host to Glen, the star of the Scotch beef adverts who has played an important role in boosting sales of Scotch beef throughout the UK.

The visit to Comrie was in recognition of the shop's achievements at championing Scotch Beef as a member of the Scotch Butchers Club. The visit had two purposes firstly to promote sales of quality Scotch meat and secondly as a new product launch the butcher's lamb and leek burger.

During the week leading up to Glen's appearance a prize draw was organised for customers with the two top prizes of vouchers for family sized Scotch meat packs including

steaks, lamb cutlets, lamb and leek burger and the butcher's own "Gold Award" winning Cumberland Sausages.

Glen had the privilege of drawing the winners and the top prizes were won by Mrs June McPhee and Mrs Ann Steel, both of Comrie. Six runners-up also won Scotch Beef t-shirts.

Speaking after the visit, Murray Lauchlan, of David Comrie & Sons said: "Glen's visit was a huge success, in particular with the ladies.

"The shop is very busy on normal Friday's but Glen's appearance certainly added to the buzz. He spoke to many of our customers and had many requests to have his photograph taken with them."

He added:

"Most importantly though the event helped focus the consumers mind on the origin and the quality of the meat we sell, produced by specialist farmers, personally selected at market by ourselves, and butchered by our trained staff.

"Together this provides our customers with the best Scotland's farmers have to offer."



Mintel: Ethnic Restaurants and Takeaways

Ethnic food tops the popularity stakes

Although the eating out market has changed fundamentally over the last 20 years the role played by ethnic food has changed very little. Ethnic food and in particular Chinese food has a deeply rooted popularity with the British consumer and after eating out in pub restaurants Chinese food is the most popular choice; Indian food comes a close fourth after fish and chips.

Growth is present but, on the whole, the sector lacks dynamism

Between 2001 and 2006 the ethnic takeaway market grew by around 17% whereas the fast food/takeaway market as a whole grew by a much faster circa 28%. (The overall market size for both ethnic restaurants and takeaways is forecast to reach £3.8 billion in 2006).

Chinese and Indian is staple, but consumers are increasingly sophisticated

Both Indian and Chinese food have a long established history having been a noticeable part of the eating out market for around 50 years. It is partly because of this that it is perhaps less dynamic than some of the more recent entrants to the market, being accused by some of being staid as well as a mature market.

As consumers themselves develop ever more sophisticated palates and are therefore more demanding on the overall eating out experience, these once niche sectors are sure to develop into larger players in the ethnic food market.

Indian sector sees most activity in terms of menu development

That being said, ethnic cuisine is showing a certain amount of modernisation in particular pockets as a number of operators are challenging the old-staid approach and this is nowhere more the case than in the Indian food sector. Indian food has wide regional variations yet the UK market tends on the whole to offer a narrow repertoire of dishes.

Branding?

The ethnic restaurant sector has historically been characterised by a large number of independently-owned family businesses with brands being conspicuously absent. In some ways the prospect of an ethnic brand is diametrically opposed to an authentic ethnic food offering. However brands have been successfully introduced without this authenticity suffering. Both YO! Sushi and Wagamama are very overt in their branding and are openly corporately owned with no hint of an ethnic family background.

Bottom-end challenge from ready meals

There is no doubt that in recent years, the quality of supermarket ethnic ready meals has improved vastly. The range and type of meals available has expanded broadly and there has been an overt attempt to target the ethnic takeaway market in particular through the packaging and branding of these products. However there appears to be only a minimal impact on restaurant usage with perhaps some periphery erosion of the takeaway market.

It's a young man's game

Currently enjoyment of ethnic food is much more orientated towards younger consumers. Visiting ethnic restaurants drops sharply amongst the retired and over 65 age group. Essentially it is only now that generations are growing up with a wide ethnic diversity not only in food but in many aspects of life as well. This will engender different attitudes and an increased level of familiarity with all things ethnic.

An optimistic future?

Competition from the eating out market as a whole is only likely to intensify in the coming years, yet this needn't represent a doomsday scenario for the ethnic sector. In fact, with younger consumers increasingly introduced to ethnic cuisine at a younger age its place in the market would seem set to cement further whilst interest in alternative ethnic dishes and food types (such as Vietnamese for example) would be expected to grow accordingly. Furthermore, it would seem a logical step for other sectors of the market, such as Chinese, to follow in the footsteps of the pockets of Indian restaurants that are developing the contemporary ethnic concept. Even if operators do not follow this path of reinvention or improvement, ethnic cuisine will continue to have a strong foothold in the eating out repertoire of UK consumers. Yet the problem will be that interest in other cuisine types will continue to increase resulting in stagnation of growth for this particular sector and these venues may well see their percentage share of the market declining further.

Health and Safety Policy

Enclosed with this Newsletter is an updated Health and Safety Policy for your use. You must have a Health and Safety Policy and it should be regularly reviewed. This version takes account of the Scottish ban on smoking in public places. If this is missing from the policy that you have issued to staff or you have hanging on the wall this is clear evidence that your policy has not been reviewed.

You can do two things with the blue version enclosed:-

1. Adopt what it says, sign it and inform your staff that a new version is available for them
2. Make changes to it that make it more specific to your business and send it back to SFMTA who will re-print it and send back your personalised Health and Safety Policy with as many copies as you require.

You should NOT ignore this Health and Safety policy!

