

# FEDERATION NEWS

## The Newsletter for Scotland's Craft Butchers



SCOTTISH FEDERATION OF MEAT TRADERS

**SEPTEMBER 2012**

### How pink is your meat?

Last year members of the Scottish Federation of Meat Traders raised over £5,000 for Breast Cancer Care's Pink Fridays campaign. The charity say a big thank you to everybody who took part and help raised this very grand figure.

This year we would like to make Pink Fridays bigger and better than ever before and so we are asking you to turn your Friday (or any other day that takes your fancy!) Pink for Breast Cancer Care.

October is Breast Cancer Awareness Month and we are asking you to get in the pink to support the 4,200 people who are diagnosed with breast cancer in Scotland every year. Breast Cancer Care provides emotional and practical support for anyone affected by breast cancer and when cancer and its treatment overshadow everything, we see the person underneath.

A Pink Friday can be anything you want it to be – as long as it's pink and raises money for Breast Cancer Care! This is something that your staff and customers can have a bit of fun with while raising money for a very good cause. If a Friday doesn't work for you, just pick a day that does. By turning one day pink this October you can help us support people affected by breast cancer 365 days a year.

Sign up now to get your free fundraising kit packed with ideas, stickers, posters, balloons and more:

E: [hannah.weddell@breastcancercare.org.uk](mailto:hannah.weddell@breastcancercare.org.uk)

T: 0141 353 8333

With your help, we can make sure that nobody has to go through breast cancer alone.

**SFMTA have a stock of pink aprons with the Craft Butcher logo on the front. These are available on a first come basis, price £8 + VAT each.**

### This month ...

**Featured this month:-  
The Open Plan  
Butchers in Fife**

**Treat or trick,  
Give Me Meat**

**QMS Market Report**

**Handling Flexible  
Working Requests**

**Watco walk through  
café project**

**Retail Price Survey**

**Foodborne illness  
in the UK – the enemy**

[www.sfmta.co.uk](http://www.sfmta.co.uk)

**Tel: 01738 637472**

**Fax: 01738 441059**

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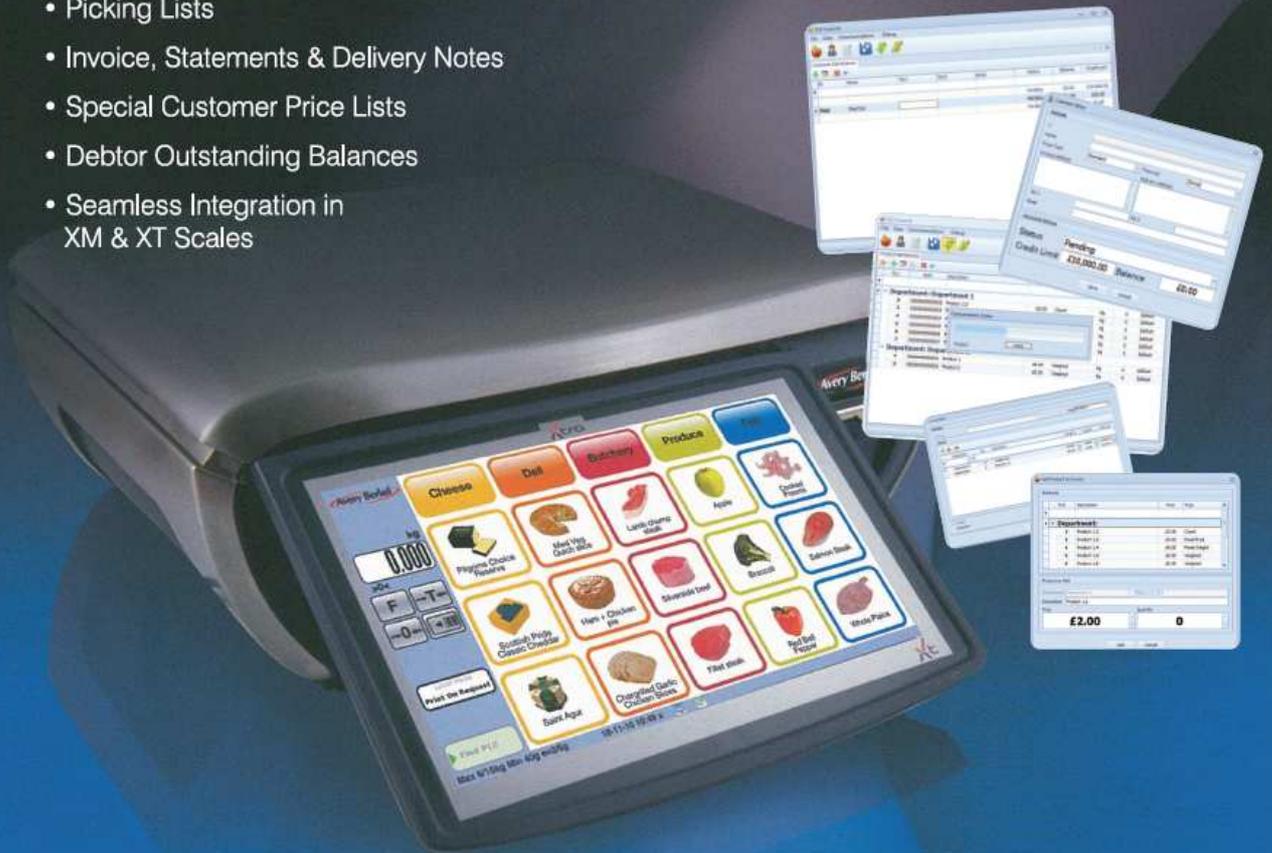


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Refine. Enhance. Perfect.

# Counter Revolution

An Evening Seminar for Creative Butchers

At four locations throughout Scotland

<b>Monday 1<sup>st</sup> October</b>	<b>Swallow Hotel, Bellahouston</b>
<b>Tuesday 2<sup>nd</sup> October</b>	<b>Waterside Hotel, Inverness</b>
<b>Wednesday 3<sup>rd</sup> October</b>	<b>Lovat Hotel, Perth</b>
<b>Thursday 4<sup>th</sup> October</b>	<b>Carfraemill Hotel, Scot Borders</b>

Join your fellow butchers and their staff to take part in the

## **RAPS' Counter Revolution 2012**

**Each evening starts at 7.30pm and finishes at 9.00pm**

You will see an exciting new range of added value ideas for the retail butchery market.

Participate in and enjoy a presentation by

**Viv Harvey, Butchery Development Manager,  
RAPS UK Ltd**

on a variety of topics including new ideas for the Scottish butchery market cover products & presentation

### **Embrace RAPS' wealth of experience**

Meet and interact with like-minded professionals from the Scottish Butchery Sector and

**See exhibits from KRH, McDonnells (Queen St) Ltd.  
and McAusland Crawford**

**We expect these seminars to fill up very quickly so please  
BOOK EARLY! – To book places telephone Bruce on**

**01738 637472**

# SFMTA CORPORATE MEMBERS –

Please support these businesses, they support the Federation.