Electronic versions can be obtained from the e mail address below.

Food prices set to rise

The British Retail Consortium has this warned that the cost of food and drink may rise sharply in the coming months. Supermarkets are expected to pass on higher prices to customers after a combination of poor harvests and the rising cost of global commodities such as orange juice and coffee. The cost of food has been rising substantially this year. The British Retail Consortium said food prices went up in July for the third month in a row. In the 12 months to July, food inflation was 3.2 per cent compared with the overall inflation rate of 2.4 per cent. The rising cost of oil and gas to record levels has also added to the costs of food manufacturers.

Tesco has conceded that some rising food costs may be passed on to customers over the next few months. Richard Ratner, a retail analyst with Seymour Pierce, says customers will have to get used to the end of the supermarket price-cutting wars.

E mail contact: Between Newsletters members on e mail are sent any information that we think should be distributed quickly. If you are not on our e mail list please send your e mail address to douglas@sfmta.co.uk to be included in member updates.

The Scottish Meat Challenge

A celebration of the skills and products in the Scottish Independent Meat Industry will come together at this year's Scottish Meat Challenge to be held in Lauder College, Dunfermline on Wednesday 20th September.

The Meat To Go awards will be presented in the morning whilst the Meat Skills Scotland competition reaches a climax. After the lunch all the other prize winners will be announced.



The finalists winning through from the Regional heats of the Beef Sausage, Speciality Sausage and Black Pudding competitions will have their products re-visited to determine who is going to be acclaimed Scottish Champion. Invites have been sent out by Quality Meat Scotland.

- Final of Meat Skills Scotland 2006
- Announcement of Meat to Go 2006 Diamond Awards
- Winner of the Best Butchers Beef Sausage in Scotland
- Winner of Best Butchers Speciality Sausage in Scotland
- Winner of Best Butchers Black Pudding in Scotland

Meat Skills Scotland 2006

Congratulations to the finalists:

Over 22

Alan McCormack	John Saunderson	Edinburgh	South Winner
Gavin Colquhoun	R MacKenzie	Johnstone	South Runner Up
Richard Megahy	Simon Howie Retail	Perth	North Winner
Gavin Smith	Scott Brothers	Dundee	North Runner Up

In the Final these entrants will be allocated 2½ hours to work on One Shoulder of Pork, One Leg of Lamb and a Thick Flank of Beef.

Under 22

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

In the Final these entrants will be allocated 2 ½ hours to work on One Shoulder of Pork, One pair Loins of Lamb, One Silverside of Beef

The meat for the final will be supplied by Millers of Speyside.



A Focus on.... School Meals and Snacks

School meals are about to change

- Education Secretary Alan Johnson has recently announced a further clampdown on 'junk' food in schools.
- From September 2006, schools will be issued with nutrition guidelines banning meals that are high in salt and fat as well as chocolate, crisps and fizzy drinks. Pupils will be provided with a minimum of two portions of fruit and vegetables with every meal.
- The move reflects a recent shift in consumers' attitudes towards school meals fuelled by the recent campaign by TV chef Jamie Oliver.

Consumption is already shifting

- Parents loss of trust in school meals is reflected in the steady decline of school meals and snacks.
- The performance of the different categories is a telltale sign of the growing importance of health: categories such as carbonates, sausages, chips, pizzas and burgers are driving this declining trend at school meals, while confectionery, biscuits and salty snacks have followed suit at the school snacking occasion.

One man's downfall...is another man's opportunity

- Mineral water is now the top growing product both at the school meal and snacking occasion, while juices, dairy drinks, fruit and yoghurt all display a positive performance.

The lunchbox - opportunity or threat?

- The decline in school meals has at least partly contributed to a resurgence of the children's lunchbox occasion over the last six months, hence perhaps an opportunity for future growth.
- The government, however, is also targeting lunchboxes with an information campaign which urges parents to leave out of packed lunches fizzy drinks and snacks high in salt and sugar.
- As parents become more sensitive to these issues and as they regain control of their children's diet, targeting the gate-keepers will become increasingly crucial if manufacturers want to successfully compete for a share of the lunchbox.

Equipment for Sale

Entire Contents of Butcher Shop for sale including fridge counters

Butcher Boy A52HS Mincer £1000.00

Butcher Boy 22 Mincer £250.00

Henkovac Vacuum Packer £1,000.00

Bizerba Horizontal Slicer £1,000.00

Bakebar Oven with s/s Stand £300.00

Telephone: Brian 0131 554 3355 (daytime) or 01506 201474 (evenings)

Equipment for Sale

Compressor for Large Freezer or Chill room with evaporator.

22 Mincer Tel: Stuart Reid 01828 670262



More information on this and Entry Forms for the World Scotch Pie Competition to be held in November will be included in the October Newsletter.

Pork Quality

Scientists are proposing a new way to evaluate pork quality – its pH content.

Research has found a strong correlation between high pH Levels and pork quality, which is leading processors and packers to develop ways to maintain higher pH in their product.

This is a major stir-up for the pork industry, which once proudly marketed its product as The Other White Meat - as higher pH levels are usually indicated by the darkness of meat.

Ken Prusa is a professor of food science and has been putting his life into researching ways to improve pork quality. His work has led him to the conclusion that darker pork and higher pH means less acidity, which is the main culprit in meat deterioration, discolouration and watery consistency.

"Through sensory testing, we found pH to be a pretty strong driver of ultimate pork quality," said Prusa. "Higher pH products are more tender, juicy and flavourful. It's an opportunity to add value to pork products in the market place," said Prusa. "Producers and packers are hearing more about the pH factor and learning that it's in their best interest to produce products with higher pH."

Research conducted over the past 20 years has identified three contributing factors that processors can control to increase pH levels: genetics, processing and stress levels. Findings indicate one of the most important measures is to ensure a carcass is chilled rapidly. Chilling preserves the pH levels of pork, which deteriorate quickly in room temperatures.

Prusa also placed emphasis on the stress an animal undergoes before being slaughtered. Stress increases the metabolism rate which in turn pushes a larger amount of adrenaline through the body. This natural process has been shown to increase the acidity in muscles.

There is a trend, in Japan especially, to purchase pork on a basis of their pH levels. The increasing demand by retailers around the world is beginning to have an effect on processors and packers who are moving towards buying pigs based on their pH levels, said Prusa. Some packers are at the point of routinely measuring pH on the production line.

To Prusa, this is a small step to toward improving the overall quality of pork available to consumers. "We hope that through our work with packers and processors, we'll see higher pH products on the market soon. We're looking at ways of marketing products on the basis of the deeper, richer colour and flavour," Prusa said. "People can see the difference. Once they taste it, the better quality is obvious.



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Offer ends Friday 31st December 2006

For more information contact **Bizerba** on **01442 240751** or your local Sales Executive,

John Allan, direct on **07770 842577**

Keenan System for Quality Beef Production

Donald Brown made a presentation on feeding cattle to butchers attending the QMS seminar in Stirling on Monday 21st August. Coming from an engineering background as a machine manufacturer Keenan recognise that they can translate specification into beef production. They see a huge number of on farm variables that make a difference to eating quality. In order to produce a consistent product the first requirement is a tight specification to put the processes in place on the farm to achieve that.



Donald Brown discussing rations with customer



The Keenan Feed Mixer makes best use of resources on the farm whether grass or cereal to make a consistent high quality product. A farmer would place in the Feed Mixer, silage, straw, cereal, roots etc and mixes it all together in much the same way as a kitchen Kenwood Food Mixer. But just because you have a food mixer and a good cook book this does not make you a top class chef.

Farmers are given a hands-on nutritional consultancy by Keenan Rumans to create rations that keep animals as healthy as possible but also to increase output; to add value to his output to become a very good supplier.

Rations are tailored to the animal taking account of its physiological stage in its animal; rearing, growing or finishing. If animals are put on finishing rations at too young an age they lay down too much fat. Feed is balanced for energy, protein and fibre to produce predictable outcomes in terms of age at slaughter, weight, fat content, muscle fermentation, tenderness and juiciness and ultimately consumer satisfaction.

So this is not amount throwing as much grain in front of cattle as possible until they are fat, it is about ensuring efficient natural digestion to produce the best. The machine even controls the discharge to

ensure accuracy of mix from one end of trough to the other. No matter where or when the animal chooses to eat, each mouthful is identical.

Rations can be replicated when cattle moves from outside to inside when moving to winter housing giving a seamless transition and minimising any check in growth. Animals are put into a stress free balanced system without any danger of becoming over fat.

There is a quality in quality out approach. The rearing stage lasts for a maximum of 200 days, growing with focus on controlled, continuous frame growth from 200 days until moving to finishing ration that provides a short sharp period of maximum weight gain. The skill lies in the stockman choosing the best time to move animals from the growing stage on to the finishing period

Comparison of 8000 cattle raised between 2001 and 2005 showed that farms using the Keenan System has increased the number of carcasses grading R4L or better from 49% in 2001 to 82% in 2005. This demonstrates the advantage to the retailer and processor while at the same time having the effect of requiring less days to finish.

Our biggest asset is our people.....

For many employers in the food and drink industry, the recognition of the need for training and development for our people is the easy part. Identifying and accessing the resources to do it effectively is the challenge.



Scottish Meat Training are committed to promoting learning and continuous improvement as the best means of developing and growing our industry and we can offer a range of workforce training which can be specifically tailored to your business and your workforce.

We believe that everyone working within our industry should have access to learning and so, in addition to our Meat and Poultry Processing SVQ's, which lead to either Craftsman Certificates, Customer Service Awards or Federation Diplomas, we are also able to offer:-

The **Food and Drink Manufacturing Operations SVQ at level 2.**

This qualification is well suited to those businesses that have members of staff, involved in the production of food and food products, who would normally be unable to participate in the achievement of Meat and Poultry Processing qualifications due to their lack of involvement in meat skills.

If you would like to know more about this qualification or about the other training courses we can offer, please phone Sandra Lennox Scottish Meat Training on 01738 637785

Meat Training Rolls On

Possibly because of the way the article was written last month, some readers were given the impression that there are no SVQs in Meat and Poultry Processing available to trainees over the age of 18. This is not the case. Scottish Enterprise because of their budget restrictions have removed funding to new starts over the age of 18 but older employees, with no age limit, can still access this training through European Social Funding.