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Contact: Roger Austin Tel: 029 2048 6262 Fax: 029 2048 1230 Email: [sales@wjpackaging.co.uk](mailto:sales@wjpackaging.co.uk) Web:

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**MARSHALL WILSON** Units 4a,4b & 4c Blochairn Ind Est, 16/24 Siemens Place, Glasgow G21 2BN

Contact: Ian Queen, T: 0141 552 7577, E: [sales@marshall-wilson.co.uk](mailto:sales@marshall-wilson.co.uk) W <http://www.marshallwilson.co.uk/>

**PARAGON PRODUCTS** Hygiene Specialists, Newhailes Ind Estate, Newhailes Road, Musselburgh EH21 6SY

Tel: 0131 653 2222 Fax: 0131 653 2272

**ROBERTSON FINE FOODS** John Robertsons & Sons Hamcurers Ltd , 88 Princes Street , Ardrossan KA22 8DQ

Contact: Barry Robertson Tel: 01294 463936 Fax: 01294 472187

**SCOBIE & JUNOR** 1 Singer Road, Kelvin Industrial Estate, East Kilbride G75 0XS

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[enquiries@walkers-shortbread.co.uk](mailto:enquiries@walkers-shortbread.co.uk) [www.walkersshortbread.com](http://www.walkersshortbread.com)

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Tel: 01307 462142, Fax: 01307 466070 Email: [vehiclebodiesforfar@btconnect.com](mailto:vehiclebodiesforfar@btconnect.com)

## 2012 Sliced Sausage Championship

Sponsored by McAusland Crawford

The judging took place to establish the five regional winners in this championship on Thursday 23<sup>rd</sup> August 2012. The venue was East End Park, Dunfermline and 14 judges, four ladies and ten men chumped their way through the 70 entries. The regional winners will now be mystery shopped and then assessed by a new panel of discerning judges.



*Above: Two of the judges Margaret Scott and Harry Devlin.*

Results will be announced at the SFMTA Regional Meetings, encompassing Counter Attraction (see page 3), during the first week in October.

### **Fife Council – Supply of Fresh Butcher Meat**

Fife Council is inviting tenders for the Supply of Fresh Butcher Meat to Fife Council's School Kitchens, Commercial Kitchens and Residential and Day Care Centres. The contract is being broken into 9 lots and interested parties are invited to apply for one, multiple or all lots. To submit for this tender or to find further information please follow the link below:

[http://www.publiccontractsscotland.gov.uk/Search/Search\\_Switch.aspx?ID=235201](http://www.publiccontractsscotland.gov.uk/Search/Search_Switch.aspx?ID=235201)

For further information or details on how to apply please contact:

Derek Hamilton, Fife Council , Fife House, North Street, Glenrothes KY7 5LT  
+44 8451550000 [derek.hamilton@fife.gov.uk](mailto:derek.hamilton@fife.gov.uk)

The deadline for submission is **Monday 17<sup>th</sup> of September 2012 at 12 noon.**



# Butchers' Fair

Autumn  
7 October 2012



**Sunday 7<sup>th</sup> October - Harrogate**

The *Meat Trades Journal's* Butchers' Fair Autumn will give UK butchers the opportunity to source new products, network, pick up business tips and pit their products against rivals. A wide range of exhibitors – from machinery suppliers to ingredients manufacturers and wholesalers – have already signed up and the event will feature live demonstrations and presentations from industry experts throughout the day.

Actor Shaun Williamson will take centre stage Best known for his role as Barry Evans in *EastEnders*. Williamson will be announcing *Meat Trades Journal's National Pie Competition* winners live at the Fair. The competition which is free to enter and open to all UK butchers is back by popular demand following its success at last year's Autumn event. The competition is a great way for butchers to generate positive PR and showcase their pie making skills across a number of categories. So if you make the perfect pie make sure you enter online today at [www.butchersfair.co.uk](http://www.butchersfair.co.uk).

Williamson will also be announcing the winner of *MTJ Extra's* ultimate sausage competition *Champion of Champions*, which will see award-winning sausages from across the UK compete to take the title of the UK's best banger.

## **Inter Meat – Dusseldorf, Germany**

[www.intermopro.de](http://www.intermopro.de)



*The Triple Trade Show Treat for Food Industry Professionals*  
23 - 25 September 2012  
Düsseldorf Exhibition Centre

**The Latest Ideas for Business – In One Place, At One Time**

With almost 800 international exhibitors the InterMopro, InterCool and InterMeat trade fairs in Düsseldorf will present a world-class opportunity to gather all the relevant information you need in one place and at one time.

Each event will be brimming with new products, new processes and new ideas which will take industry intelligence and market awareness to new levels.

SFMTA has more details of this event if you are interested.



## Shop 2012 – Dublin , Ireland

**25<sup>th</sup> -27<sup>th</sup> September 2012**  
**SimmonsCourt RDS, Dublin**

**All that's new for Ireland's retail, food, drink & hospitality sectors**

There's plenty of exciting innovations on display a **SHOP 2012**, Ireland's number one retail and hospitality event, bringing together the very best in food and drink products, catering equipment, retail systems and much more!

**As a visitor to SHOP 2012, you will...**

**Discover** the very best in food and drink products, catering equipment and retail systems, that you simply won't find showcased and discounted anywhere else.

**SHOP** from a huge range of food and drink products ranging from fresh artisan produce to frozen foods and meats, through to confectionery.

**Meet** and network with hundreds of key suppliers who have the solutions to improve your business.

Plus, for those of you looking to revamp your retail or hospitality environment, **POS systems, catering supplies** and even **interior design services** are on show at SHOP!

**Benefit** from this time and cost-efficient environment by meeting new suppliers and sampling hundreds of new products and services all under one roof, and all for free.

**What can you expect to see at this year's show?**

**Irish Cheese Awards 2012**

**New food & beverage produce**

**Retail business workshop**

**Source new business**

**Associated Craft Butchers of Ireland Awards**

**Retail Forum**

## SFMTA Regional Meetings

Invitations will be issued but advance notice is given of Regional Meetings to be held in September and October. SFMTA members are very welcome to attend wherever suits them.

The meetings in the Northern Isles will be attended by President Billy McFarlane and his wife Margaret. The format will be a two course dinner with discussion around the table.

The main event at the October meetings will be "Counter Revolution" presented by Viv Harvey in conjunction with McAusland Crawford. Colin Hewitson of KRH and John Gallacher of McDonnells will also attend when the awards will be presented for the Sliced Sausage and Trick or Treat Products Evaluations.

DATE	VENUE
Wednesday 5 <sup>th</sup> September	The Foveran Hotel, Orkney
Thursday 6 <sup>th</sup> September	Kveldrso House Hotel, Lerwick
Monday 1 <sup>st</sup> October	Swallow Hotel, Bellahouston
Tuesday 2 <sup>nd</sup> October	Waterside Hotel, Inverness
Wednesday 3 <sup>rd</sup> October	Lovat Hotel, Perth
Thursday 4 <sup>th</sup> October	Carfraemill Hotel, Scottish Borders

## Bluetongue Vaccination Update

As from 24 September 2012 it will be legal in Scotland to vaccinate livestock with a Veterinary Medicines Directorate (VMD) or EU approved inactivated bluetongue vaccine.

This change in policy follows amendments recently made to Council Directive 2000/75/EC by EU Council Bluetongue Directive 2012/5/EU that give Member States the discretion to allow vaccination within a free area. Following those amendments and after discussion with the Scottish Animal Health and Welfare Stakeholder Group the Scottish Government decided to give livestock producers the opportunity to protect the health of their animals by allowing the use of available inactivated vaccine within a bluetongue free area.

Similar legislation came into effect in England on 24 August 2012 and in Wales soon. However, voluntary vaccination will not be allowed in either Northern Ireland or the Republic of Ireland. However, trade of vaccinated animals to any part of Ireland will not be affected as long as any vaccination met European requirements.

BTV-1 & 8 zones are in place in France, Spain and parts of Italy (as at August 2012), but none are in place in northern countries of the European Union.

Commission Regulation 1266/2007 was also amended. This involved changes to the requirements for monitoring, surveillance, the transition process for freedom, and the transit of animals. As a result of those changes to the Regulation the Scottish Government is working with the Commission and other Member States to produce guidance on the criteria for establishment, approval and use of 'vector protected establishments'.



You and your staff are invited to  
**“Know Your Venison”**

**Information & Demonstration Evening**  
In conjunction with the Scottish Venison Partnership.

Alex Hogg of the Scottish Gamekeepers Association will give an illustrated presentation that will explain species of deer, habitat, management and other information that venison customers might seek..

Bruce Brymer, Past President of SFMTA will give a comprehensive demonstration of cutting both red and roe deer.