Europe and Scotland
Making it **work together**

Highlands and Islands Area remains unaltered with Enterprise Company funding available to 16-18, 19-24 and 25+ with ESF programmes including SVQs in Meat and Poultry Processing also available to all employees. Anyone with employees requiring certificated training, whether in Meat and Poultry Processing or Food and Drink Operations should contact: Sandra Lennox, Scottish Meat Training on 01738 637785

The Bakers Fair – Ingliston

The Bakers Fair, a dedicated equipment show aimed at craft bakers will take place in the Lowland Hall, Ingliston on:-
Sunday 24th September. Entry is free.

Simon Howie's Meat Melody

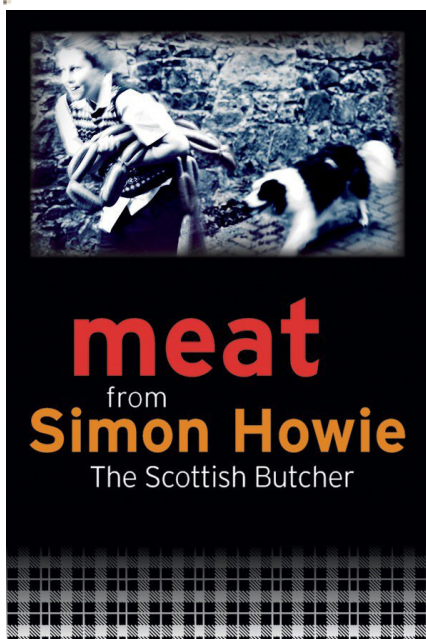


With a fast growing meat products business Simon Howie is one of Scotland's most successful up and coming entrepreneurs - but it was his dad's vision that set him on the business trail.

One of three brothers, Simon (39) was brought up on a farm on the outskirts of the Perthshire village of Dunning. Farming may traditionally be a family concern, with a father passing down the business to his sons, but Simon's dad, Angus, had different ideas for his boys' futures.

Simon says, "He could see farming was changing and it wouldn't be enough to sustain us, so he encouraged us to look outside farming. I started as a Saturday boy in Rattray butchers in Perth and eventually served my apprenticeship there.

In 1986, when I was 19 I bought the local shop in my home village for £2500 and built the retail business. Then I started supplying restaurants by knocking on doors and genuinely showing customers I cared about them and what they were buying."





"I strongly believe Scotch beef and lamb is the best in the world and we should make the most of it.

"I took on my first employee, Jimmy Park in May 1987, and he's still with me today. We had a lot of fun in those days seeing the business was growing and knowing people were happy with what we were selling them."

Every penny of profit he made was invested back into the business and by 1995 he had four award-winning shops - the other three being in Auchterarder, Dunkeld and former Rattray butchers in Perth. Two of them - Perth and Auchterarder are still going strong today. Having established a strong retail foundation Simon turned his energies to wholesale.



"I could see the industry was going to change and that only strong businesses would survive."

In 1995 Simon bought a farm just a stone's throw from one where he spent his childhood. While elder brother, Angus, farmed the land of both farms Simon built a 10,000-square-foot factory which opened in 1998.





"Having created the space," says Simon "I then had to fill it." Filling the original factory, plus an additional 30,000 square foot extension costing £2 million which was added on in 2002 and with another 10,000 square foot development planned for this year, took the business to its next level.



Simon is quick to point out that this has been a huge team effort to-date and that without the likes of his fellow director, Gary Conacher, the passion and will-power required to deal with the daily challenges would be extremely difficult to muster." This photograph taken at the 2004 Scottish Meat Challenge includes no fewer than four members of staff taking part in the Meat Skills Final and Gary Conacher centre collecting the Diamond Award in the Beef category of the Make it With Meat Awards.





The business with the multiples first started through us supplying the Haggis product to them, which is now distributed nationally within the supermarkets.



Simon Howie's factory has three areas - the butchery side, the mincing room (where 12,000 sausages an hour can be produced), and the cooked area.

Simon Howie Foods Ltd., now supplies meat to over 200 hotels and restaurants up and down the country and has a staff of 85. Simon also supplies several major supermarkets, including a lucrative deal with Sainsbury's.

Nearby Gleneagles Hotel is a customer and last year the company supplied much of the food for the G8 summit.

Food for the world's most important leaders and their entourages got just as much security attention as the VIPs - the truckloads of food were taken to the hotel under police escort and x-rayed into the bargain!

So with a company turnover now of £8.5 million, what's next on the agenda for the man who last year was named Scotland's Emerging Entrepreneur of the Year?

"New challenges for the business include looking at the export opportunity and continuing to grow the SHB brand within our own retail business as well as the multiples.

"I don't have a particular goal," says Simon who's married with two children aged 15 and 12. I think in life a number of opportunities come along and you either take them or you don't."

Having taken opportunities in the working world since he was 12 it's not surprising to learn that Simon has followed it in other areas of life as well.

He's played the accordion since he was seven and when he was 15 set up the Simon Howie Scottish Dance Band.

The five-strong outfit are made up of people from all walks of life and are still together after all these years.

"We've played at venues from village halls to Highland Balls. We played at the Royal Caledonian Ball in London," explains Simon. "Playing in a band is great companionship and a real leveller after work."



SUPPLIERS TO THE FOOD INDUSTRY

McAUSLAND CRAWFORD

OUR PRODUCTS

- Beef Sausage Seasonings and Mixes
- Pork Sausages Seasonings and Mixes
- Burger Seasonings and Mixes
- Speciality Seasonings and Mixes
- Black Pudding Seasonings and Mixes
- Haggis Seasonings and Mixes
- White Pudding Seasoning and Mixes
- Sausage Roll Mixes
- Stuffing Mixes



Seasoning and Mixes for any specified food products are produced to our customers specific requirements.



In many instances we blend seasonings and flavourings to our customer's own recipes.

Suppliers of all Herbs, Spices and Peppers

Scottish Agents for Raps Continental Seasonings and Marinades

We provide a Specialist Food Ingredient Contract Packing Service.

**BLENDERS OF SPICES AND FLAVOURINGS
FOR THE FOOD INDUSTRY**



PRODUCT RANGE

- BEEF SAUSAGE SEASONINGS AND MIXES
- PORK SAUSAGES SEASONINGS AND MIXES
- BURGER SEASONINGS AND MIXES
- SPECIALITY SEASONINGS AND MIXES
- BLACK PUDDING SEASONINGS AND MIXES
- HAGGIS SEASONINGS AND MIXES
- WHITE PUDDING SEASONING AND MIXES
- SAUSAGE ROLL MIXES
- STUFFING MIXES



**A WORLD OF FLAVOUR
FROM SCOTLAND**

**BLENDERS OF SPICES AND FLAVOURINGS
FOR THE FOOD INDUSTRY**

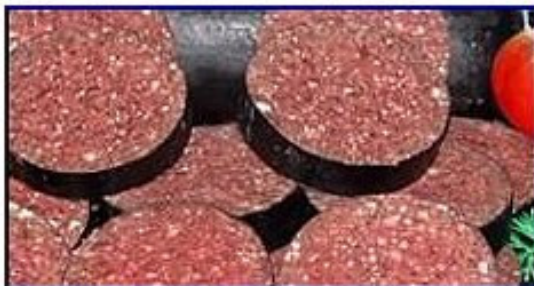
McAusland Crawford trusted suppliers to the food manufacturing industry since 1973. Our policy of providing a fast, efficient and personal service, together with top of the range products at competitive prices continues to be our prime objective. Our aim is and always will be "total customer satisfaction".



Beef Sausage Seasonings & Mixes



Burger Seasonings & Mixes



Black Pudding Seasonings & Mixes



White Pudding Seasonings & Mixes



Stuffing Mixes



Corporate Member Feature

Allan McAusland founded the business now known as McAusland Crawford, in 1973, initially operating from premises in Hillington Industrial Estate between Paisley and Glasgow. The new company quickly built a fine reputation for quality and customer service, supplying Butcher's sundries, seasonings and casings to the Scottish Market.

'Allan McAusland and Son' have always blended their own seasonings and as a direct result of this policy, coupled with the acquisition of 'Crawford Skins' in 1993, the business name was changed to 'McAusland Crawford' while the blending side of the company was branded 'Macspice Limited'.

Now based in the state-of-the-art factory premises with 22 employees in Paisley, the McAusland Crawford operation reflects the high demands of today's food manufacturing industry and is fully HACCP accredited, supplying spices and flavourings to all sectors of the industry.

Today's vibrant company is proud to be an independently owned business and continues to enjoy the support of a wide range of manufacturing clients. With the help of our efficient and hard-working staff, they aim to continue to enhance their reputation amongst their existing clients and so attract future customers.



Managing Director
Bryan McAusland



Sales Executive
Robert Watson



Above Raymond beside the Morton blender – a machine built in Newmains that is used to mix all McAusland Crawford recipes.

So often butchers have telephone banter with sales teams yet would not recognise these people if they walked into their shops. Here are some of the faces behind the phones at McAusland Crawford:-



Left: Nancy and Marissa. Below left: Transport Manager, David and below right: Cath.



Pork Sausage Seasonings & Mixes



Speciality Seasonings & Mixes



Haggis Seasonings & Mixes



Sausage Roll Mixes

Blenders of Spices and Flavourings for the Food Industry McAusland Crawford Macspice Limited

79-81 Abercorn Street Paisley PA3 4AS

Telephone: 0141 849 7033 Facsimile: 0141 849 7034

Supermarket buyers bankrupting small food manufacturers

Duncan Swift, head of food and agriculture business at the accountancy firm Grant Thornton, has indicated that small food manufacturers are going bust at the rate of more than one a month, and that tough dealing from supermarkets is partly to blame. Mr. Swift said that more than half the distressed businesses he dealt with had got into difficulties as a result of apparently unreasonable behaviour by a supermarket buyer. He said there was evidence that supermarket buyers were ignoring the voluntary code of conduct introduced by the regulators several years ago. The code is being investigated as part of the Competition Commission's inquiry into the grocery market and Mr. Swift said that he had contributed evidence on his concerns.

It is reported that 1% of food manufacturers are failing each year. The number registering for VAT purposes has declined by 8.5% over ten years, compared with a 12.3% rise for all businesses. The number of food businesses has declined as supermarkets opt to do business with a smaller number of large suppliers to increase efficiency.

Bloggers

The Federation has become aware of some unsavoury advertising sales that have caught out numerous business throughout the country.

Some members were telephoned to ask if they wished to run one of their recent adverts in the next edition of the "Gazette". The Gazette will probably be the name of their local newspaper and the members agree, often only because the offer to repeat the ad was at a reduced price. Subsequently a bill arrives from the Journal Publishing Company, 18 Curzon Street, Derby and a copy of the "Caledonian Gazette".