This will be a first class evening and is open to owners and their staff. There will be a **tasting** at the end so that different species can be compared. For catering purposes we ask that you phone SFMTA on 01738 637472 to reserve your places.

These demonstrations will be held as follows:-

Monday 10<sup>th</sup> September

Carfraemill Hotel, Scottish Borders

Wednesday 12<sup>th</sup> September

Thistle Hotel, Aberdeen Airport

Tea, Coffee and Bar available from 7.00pm  
Demonstration starts at 7.30pm Ends 9.00pm

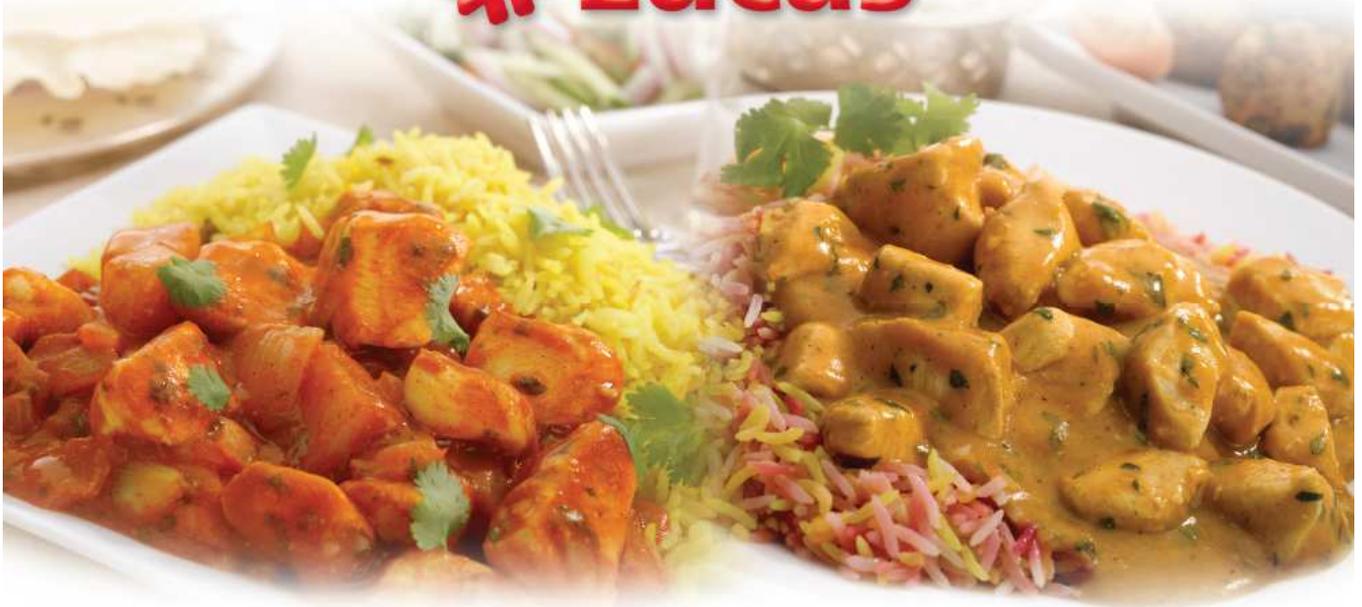


**Scottish Natural Heritage**  
**Dualchas Nàdair na h-Alba**  
All of nature for all of Scotland  
Nàdar air fad airson Alba air fad



**Scottish Venison Day – Tuesday 4<sup>th</sup> September**

“Eat Scottish Venison” posters are available from SFMTA. Tel: 01738 637472



# Curry Some Flavour with Your Customers!

Lucas Madras Curry Sauce Mix and Korma Curry Sauce Mix have been created especially for the retail butcher. Each mix is ready blended and needs only the addition of water and fresh chicken to create a delicious ready meal for your customers to buy and cook at home. The Korma is mild and creamy, whilst the Madras is hot and spicy. If you're a little more adventurous, you can create your own "signature" curry by adding your choice of fresh ingredients.

Look at the profit you could be making with Lucas Korma and Lucas Madras curry sauces!

<b>Korma or Madras Curry</b>		<b>20 x 500g Trays</b>	
<b>Estimated Production Cost</b>	<b>Weight kg</b>	<b>Batch Cost</b>	
Lucas Korma or Madras Mix	1.20	£7.80	
Chicken	4.00	£14.00	
Water	4.80	£0.05	
Trays / Packaging		£3.00	
<b>Total</b>	<b>10.00</b>	<b>£24.85</b>	
<b>Profit Calculator</b>			
Retail Price 20 x 500g Trays	£59.80	£2.99 each	
Production Cost	£24.85		
<b>Gross Margin</b>	<b>£34.95</b>	<b>58.45%</b>	

Note: Profit calculations are examples only and not definitive.

## Special Offer! Buy 2 x 2kg packs and get 1 x 2kg pack FREE!

To claim your **FREE PACK** of Lucas Madras Curry or Korma Curry Sauce Mix, please visit [www.lucas-ingredients.co.uk](http://www.lucas-ingredients.co.uk) and complete the Contact Us form. We will then arrange for your free product to be sent to you.

Terms & conditions: This offer is for 1 x 2kg pack of either Lucas Madras Curry Sauce Mix, or Lucas Korma Curry Sauce Mix when you buy 2 x 2kg packs of the same product. One offer per shop, while stocks last. Offer cannot be used in conjunction with any other offer.

# Handling requests for flexible working - what, by law you should seriously consider?

You must consider any formal application made by someone eligible to do so and not to unreasonably refuse it although you are not obliged to grant it. You need to follow the set process when considering any such application.

In order to be eligible the person must be an employee, have at least 26 weeks continuous service, not have made an application during the last 12 months and be making it for the purpose of caring for a child or adult for whom they have specific caring responsibilities.

Where an application is made to care for a child this would need to be made by the mother, father, adopter, guardian, special guardian, foster parent or private foster carer of, or a person in whose favour a residence order is in force in respect of, the child concerned, or be living together as if husband and wife with, or the spouse or civil partner of, any of those people. They would also need to have, or expect to have, specific responsibility for the upbringing of that child who must be under 17, under 18 if the child is disabled.

Where an application is made to care for an adult the employee must be, or expect to be, caring for a person in need of care who is either their spouse or partner, living at the same address as the employee, or is a relative of the employee. Again the request must be made in order to enable them to care for that person.

The purpose is to enable the employee to meet their caring responsibilities. This is not about preferring to work a shorter week. Look at what the nature of the request is and what it will achieve. Do they need to start later or finish earlier because of the opening times of schools or childcare? Do they need to finish early or not travel on certain days in order to get someone to medical appointments? Do they need to reduce the number of days they work because of the limited availability of other care providers?

Think carefully about what it is the employee wishes to change and consider if this is a request you can accommodate. Are there alternative ways of meeting the employee's needs such as changing roles? Discuss the different options with your employee to see if you can find a solution that meets both your requirements.

*For any further clarification, please call Peninsula's 24 Hour Advice Service on **0844 892 2772**.*

## **For Sale - Free Range Chickens**

If anyone is interested in being supplied with Free Range Chickens from Hopetoun Farm Estate please contact Derek MacKintosh 01506 830716.

## **For Sale / May Lease – Butchers shop in Stirlingshire**

**Established Butchers shop:** Wonderful opportunity for enthusiastic new entrant or business seeking expansion in busy Stirlingshire town. Just 30 minutes commute from Stirling and Glasgow. Contact in first instance - SFMTA Tel: 01738 637472

## **Shop For Lease**

A shop in Glasgow area is available to lease.  
For further details contact SFMTA. Tel: 01738 637472

# QMS Market Report – August 2012

## Cattle Prices and Supplies



In contrast to 2011, throughout July and into August prime cattle prices have exhibited their historical seasonal trend: falling through July before picking up again in August. Having opened July at their record high of 358.3p/kg dwt, Scottish steer prices then slipped back to 353.6p/kg at the end of July before rising to 356.3p/kg dwt in the week ending 11 August.