It appears that others have been caught out in a similar way believing that they are taking advertising in their local newspaper but end up with an ad in a publication that is produced merely to rake in advertising revenue.

The Journal Publishing Company entry on the Newspaper Society website lists the company's publications as the Derby Journal and the Newcastle Times. SFMTA contacted the publishers of the Derby Evening Telegraph, Derby Express and the Derby Trader who replied that they were not aware of a publication called the Derby Journal. Further enquiry about the Newcastle Times confirmed that the Editor at business section of the very real and legitimate Newcastle Journal, had never heard of the Newcastle Times!

Deep digging on the Internet revealed a website bloggers.com where the Journal Publishing Company was discussed. Although the comments are uncorroborated and as such should not be read as fact but as the opinion of the person who left the comment the content leads one to conclude that great care is required when booking advertising over the telephone.

The Newspaper Society is a non regulatory body and would not take any action about The Journal Publishing Company.

Some of the postings on the bloggers website are printed opposite and more information can be found at:-

http://www.blogger.com/db4/company_id/1103/companyname/JPC---The-Journal-Publishing-Company.html

I worked for my local (proper) newspaper, and I now own a business and advertise in that paper. Every time an ad appears, I receive several calls, over the next few days, offering me last-minute, reduced-price ads in publications such as the Hampshire Guardian, the Southern Gazette, and the Sussex and Surrey Telegraph. Their office is based hundreds of miles outside the area they claim the paper covers, and they can't pronounce local place names correctly. Each publication has 45,000 readers, half of which are subscribers. One told me they carried news, but when pressed for specific examples from that week, she had to go and find out - they only had one story that week (focus: Scotland), but apparently 9 out of 10 weeks they did have local stories. Not only have I never seen a copy of any of these papers - despite requesting copies - but neither has anyone at the company I worked for, which owns most of the area's major papers. Either ignore them completely, or, better still, agree to take out loads of ads and let them spend a fortune on the phone, trying to chase you down.

I was unfortunate enough to work for JPC a couple of years ago and am honestly shocked to see that they are still going. The way it basically works is that in each office there are several desks. Each desk represents a different paper. What happens is that when one paper cold calls you - say 'East Midlands News' - then the details get passed around the office so that the next thing you know, seven different papers have called you. Once one paper knows that you are willing to part with your cash then that's it, you're done for.

The way that they get your details is by sneaking into exhibitions around the country, posing as journalists, getting into the press room and taking press releases. For instance, if there is an exhibition on security, then they will get press releases from all the companies there, cold call the companies offering them an advert and then knock up a paper - often just a one off - call it something like East Midland's Security and knock out five thousand copies to Tesco's and Sainsbury's. Honestly, it's that shoddy.

The reason they own 80% of the UK media is because they can afford to knock out so many different papers. Literally, a big exhibition will warrant a new paper being set up. As an 'editor' at one regional office of JPC, I was responsible for compiling up to ten papers a week, sometimes more. That's just one branch. This company has branches all over the country. My advice to anyone is to give this company a wide berth. And if they threaten you with court action - one of their favourite tactics when soliciting money out of people - don't back down. If this company ever went to court it would be the end of them.

PS; Beware of New Midlands Media as well. This is a spin off of JPC and indulges in the same shoddy practices.

They offer cheap last minute advertising in various "out of customer's immediate area" publications. Try to get payment by Credit card, failing which, persistently chase o/s amounts without providing an invoice or proof of advert or voucher copy as might be normal. They came to our notice because after a time they gave up chasing a payment, which a legitimate business with signed order would never do. We are in the East Midlands and have been offered, at various times, spots in "Northern Business", "Teesside & North Yorkshire Focus", "Cheshire Gazette" - all are claimed to have circulations in excess of 40,000. Initial contact is made having seen an advert in another magazine, offering a copy for a fraction of the price. Neither JPC or the publications named have a web site, or when they claim to do so, they claim that they are "under construction" or have a "server problem"

I think they must look at your advert in another publication, that then gives them a fair idea how much your advert cost there, and hence your usual advert-spend. They can then tailor the blag to your pocket so when they offer you what seems like a brilliant deal for an expensive advert which, oh look, seems to fit your pocket perfectly, you snap it up. Add the pressure of having to get the booking before deadline TODAY and hey presto, you've paid for a duff ad, all within your usual spend. BEWARE of cold-calls. BEWARE of a rep claiming it's his first day to cover up his fumbling ignorance!



BE AHEAD OF YOUR COMPETITORS THIS CHRISTMAS

At Chesters of St Andrews we can offer you and your customers a range of new and exciting products in the lead up to Christmas, ranging from our Award Winning Preserves and Mustards through to our delightfully packaged Churn Tin Sweets.

Why Chesters of St Andrews?

We are a family run company with a solid reputation built on our customer's satisfaction.
We have sourced a comprehensive Scottish range of products that are of the highest quality and exceptional taste.
We will not charge carriage on any order over £200.
We will deliver within 3 - 5 working days.

What We Can Offer

Full Personalisation - do not be limited to your company name just stuck on the front of a jar. We will design a full colour label based on your brief.

We have received many different requests ranging from drawings to photographs or simply a logo.

We can also offer you the opportunity of a bespoke mob cap to compliment your label if one of our standard mob caps is not suitable.*

Scottish Product - Our range of award winning Chutneys, Mustards, Preserves and Biscuits are all handmade in Scotland.

Hampers - we can make up any size of hamper you require. These could include your personalised products or even our Chesters of St Andrews range. You could also compliment these with your own meat or poultry.

Tasting Days - we can offer your company the opportunity of a tasting day where one of our own experts can come to your premises and let your customers sample our products. This is a great way of promoting the product range and educates your customers how to best use the products in new and exciting ways.



Exclusive Meat Federation Promotion

As a member of the Meat Federation we would like to offer you the opportunity of coming on board with Chesters of St Andrews with a **discounted** price on our full range of Marmalades, Preserves, Chutneys and Mustards.

Normal Cost Price	£ 1.71 per jar
Meat Federation Member price ONLY	£ 1.59 per jar!

Call Chesters of St Andrews NOW

email: sales@chestersofstandrews.com tel: 01334 476121 fax: 01334 477330

Craig Hanson (Sales Manager) 07875514334

* Personalised mob caps are only available on orders over £1000 and do incur an extra charge

Trade Fair for Butchers

Or Weekend in Germany?



**SÜFFA 2006 –
the leading ideas
trade fair for the
butchers' trade**



Held in the heart of Europe, SÜFFA is the leading trade fair for the butchers' trade in terms of innovations and new business ideas. Its main strength is its focus on small and medium sized businesses.



Getting there is easy. There are no direct flights from Scotland but hlx.com fly direct from Dublin to Stuttgart and of course its not difficult finding a flight to the Irish capital from Scotland, you might even manage a stopover there on the way home to recover!

If any SFMTA members are interested in going please let the Federation know since our sister organisation the Associate Craft Butchers of Ireland are organising a visit to some shops for their party when they are in Stuttgart and it may be possible to 'piggyback'.

Tesco to become UK's largest non food retailer

Industry analysts Verdict Research have indicated that Tesco is set to become the UK's largest retailer of non-food goods by the end of the year. Tesco will overtake ARG, owner of Argos and Homebase, by the end of 2006 as it sells more than £6bn of non-food goods.

Verdict indicates that the company has expanded into most areas of the retail market, selling clothes, books, electrical goods and seasonal items such as barbecues and garden furniture, and it is expected that some retailers to fold in the face of Tesco's growth.

Sales of non-food goods are currently growing at twice the rate of food products, driven by the increasing incursion of Tesco, Asda and Sainsbury's into the market. By next year, Verdict expects supermarkets to take £1 in every £10 spent on non-food

goods. The ability to offer low prices, a wide choice and a convenient shopping experience has seen supermarkets make ground at the expense of other retailers, in areas such as drugs and entertainment products.

It has also emerged this week that Tesco has registered two companies in the US as a prelude to its £250m expansion there. Tesco is opening its first convenience stores there next year and real estate experts believe it is currently looking for sites in Las Vegas as well as other cities.



BELL BAKERS RE-LAUNCH VAN SALES

Bell Bakers Limited has re-launched its van sales operation with a new improved service. Heading up the operation is Jim Millar who is a Master Butcher with over 30 years van sales experience. Jim will not only manage the day-to-day activities but will be responsible for opening up new business and developing the product range. Three new van runs have been created and whilst other companies are reducing vehicles, Bells are determined to continue the development of this service and hope to increase the fleet in the near future.

Commenting on the new initiative, Jim Millar stated, *"Bells recognise the importance of this market and are committed to developing and supporting local, independent butchers and retailers."* Jim is ably supported by four experienced sales professionals; namely Jim McGuinness, Robert Forrest, Peter Duffy and Darren Whitfield. Bells have also created a Telesales Department and Debbie Bryce is responsible for this activity, calling customers to capture their order and advise on promotional activity and new products.

Bells' own vehicles service the central belt and the rest of Scotland is covered by Dennis Thomson as well as Halls van sales, who carry the full range of Bells products, allowing national distribution to all parts of the country, including the islands.

The product range is comprehensive and well known. Traditional pastry products from the Fill'n'Bake range complement favourites such as doughball, haggis bungs and scotch dumpling. Bells recently installed the latest in high technology pastry equipment in their Dykehead bakery, which can produce two tonnes of puff pastry per hour, ensuring that the factory can cope with the increased sales demand.

You will not find a more friendly, supportive or efficient team, so should you require any more details, please contact Debbie Bryce

on 01501 820222 or Jim Millar on 07831 145089 who will be happy to help.





Livestock Prices

Data collection co-ordinated by MLC Economic Services
on behalf of QMS, price updates available at
www.qmscotland.co.uk



BEEF PRICES	W/E 19/08/06	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	210.4 p/kg	210.1 p/kg	191.6 p/kg
Heifers dwt	211.2 p/kg	210.8 p/kg	192.4 p/kg
Young Bulls dwt	195.4 p/kg	194.3 p/kg	177.0 p/kg

Numbers

Steers	3657	3533	4018
Heifers	1885	1895	1979
Young Bulls	1149	994	1472

BEEF PRICES	W/E 17/08/06	Previous week	Previous year
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Scottish Auctions

Steers lwt	124.11 p/kg	117.65 p/kg	107.57 p/kg
Heifers lwt	125.49 p/kg	123.02 p/kg	109.98 p/kg
Young bulls lwt	108.13 p/kg	111.08 p/kg	95.62 p/kg