By contrast, auction prices have shown more stability. The average price paid to acquire prime cattle at Scottish auctions has fluctuated in a narrow band around the 200p/kg mark since the beginning of June.

According to the latest UK slaughter statistics, throughputs of prime cattle tightened further in June. Numbers were down 11.5% year-on-year, an even greater contraction than in the first half of the year (H1), during which volumes were 8.5% lower than a year earlier. However, within the figures the divergence between the volumes of steers and heifers being slaughtered remained. While the June steer kill fell 7% on the year, the heifer kill was down by 15%. This may be an indication that producers are retaining more heifers for future breeding with the likely explanation being that strong steady prices have encouraged producers to expand their operation.

In Scotland, the supply of prime cattle to abattoirs was down by 10% in June, matching the cumulative deficit for the whole of H1. Like in the UK as a whole, the data for Scotland also suggests that a herd rebuilding phase is underway. While 3% fewer steers were killed in June 2012 than a year earlier, the supply of heifers to Scottish abattoirs was down 15.5%, following a 13% decrease in the previous month.

UK level data for mature stock supports the implication that the herd is stabilising or even that farmers are beginning to expand their breeding herds. In June, the cow kill was down by 13% year-on-year, and over H1, numbers were down by 7%. In Scotland, the first signs of a similar process became apparent in June as monthly volumes of mature cows and bulls slaughtered were down 3% on the year, having run ahead in prior months. This, coupled with the reduced heifer kill, suggests that producers are replacing cows, and hence, the Scottish breeding herd may also begin to show some signs of stability.

Though supplies of prime cattle to Irish export abattoirs continued to remain tight through July, slaughterings were down 11% year-on-year compared with 17% lower in the year-to-date. It may well be that the increased numbers of cattle under one year of age at the time of the December census are now starting to arrive on the market.

The latest data available from market research firm, Kantar, indicates that beef consumption declined by 3% year-on-year in the 12 weeks to July 8. However, it took a 7% greater outlay in cash terms for consumers to acquire this smaller volume. A long period of poor weather pushed burger sales down 13.5% on the year.

## Iain Macdonald and Stuart Ashworth – August 2012

## **Sheep Prices and Supplies**

After falling at the end of June, lamb prices rose steadily for four weeks. They then slipped back into August, and traded at their lowest in nine months, before picking up once again. Auction and deadweight prices have been trading at a slight year-on-year premium since mid-July.

One factor that has been placing some downwards pressure on prices, namely quality, has now become less of a factor. Since the start of the 2012/13 season 70% of lambs have achieved at least an R3L grade compared with 74% in the same period last year. However, over the past six weeks this deficit has halved to an average of 2%.

After surpassing year earlier levels by 5% during May, lamb throughputs at UK abattoirs in June were down 7% year-on-year. However, when heavier carcass weights are taken into consideration, UK lamb production volumes were nearly 3% higher in the first two months of the 2012/13 season than in the corresponding period of the 2011/12 season, and up by 0.6% in H1.

In Scotland, abattoir throughputs were up 16% year-on-year for a second month in June. Though throughputs were slightly behind 2011 levels during H1, heavier carcass weights and the considerable recent expansion in production pushed the volume of lamb produced by Scottish abattoirs up 2% year-on-year.

The most recent Kantar data indicates that the downwards trend that had been present in lamb sales for around eighteen months has now reversed. Purchased volumes jumped by 27% in the four weeks to July 8 when compared with the same period last year. With expenditure on lamb rising to a lesser extent (14%), there is the strong implication that falling retail prices and discounting have driven consumption. Of the individual cuts, the greatest gains in consumption were made by roasting joints, while mince was the only category to show a decline.

## **Pigs Prices and Supplies**

Farmgate pig prices edged forward for most of July and peaked at 150.6p/kg in the week to 21 July. They then eased back for two weeks, in line with their seasonal trend, before rising marginally in the second week of August. Compared to last year, the DAPP is now slightly higher; though it traded at a discount from May to August.

UK prime pig slaughterings growth slowed substantially during June as just 0.2% more prime pigs were killed than a year earlier. However, heavier carcass weights and an increased sow kill helped raise overall pigmeat production by nearly 2%. During the first half of the year, throughputs rose 3% and total production volumes were up by 3.5% when compared with H1 2011. This may help explain why market prices have struggled to reach last year's levels.

In Scotland, June throughputs were 7.5% higher than a year before and H1 figures were up by 7%. The addition of a processing plant last September has made a significant contribution to this increase.

Kantar data shows that consumption of pork in the UK declined by 2% in the three months to July 8. Similar to beef, consumption volumes have decreased primarily due to higher retail prices (+4%) as spending on pork in cash terms has risen. Volume figures in the four weeks to July 8 were even weaker with consumption down 7%. Sausage sales were 2% lower as the negative effect of bad weather on barbecue products offset their strong appeal amid difficult economic conditions.

# Copas Turkeys wins three Gold Stars at Great Taste Awards

It is with great pleasure that Copas Traditional Turkeys can announce that they have been awarded a 3 Gold Star rating at the Great Taste Awards for their Traditional White Turkeys.



Organised by The Guild of Fine Food, the Great Taste Awards (GTAs) are one of the national benchmark food awards, employing the country's most rigorous judging system and ensuring the fairest, most accurate and most trusted results.

Of the 8807 entries, only 123 products - including Copas Traditional Turkeys - received three Gold Star award status, and as such are now in the running for next month's 'Golden Fork' Awards in London and the naming of the Great Taste Supreme Champion.

The Copas Traditional Turkeys team, based in Cookham, Berkshire, are delighted that their Turkeys have been placed among the country's most highly rated food produce. Ed Hurford, General Manager, says of their success:-

"This Great Taste Award for 3 Gold Stars is a wonderful accolade to achieve and we are delighted to be in such prestigious company with the other 122 winners. Our customers know that our Traditional Turkeys are the best in market, and this Great Taste Award award confirms that adhering to exacting standards in welfare and production proves its worth in the end taste'.

For more information, please contact Astrid Lewis or Emma Fox at Copas Traditional Turkeys on 01628 499 980.

- The Copas Family have been producing luxury Christmas Turkeys since 1957 in Cookham, Berkshire.
- Centuries-old methods are blended with state-of-the-art on-farm facilities, resulting in a superior eating quality without compromising customer assurance or traceability.
- High welfare standards are maintained & turkeys are raised on a natural cereal diet, rich in oats.
- Traditional breeds are raised to full adult maturity allowing a lovely natural fat layer to develop under the skin - no need for basting!
- Turkeys are dry-plucked by hand & game-hung for two weeks to enable the rich, traditional flavour to develop fully & to tenderise the meat
- Each turkey comes in its own carry-home box, complete with a sprig of rosemary, vac-packed giblets, cooking instructions & pop-up cooking timer
- For details on all our awards and further information regarding Copas Turkeys and Very Very Special Accompaniments, visit the [www.copasturkeys.co.uk](http://www.copasturkeys.co.uk) and follow us on Facebook and Twitter

## **COPAS TRADITIONAL TURKEYS LTD**

Kings Coppice Farm, Grubwood Lane, Cookham,  
Maidenhead, Berkshire, SL6 9UB

DDI: 01628 499978 T: 01628 499985 F:01628 474679.

## Trained to be a major asset

Stuart Farquhar has worked at DG Lindsay's in Perth since 2006 and has recently completed his Level 3 Modern Apprenticeship in Specialist Meat and Poultry Skills. Stuart was presented with his qualification and a Federation Diploma from the Scottish Federation of Meat Traders earlier this year by his assessor Gordon King of Scottish Meat Training.



Gordon outlined what this entailed:- "The Scottish Modern Apprenticeship is made up of a number of individual units, tailored to the job role. This is in-house training using a Scottish Vocational Qualification (SVQ) programme that boosts staff development by providing a structure for the vocational training of employees.

"The qualification is funded through Skills Development Scotland but both the employer and the employee time is required to come through the programme successfully. Much credit should be paid to Lindsays and to Stuart for the considerable commitment they have both made to reach this achievement."



In a strange twist of fate Stuart's father Donald was Gordon King's Business Studies teacher at Auchterarder High School. The Level 3 is a very well respected SVQ qualification, which proves that the standards of work expected in the industry have been met. Gordon added that Stuart exceeded those standards and he was delighted by how well 23 year old Stuart applied himself to his Level 3:-



"The quality of Stuart's evidence was exceptional and projects included a customer service survey. That survey revealed Lindsays' customers wanted to buy more poultry products and that was followed through with Stuart devising both them and suitable displays. I feel that Stuart is a major asset to Lindsays and has a bright future ahead of him in the industry."

# Trick or Treat Evaluation

sponsored by McDonnells (Queen Street) Ltd

There was a good response for meat products for the recent evaluation. The evaluation was set up to stimulate products for Halloween and Bonfire Night. The idea was to find a meat product for each event that could be promoted nationwide through craft butchers shops. We had some novel ideas ranging from Witches' Cauldron Casseroles to Stuffed Pumpkins made out of chicken breast.

In the Trick or Treat evaluation there were 34 entries with awards being:-

1 Diamond, 5 Gold and 11 Silver

Bonfire Night attracted 49 entries and the breakdown of award winners was:-

1 Diamond, 6 Gold, 14 Silver

The Diamond products will now be photographed and worked up into posters with a 'Trick or Treat, Give Me Meat' theme that members can use to promote the products and generate extra sales. A big thank you to all the members who submitted their ideas and thanks to McDonnells for the sponsorship that allowed this to be a free to enter evaluation.



Photographs of all the entries received are on the SFMTA Web Album at <https://picasaweb.google.com/SFMTA3/2012TRICKORTREATEVALUATION#>



## Trick or Treat, Give Me Meat

SFMTA has discovered a whole website that promotes this very welcome theme. We will use the tag in our own posters and we would like to draw attention to what is on offer at this CafePress website.



The site is American and although not cheap, the range of products is extensive and would allow you to really stand out this Halloween. The range includes T-shirts, butchers aprons, mugs, bags, bibs, babygrows, baseball jerseys, sweatshirts, meat caps, trucker caps, boxers, thongs, golf shirts, maternity t-shirts, pillows, fridge magnets, teddy bears, stickers, posters, hoodies and more.

Although it is only September, we suggest that you order these in early and make the most of the Halloween season which does appear to start earlier every year.



<http://www.cafepress.com/rworldorder/3618069>

## Next Scotch Butchers Club Campaign – Make More with Mince

QMS will launch the next Scotch Butchers Club promotional kit **w/c 3<sup>rd</sup> September 2012** with a cooking with mince theme.

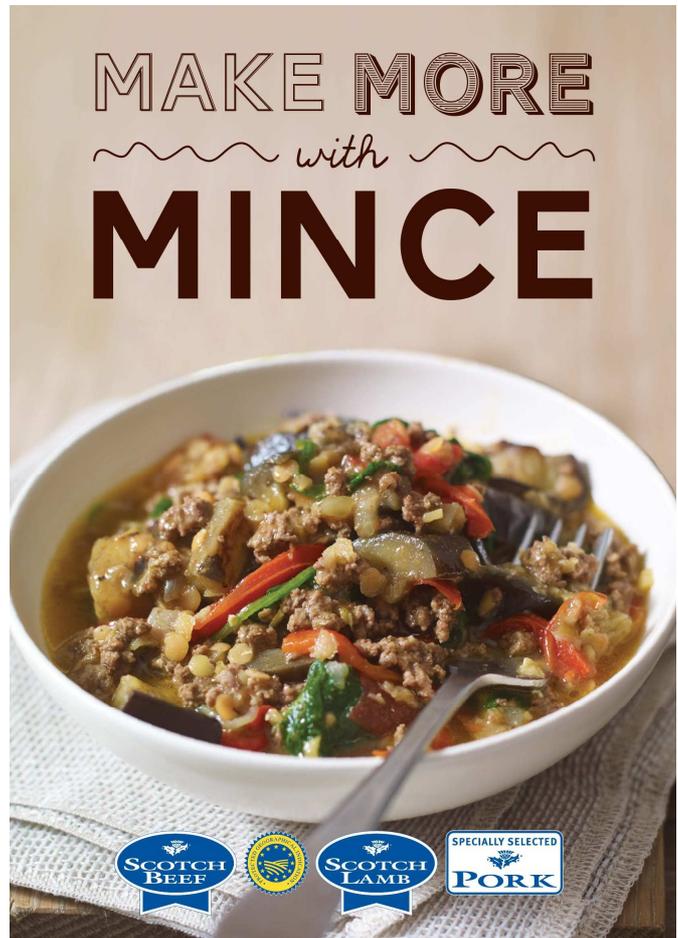
The cross-species campaign will be **distributed to all members of the Scotch Butchers Club across the UK** and work to encourage sales of Scotch Beef, Scotch Lamb and Specially Selected Pork mince.

The campaign will communicate the versatility and possibilities of cooking with mince to the consumer as a way of helping them to manage their weekly shopping budget whilst still purchasing quality products and enjoying diverse meals – something which is increasingly important to consumers during the current climate.

The promotional kit will be titled “Make More with Mince” and include an inspirational recipe booklet and A2 feature poster.

Please note that the promotional kit is only available to current members of the Scotch Butchers Club.

If you need any further information, please don't hesitate to get in touch.  
Jack Broussine, Marketing Executive, Quality Meat Scotland  
Direct Dial: 0131 472 4042



## Use of Posters and Leaflets – a view

A recently featured member described how they use point of sale material which arrives from both SFMTA and the Scotch Butchers Club. “We couldn't do without recipe leaflets, we use them all the time. The two that we use the most for point of reference are the steak and roast cooking guidance. We have people come in here who have never roasted a joint and they don't know what to do or where to start. You can drop the leaflet in their bag and if they follow that they can't go wrong.

“Use the recipe leaflets and other point of sale material sparingly though. You don't want it to look tacky but keep it to a minimum so that it looks clean. It gives it a freshness and it also means if you don't have it too cluttered customers will pick out exactly what they want, rather than just picking up pieces of paper that you then find out on the street because they don't really want it.”

# Foodborne illness in the UK

Extract from FSA Annual Report of the Chief Scientist 2011/12

Food safety is our top priority and the reduction of foodborne disease is a key objective to help protect consumers.

Contamination of foods with microorganisms or their toxins can occur via a variety of means and at different points in the food chain for example:

- production of raw foods such as meat, eggs, fish and shellfish, fruits and vegetables pre or post harvest or during processing
- the improper handling, storing, transporting or preparation of foodstuffs
- cross contamination from raw to ready-to-eat foods in the kitchen

Food chain analysis showed that the pathogens whose reduction and control offer the greatest potential for public health gains are:

- campylobacter, which causes most cases of food poisoning
- *Listeria monocytogenes* (*L. monocytogenes*), which leads to the most food poisoning deaths
- viruses, responsible for an increasing number of cases

The FSA Foodborne Disease strategy is based on a farm-to-fork approach, with the aim of reducing contamination of foods during production and processing, and of promoting good food hygiene practice in the kitchen, both commercially and in the home. Other important pathogens, such as *E. coli* O157 and salmonella are being addressed through other streams of work.

## Burden of foodborne disease

Our best estimate suggests that there are around a million cases of foodborne illness in the UK each year, resulting in 20,000 hospital admissions and 500 deaths. Campylobacter and norovirus are considered the most common cause of cases of foodborne illness among the five main pathogens we monitor (campylobacter, *L. monocytogenes*, norovirus, *E. coli* O157 and salmonella).