Numbers

Steers	323	327	494
Heifers	398	394	573
Young bulls	92	62	114

Deadweight cattle week ending 19th August 2006

All steers p/kg			All heifers p/kg			All Young bulls p/kg		
	3	4L	4H	3	4L	4H	3	4L
-U	215.7	216.5	216.4	215.2	217.1	217.9	205.1	203.3
R	211.4	213.1	213.5	212.5	212.4	213.4	200.1	200.7
O+	207.0	208.2	205.5	217.7	209.3	208.4	192.3	188.8
-O	189.7	192.1	-	182.4	186.8	183.8	179.7	178.4

For Sale

Butchers Shop, Good Location, Excellent Turnover - Tel 08700112210

SHEEP PRICES	W/E 17/08/06	Previous week	Previous year
Scottish Auctions			
New Season SQQ lwt	109.06 p/kg	113.12 p/kg	104.54 p/kg
Ewes lwt	£27.93/head	£30.12/head	£23.63/head
Sheep numbers			
Scottish Auctions			
New Season SQQ	26114	24575	25754
Ewes	2654	2600	2118

SHEEP PRICES	W/E 19/08/06	Previous week	Previous year
GB Abattoirs			
New season SQQ dwt	248.7 p/kg	248.9 p/kg	236.5 p/kg

Deadweight sheep week ending 19 th August p/kg				
		2	3L	3H
	U	258.5	256.9	245.8
	R	253.1	249.9	244.8
	O	246.0	243.1	237.0

PIG PRICES	W/E 19/08/06	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	108.38 p/kg	108.33 p/kg	105.34 p/kg

GB deadweight pigs week ending 19 th August – p/kg					
	Method 1 and 2	Change		Method 1 and 2	Change
	p/kg dwt			p/kg dwt	
Up to 59.9 kg	102.84	-0.95	80.0 – 89.9 kg	107.98	-0.15
60.0 – 69.9 kg	108.97	+0.22	90 kg and over	99.87	-0.64
70.0 – 79.9 kg	108.95	+0.06			

For Sale

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

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

Both vehicles are fully insulated and come completely fibreglass lined.

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

Scottish Retail Prices

Week ended	6 August		13 August		20 August		27 August	
BEEF	Range	Average	Range	Average	Range	Average	Range	Average
	p per kg		p per kg		p per kg		p per kg	
Topside	473-1098	768	473-1098	771	473-1098	796	473-1098	796
Sirloin Steak	1145-2200	1621	1145-2200	1621	1145-2200	1621	1145-2500	1672
Rump Steak	675-1524	1122	675-1524	1122	675-1524	1122	675-1524	1128
Fillet Steak	1750-3217	2405	1750-3217	2405	1750-3217	2405	1750-3217	2417
Diced Stew Stk	399-798	665	399-798	665	399-798	665	399-850	678
Braising Steak	299-1025	731	299-1025	731	349-1025	731	349-1025	731
Premium mince	219-798	565	219-798	565	219-798	565	219-765	556
Standard mince	155-496	338	155-496	338	155-496	338	155-496	338

Week ended	6 August		13 August		20 August		27 August	
LAMB	Range	Average	Range	Average	Range	Average	Range	Average
	p per kg		p per kg		p per kg		p per kg	
Domestic								
Whole leg	595-999	761	595-999	762	595-999	762	595-999	746
Fillet end leg	598-1328	1053	668-1328	1054	598-1328	1053	598-1328	1050
Shoulder (bone-in)	298-982	664	298-982	664	298-982	664	297-799	593
Shoulder (boneless)	298-992	699	298-992	699	298-992	699	298-992	701
Lamb steaks	855-1503	1239	855-1503	1239	855-1503	1239	855-1503	1239
Loin Chops	810-1499	1161	810-1499	1160	810-1499	1160	810-1499	1171
Double Loin Chops	613-1343	978	613-1343	978	613-1343	978	613-1343	978
Cutlet Chops	704-1299	1082	704-1299	1081	704-1299	1081	704-1399	1094
Diced Lamb	584-1029	797	584-1089	797	584-1029	797	584-1029	797
Minced Lamb	398-992	796	392-992	796	392-992	796	392-992	796

Week ended	6 August		13 August		20 August		27 August	
PORK	Range	Average	Range	Average	Range	Average	Range	Average
	p per kg		p per kg		p per kg		p per kg	
Leg (Boneless)	373-799	548	373-799	548	373-799	548	373-799	549
Fillet end leg	402-799	567	402-799	567	402-799	565	402-799	565
Shoulder (Boneless)	227-650	468	227-650	468	227-650	470	227-650	465
Fillet of Pork	599-1098	848	599-1098	848	598-1098	846	598-1098	843
Loin Steaks	525-1012	726	525-1012	728	525-1012	728	525-1012	731
Loin Chops	450-799	595	450-799	595	450-799	595	450-849	599
Diced Pork	400-799	573	400-799	573	400-799	573	400-799	573
Minced Pork	236-799	495	236-799	495	236-799	495	236-799	495
Sausages	199-438	438	199-598	438	199-598	438	199-598	444

For Sale

Chicken Rotisserie, good working order £150

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

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

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

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

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

Corporate Members

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

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

WANTED

***BERKEL FLAT BED
BACON SLICERS
HAND DRIVEN***

NOT GRAVITY FEED

CASH PAID

Tel Mr Hancock
01782 616 799
07766711392
ANYTIME