Of the five main pathogens, campylobacter causes most of the cases (52%) of foodborne illness in England and Wales, and the highest proportion of hospitalisation (90%), although *L. monocytogenes* accounts for the highest proportion (32%) of deaths. Together these two bacterial foodborne pathogens impose the greatest disease burden and thus their control could offer the greatest public health benefits.

## School Calendar Competition

Primary school children are invited to take part in this year's Food Standards Agency in Scotland calendar competition. The top 12 posters promoting key messages in food safety, healthy eating or allergies, will be used for the FSA in Scotland's 2013 calendar. Entries close on 12<sup>th</sup> October.

The competition is an annual event, and last year there were almost 4,000 entries. In addition to having their winning posters used in the calendar, the schools and pupils sending in the top 12 entries will receive cash prizes to be spent on approved items. The competition entry form and a flyer with further information, including criteria, are at <http://www.food.gov.uk/scotland/news-updates/news/2012/aug/calendar>

For more information please contact Fiona Bruce on 01224 285170

# Foodborne illness in the UK – the enemy

## **Campylobacter**

Campylobacter continues to be the most commonly reported bacterial cause of infectious intestinal disease in the UK and is the leading cause of bacterial food poisoning. The majority of campylobacter infections are caused by *Campylobacter jejuni* (approximately 93%) with the remainder caused by *Campylobacter coli* and other, minor species.

Campylobacteriosis is characterised by severe diarrhoea and abdominal pain. There are many risk factors for campylobacter, but research has shown that between 60 and 80% of clinical infections may be attributed to chicken. The majority of cases are sporadic (i.e. isolated) and whilst historically outbreaks were regarded as rare they have increased in recent years.

There was a decrease in the number of laboratory-confirmed cases of campylobacter in the UK between 2000 and 2004; however, there has been an increasing trend in the UK since then. There were 71,944 laboratory-confirmed cases of campylobacter in 2011 compared with 70,323 in 2010.

In the main it remains unclear whether the upward trend in campylobacter cases since 2004 has been due to an increase in infection, increased reporting, or a combination of these two factors.

FSA is committed to informing the public about food safety risks, so they are able to make informed decisions. In December 2011, they reminded consumers and food businesses that poultry livers carry a high risk of campylobacter. The bacteria can be present throughout the liver, and may remain a source of infection if they are not cooked sufficiently. Their advice emphasised the need to cook chicken livers thoroughly when making pâté, to reduce the risk of food poisoning. This advice followed a Health Protection Agency (HPA) investigation that revealed 90% of campylobacter outbreaks at catering venues were linked to undercooked chicken liver pâté.

## **Listeria monocytogenes**

*Listeria monocytogenes* is an unusual bacterium, capable of growing at low temperatures, including refrigeration temperatures of below 5°C. It is, however, killed by cooking food thoroughly and by pasteurisation. The bacterium, which may be found in chilled ready-to-eat foods, such as soft mould-ripened cheese, soft blue-veined cheese and pâté, can cause a rare but potentially life-threatening disease called listeriosis. Healthy adults are likely to experience only mild infection, causing flu-like symptoms or gastroenteritis. However, listeriosis can occasionally lead to severe blood poisoning (septicaemia) or meningitis. Those with reduced immunity, such as pregnant women, people aged 60 years and over, and people with specific underlying medical conditions and/or undergoing certain drug treatments, are at increased risk.

Although the number of cases each year is low compared with other foodborne pathogens, the number of those cases that require hospital treatment is relatively high and it is estimated that around a third of all cases result in death.

There has been a decline in the number of UK laboratory-confirmed cases of *L. monocytogenes* from 176 in 2010 to 164 in 2011, although the number of laboratory-confirmed cases remains elevated above those observed in 2000.

## **Norovirus**

Norovirus is the most common cause of infectious intestinal disease in the UK. It is highly infectious, with symptoms characterised by vomiting, diarrhoea, headaches, nausea, abdominal pains and occasionally low-grade fever. Although the illness is generally unpleasant, people usually recover fully within two to three days and there are no known long term effects that result from being infected. Many cases of norovirus are not related to a foodborne source.

## **Salmonella**

Salmonella are bacteria that cause food poisoning, typhoid fever and paratyphoid fever. More than 2,500 different types of salmonella have been identified. Anyone can get salmonellosis, but young children, the elderly and people whose immune systems' ability to fight infectious disease is compromised, or entirely absent, have a greater risk of becoming severely ill.

Symptoms include watery diarrhoea, stomach cramps and sometimes vomiting and fever. These symptoms usually last for four to seven days and clear up without treatment. Transmission can occur by eating contaminated food, mainly of animal origin (meat, eggs, and dairy products) but also from fruit and vegetables, or by faecal contamination from an infected person or animal.

The number of laboratory-confirmed cases of salmonellosis across the UK in 2011 was 9,278, compared with 10,265 cases in 2010 and 16,606 cases in 2000.

There has been an ongoing downward trend in the number of human cases of salmonellosis since the implementation of a vaccination programme for chickens in the late 1990's and continued improvements to egg and poultry hygiene.

## **Escherichia coli (E. coli)**

*E. coli* are bacteria which live in the digestive tract of humans and animals. Most *E. coli* are harmless and do not cause serious illness. However several *E. coli* strains are pathogenic and can cause disease of the gastrointestinal, urinary or central nervous system. The most harmful group is called Verocytotoxin-producing *E. coli* (VTEC) of which the most common strain found in the UK is *E. coli* O157. *E. coli* O157 can cause mild to severe illness characterised by abdominal cramps, vomiting and bloody diarrhoea. It can also lead to the serious conditions haemolytic uraemic syndrome and thrombotic thrombocytopenic purpura. These conditions affect the blood, kidneys and in severe cases the central nervous system and can even lead to death.

Humans can become infected with *E. coli* O157 through environmental exposure to animal faeces, the consumption of water from a contaminated supply, or contaminated foodstuffs. *E. coli* related foodborne illness has been associated with undercooked burgers, contaminated produce (including sprouted seeds) and cross-contamination between raw meat and ready-to-eat foods.

There were 1,471 laboratory-confirmed cases of *E. coli* O157 reported in 2011 compared to 1,072 cases reported in 2010. This increase is primarily believed to be as a result of one significant outbreak.

Information sourced from the Food Standards Agency

## **For Sale - 4ft Multideck**

with 4 shelves and base. 5yrs old recently service, runs perfect very clean and tidy cost £1900 sell for £400 on0. Available September:  
Contact Andrew on 01592 868777 or 01592 891364

# Fraser's Aviemore

Fraser Mackinnon  
13 Milton Park, Aviemore PH22 1RR  
01479 810572  
fraser@frasersbutchers.co.uk

Following the closure of my Butchers Shop in Aviemore recently, I have the following items for sale.

All equipment is of high quality, and can be viewed before sale. This is a perfect opportunity for someone to get a real bargain on High Quality goods. Please contact me for any information. I have included prices that I paid for the items.

There is no outstanding credit or finance on any of the equipment. I have receipts for everything, which can be viewed before purchase

The shop equipment is virtually all less than 4 years old, is in very good condition and is presently in storage.

Please make an offer for anything you may be interested in (or for everything) everything must go! Thanks for looking  
Fraser

## Display Counters

Bailey & Smith counters (Details below) cost £59,000      3 ½ years old  
Ambient matching 2 m counters, cost £10,000  
Bailey & Smith hanging shelves to follow the run of the counters and window bay cost £2,800

## Display Cabinets

5 beach effect condiment display cases with down lighters made by special commission for us and cost £1500 each also 3.5 years old.

## Walk-in Chills

1 x 10ft x 7ft walk-in chill with hanging rails and display window + shelving 3 ½ years old cost £10,000  
This has a double glazed window for displaying hanging beef.  
1 x 6ft x 6ft walk-in chill approximately 10 years old cost £6,600 (new condenser fitted in November)

## Air-Conditioning Units

Low temperature air con unit approximately 2.5 years old with very little use cost £7500  
This is far superior to normal air-con units which will only bring the temperature down to 17 deg  
This unit brings the temperature down to 4-6 deg.  
All have remote motors to reduce any heat in the shop!

## Lighting

Baro lighting to fit the layout cost £11,500  
Almost full set of replacement bulbs cost £1800

## Fully Fitted Industrial Kitchen

Rational gas 10 grid self-cook-centre cost second hand £7,000  
Blue-seal 6 ring hob cost £1200  
Assorted tables cookery ware seen in photos walk in chill 4ftx6ft new condenser  
double sinks cost £700  
hot water boiler cost £600  
Hood and interlock system for the ovens cost £2,500

## Miscellaneous

5ft Butchers manikin cost £450 slight damage to elbow (blew over the day before I closed!)

## Ideal butcher/ catering/retail premises for sale/rent

51 Tower Street, Selkirk TD7 4LR

Front shop extends to approx 21m sq Back shop extends to approx 49m sq

Basement storage approx 32m sq

The premises have electric power and gas:

- Instantaneous hot water heater
- Hot water cylinder with immersion heater
- Gas cooker comprising 6 rings with oven
- Fan assisted electric oven
- Walk-in fridge and freezer
- Various workbenches and trays
- Toilet and Cloakroom compartment

All tiled throughout and fully compliant with EHO standards.

Sale: Market Value £45,000

Rent: £150 per week.

Please contact the numbers below for viewing and further information:

**John Nairn**

**Home: 01750 21733**

**Mobile: 07807309302**



## “DALESMAN SCORES A DOUBLE”

The recent 2012 Scottish Beef Sausage Championship kindly sponsored by Lucas Ingredients was won by G Mogerley & Sons of Dumfries using Dalesman Beef Seasoning as did the runner-up J C Douglas of St Boswells in the Scottish Borders who was the Scottish Beef Sausage Champion in 2010 using the same Seasoning having won the Scottish Pork Sausage Championship in 2009 again using a Dalesman Seasoning!



Dalesman (Newcastle) Ltd  
Dalesman House, Unit 7  
New York Way  
New York Way Industrial Park  
Newcastle-Upon-Tyne NE27 0QF

**TEL: 0191 259 6363**

[www.thedalesmangroup.co.uk](http://www.thedalesmangroup.co.uk)

[www.dalesmandirect.co.uk](http://www.dalesmandirect.co.uk)



The  
SCOTCH  
Pie Club

*“Say Aye Tae a Pie!”*



[www.scotchpieclub.co.uk](http://www.scotchpieclub.co.uk)

# **THE SCOTCH PIE CLUB**

**14th World  
Scotch Pie  
Championship  
and Product  
Evaluation**

**Entry Forms will  
be issued in the  
October SFMTA  
Newsletter**

**Entries close on  
19th November,  
2012**

**No Entries will be accepted  
after that date.**

**Judging on  
27th November,  
2012**

**Presentation of  
Prizes will be on  
Wednesday 9<sup>th</sup>  
January 2013 at  
Carnegie College,  
Dunfermline.**

## Boost to QMS Health and Education Activity in Schools

A Perthshire-based chef is adding his support to Quality Meat Scotland's programme of health and education activity in Scottish schools.

Steve Craik, from Crieff, will be working with QMS and visiting schools around the country to encourage youngsters to understand the importance of eating a healthy diet and the role played by beef, pork and lamb in good nutrition.

Chef Craik has won many awards for his culinary skills and his career has included working with Gardner Merchant in Glasgow and, for more than a decade at The Famous Grouse Experience, Glenturret Distillery, Crieff, where he was Executive Chef.

Chef Craik's support with Quality Meat Scotland's activities in schools adds weight to the wide range of work the organisation undertakes to encourage children and people of all ages to enjoy a healthy lifestyle and eat well.

This month sees the launch of QMS' Schools Meat Voucher Scheme to help pupils learn to cook quick, tasty and healthy meals.

The scheme, which is again being rolled out Scotland-wide, offers vouchers worth up to £100 to secondary schools to exchange for top quality Scotch Beef, Scotch Lamb and Specially Selected Pork at local retailers.

The scheme was developed by QMS to ensure tight school budgets do not result in schools being unable to afford fresh, red meat products for cookery lessons and pupils leaving school without the skills to cook simple, healthy meals.

Jennifer Robertson, a registered dietitian and QMS Health and Education Co-ordinator said:

"We had a fantastic response from teachers last year when almost 18,000 pupils from across Scotland had the opportunity to benefit from the scheme with 240 secondary schools receiving

vouchers. We hope that this year even more schools will take part."

Home Economics teachers across Scotland should apply for their voucher before 1 December 2012. The vouchers are worth up to £100, depending on the number of pupils on the school roll, and are valid until 1 February 2013. Vouchers can be redeemed at independent retailers and butchers that are members of the Scotch Butchers' Club.

Jennifer Robertson continued: "The feedback from schools has been very positive with one school in North Lanarkshire telling us that they loved being able to give the pupils good quality meat to work with – it was a great treat and an education about quality of food. They said it gave them the opportunity to emphasise the versatility and the value of meat in our diet."

"Lean red meat not only tastes good, but is a great source of protein, b-vitamins, iron and zinc. With more than a third of Scotland's young people lacking in iron, red meat is an essential part of a healthy, balanced diet."

Jim McLaren, QMS Chairman added: "We are extremely proud to see that the Meat Vouchers Scheme is encouraging young people to eat well and to cook nutritious meals.

"The scheme has helped show what fantastic, quality produce is available to all. It's great to hear from teachers that pupils are engaging in lessons and learning new skills for the future."

Home economics teachers can apply for their voucher via the QMS website: [www.qmscotland.co.uk](http://www.qmscotland.co.uk) by clicking on Health and Education.



# Scottish Food Fortnight

Saturday 1<sup>st</sup> September – Sunday 16<sup>th</sup> September

Attention all members: - opportunity to take part in high profile promotion at no cost, just a little effort! **SFMTA has printed special point of sale materials.** This was sent out recently in the postal tube containing the Speciality Burger and Speciality Sausage posters.

Organised and funded by the Scottish Countryside Alliance Educational Trust, SFF, now in its tenth year, has grown to be one of the key events in Scotland's food calendar.

Scottish Food & Drink Fortnight is the annual celebration of Scotland's fantastic produce which takes place every September. Managed by **Scotland Food & Drink** since 2009, the Fortnight is more successful every year with more than 220 events taking place across the country in 2011.

Last year's participants included multiple and smaller retailers such as independent delicatessens and farm shops, food service businesses, food festivals, Farmers' Markets, food groups, visitor attractions and restaurants who celebrated the Fortnight with a range of activities from in-store tastings to special events and menus.

It is very easy to participate within Scottish Food Fortnight.

You could set up your own event with tastings etc ideas are listed below and for extra publicity make sure that you register your event on the SFF website : -

**[www.scottishfoodanddrinkfortnight.co.uk](http://www.scottishfoodanddrinkfortnight.co.uk)**

Some ideas of what you might do:-

- Create a 'Scottish dish of the day' for every day of Scottish Food & Drink Fortnight. Have the dish cooked and ready to hand out as free samples, encouraging customers to try something new.
- Hold a special cookery demonstration in store for customers on how to cook some of Scotland's best produce.
- Invite your local breakfast or drive-time DJ in store to learn about the product on offer and where it's sourced from.
- Create special offers to encourage people to buy local produce.
- Create a competition for local children to name as many Scottish products as possible available in your shop – the winner receives a free meal at a local restaurant.



Should you need more of SFMTA's Scottish Food Fortnight posters just telephone Bruce on 01738 637472.

Scotweigh introduces...

# A TOUCH OF FLEXIBILITY



## WM-NANO

The World's smallest semi-automatic weighing/  
wrapping/labeling machine.

The WM-Nano is the ideal solution for Butchers with limited space  
needing high performance and consistent wrapping.

Watch the WM-NANO in action at :  
[www.goo.gl/uBy3n](http://www.goo.gl/uBy3n)



Watch the  
WM-NANO here!



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SPECIALISTS IN WEIGHING & LABELLING

AND CONTACT US AT:  
TEL:01324 611311  
EMAIL: SALES@SCOTWEIGH.CO.UK  
WWW.SCOTWEIGH.CO.UK

# Livestock Prices

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

<b>BEEF PRICES</b>	<b>W/E 18/08/12</b>	<b>Previous week</b>	<b>Previous year</b>
<b>Scottish Abattoirs</b>			
Steers dwt	357.3 p/kg	356.3 p/kg	326.4 p/kg
Heifers dwt	354.1 p/kg	354.8 p/kg	323.8 p/kg
Young Bulls dwt	340.9 p/kg	341.1 p/kg	311.8 p/kg
<b>Numbers</b>			
Steers	3624	3163	3925
Heifers	1836	2024	2145
Young Bulls	984	918	728

<b>BEEF PRICES</b>	<b>W/E 15/08/12</b>	<b>Previous week</b>	<b>Previous year</b>
<b>Scottish Auctions</b>			
Steers lwt	199.70 p/kg	201.92 p/kg	188.34 p/kg
Heifers lwt	203.93 p/kg	203.24 p/kg	185.93 p/kg
Young bulls lwt	173.11 p/kg	175.97 p/kg	156.15 p/kg
<b>Numbers</b>			
Steers	150	220	279
Heifers	204	199	286
Young bulls	37	37	54

<b>Deadweight cattle week ending 18<sup>th</sup> August 2012</b>								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	363.0	362.9	363.1	363.2	362.1	362.0	350.6	352.9
R	358.2	360.6	361.5	355.2	357.6	358.3	345.4	347.4
O+	352.6	357.4	354.4	343.7	352.3	354.5	337.6	343.4
-O	363.0	362.9	363.1	363.2	362.1	362.0	350.6	352.9

Deadweight steers rose for a third week in succession and all three categories of prime cattle prices were 9.5% higher than they had been in the same week last year. At Scottish auctions, all three categories moved higher on the week with young bulls jumping to a record high. The considerable increase in young bull prices helped push the overall prime cattle average above 203p/kg for the first time.

## **For Sale – Butchers shop for sale on Isle of Bute**

Opportunity to buy a long established family butchers. Profitable business in town centre location turning over £475,000 pa. Freehold, walk in chill, separate pastry and cooked meat prep areas. Offers in region of £199,000.

Contact: Martin Thurman, RH McIntyre, Gallowgate, Rothesay. Tel: 01700 505962

<b>SHEEP PRICES</b>	<b>W/E 15/08/12</b>	Previous week	Previous year
Scottish Auctions			
New Season SQQ lwt	188.68 p/kg	178.14 p/kg	175.56 p/kg
Ewes lwt	£59.33 /hd	£59.02 /hd	£65.19 /hd
Sheep numbers			
Scottish Auctions			
New Season SQQ	17924	17169	23657
Ewes	3641	4697	5559

<b>SHEEP PRICES</b>	<b>W/E 18/08/12</b>	Previous week	Previous year	
GB Abattoirs				
New season SQQ dwt	421.6 p/kg	403.2 p/kg	397.2 p/kg	
Deadweight sheep week ending <b>18<sup>th</sup> August 2012</b> p/kg				
	U	434.1	433.1	418.4
	R	425.1	423.9	414.1
	O	410.2	410.9	409.7

<b>PIG PRICES</b>	<b>W/E 18/08/12</b>	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	150.47 p/kg	150.43 p/kg	149.17 p/kg

GB deadweight pigs ending <b>18<sup>th</sup> August 2012</b> - p/kg					
	Method 1 and 2	Change		Method 1 and 2	Change
	p/kg dwt			p/kg dwt	
Up to 59.9 kg	137.28	-0.23	80.0 – 89.9 kg	150.50	+0.05
60.0 – 69.9 kg	150.98	+0.08	90 kg and over	141.47	-0.03
70-0 – 79.9 kg	151.74	n/c			

Data collection coordinated by AHDB Meat Services (Economics) on behalf of QMS, price updates available at [www.qmscotland.co.uk](http://www.qmscotland.co.uk)

At GB price reporting abattoirs, lamb prices rose on the previous week despite a large increase in numbers. Compared to a year earlier, prices were up 6% but volumes were down 4.5%. Auction market prices were much less volatile than in recent weeks with prices falling only slightly. Values remained 7.5% more expensive than a year ago. Weekly auction market volumes have stabilised at between 17,000 and 18,000 head since the final week in July, compared with 21-23,000 over the same period last year. Ewe prices slipped back to a 10-month low and were down 10% on the year.

In contrast to their historic seasonal trend, prime pigs picked up fractionally for a second week. There have been reports of producers receiving a small supplement to cover some of their rising feed costs, and this may well have offset the seasonality. The DAPP traded 1% higher on the year.

#### Did you know?

SFMTA can compute your QUID declarations for loose and pre packed labels free of charge. Tel: Bruce on 01738 637472

# Retail Prices for w/e 25/08/12

	SFMTA AVERAGE AUGUST	SFMTA AVERAGE JULY	QMS AVERAGE AUGUST	QMS AVERAGE JULY
<b>SCOTCH BEEF</b>				
Fillet Steak	3539	3539	3385	3526
Sirloin Steak	2479	2471	2571	2598
Rolled Rib Roast	1977	1975		
Popeseye Steak	1613	1595	1573	1588
Topside	1313	1297	1148	1169
Round / Rump Steak	1254	1238		
Diced Stewing Steak	1036	1034	1034	1024
Rolled Brisket	1001	998		
Steak Mince	900	896	811	808
Boiling Beef Bone In	657	651		
<b>DOMESTIC LAMB</b>				
Whole Leg of Lamb	1297	1297	1130	1135
Centre Cut Leg Bone In	1502	1502		
Gigot Lamb Chops	1632	1632		
Lamb Leg Steaks	1757	1757	1793	1797
Chump Lamb Chops	1598	1598		
Double Loin Lamb Chops	1645	1645	1640	1630
Single Loin Lamb Chops	1521	1521	1648	1648
Rolled Shoulder Lamb	1122	1122		
Lamb Shanks	687	687		
Diced Lamb	1344	1344	1318	1331
Minced Lamb	1177	1177	1306	1305
<b>PORK</b>				
Pork Tenderloin (Fillet)	1207	1179	1116	1080
Pork Leg Steaks	970	965		
Double Loin Pork Chops	853	853	746	746
Single Loin Pork Chops	831	831		
Rolled Shoulder of Pork	699	699	733	733
Belly Pork	657	651		
Pork Loin Steaks	998	998	990	990
Diced Pork	793	793	732	732
<b>PRODUCTS</b>				
Beef Link Sausages	730	728		
Pork Link Sausages	728	726	758	758
Speciality Pork Sausages	785	783		
Sliced Beef Sausage	655	650		
Sliced Black Pudding	615	615		
Ball Haggis	732	732		
Scotch Pie	92	92		

Shop before makeover



Shop after makeover



Shop before makeover



Shop after makeover



Design by Maria O'Neill, Innovative Design Concepts  
 FENELONS-Make over existing retail unit –covering exposed cables, holes, old tiles etc.  
 SAMPSONS-using second hand counters –revamping existing glass counter profiles.

Maria O'Neill Design 3 Abbeylands, Arklow, Co. Wicklow Tel: 353 (0)87 2507964  
 Fax: 353 (0)45 878085 Quotes available to SFMTA members

**WANTED**

**BERKEL FLAT BED  
BACON SLICERS  
HAND DRIVEN**

**NOT GRAVITY FEED**

**CASH PAID**

**Tel Mr Hancock  
01782 616 799  
07766711392  
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