

FEDERATION NEWS

The Newsletter for Scotland's Craft Butchers



SCOTTISH
CRAFT BUTCHERS

Something for Everyone at SFMTA Regional Meetings

This August / September the SFMTA Regional meetings will be packed full of interesting content.

The Dalesman Group

Don Wallace will introduce their new "SALTIRE" range of sausage and black pudding mixes and offer cooked samples for comment and discussion.

NOW Pensions

The law on workplace pensions has changed. Every employer with at least one member of staff now has new duties, including enrolling those who are eligible into a workplace pension scheme and contributing towards it. This is called automatic enrolment. Most members will have been advised of their "Staging Date" for Auto Enrolment and SFMTA has found a no cost, no hassle solution that we think you should know more about. Gill McClelland of NOW Pensions will attend the meeting and explain how to make this as painless as possible. *(read more on page 12)*

Traditional and Speciality Pie Awards

The awards for the steak and speciality pie evaluations will also take place with David Mooney of the sponsors Wm Sword attending to do the presentations.

Sausage For Scotland Competition

Sponsored by The Dalesman Group

Samples of the five finalists chosen from the 71 entered at the first round evaluation held in Perth College on 12th August will be served up to the audience for them to vote for the sausage they would like promoted during Sausage Week as a "2015 Sausage For Scotland".

On the menu:-

- Beef, Porridge and Whisky Marmalade Sausage
- Atholl Brose Sausage
- Beef & Smokie Bacon Sausage
- The Chieftains Choice
- Clapshot Pork Sausage

(For a reminder of dates and venues see page 15)

Telephone Bruce to reserve spaces on 01738 637472 or email: bruce@sfmta.co.uk

SEPTEMBER 2015

Featured this month:-

Peelham's points of difference

Young Meat Manager of the Year Awards

Health & Safety
FREE advice
New password

The Big PINK

Seriously on Song Butcher

NOW Auto Enrolment
not to be feared

Bangers and Dash

Social Media Controls

Market and Retail Prices

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Steak Pie Final

Sponsored by the Scotch Butchers Club and William Sword.

Final judged by expert chef, Mark Heirs. Results will be announced week commencing Monday 31st August.

The 2015 Traditional Steak Pie final was held at Monteith Dining Group in Stirling. There, professional chef Mark Heirs selected from six of the best pies from the first stage judging. The first stage judging was held at Perth College on Thursday 12th August and from 78 Traditional Steak Pies there was one Diamond, 11 Gold awards and 37 silver.

Mark was a quarter finalist in the 2008 Masterchef the Professionals. His career has taken him from The Dorchester in London and The Fat Duck, owned by Heston Blumenthal to Nick Nairn's Cook School and One Devonshire Gardens.

His latest ventures are the Highland Curing Co. and No.16 Deli in Bridge of Allan. He gave the finalist a thorough test before deciding on the Scottish Champion.



The result will be announced at the SFMTA Regional meetings in week beginning Monday 31st August. Mark enthused over the steak pie he selected as the stand out winner:-

"First of all it was the quality of the pastry; it was really nice, light, flaky and buttery. It tasted like a home made pastry and the steak was nice even sized pieces, really tender with a consistent gravy.

"I wouldn't say spiced but a nice level of seasoning and the gravy coated the meat but didn't run all over the plate. All in an all a really good steak pie that stood out hands down as a worthy winner."



The Scottish retail sector: a retail route map for carbon reduction and energy efficiency to 2050



When: Tuesday 8 September 2015, 10am – 2pm

Venue: Edinburgh Zoo, 134 Corstorphine Rd, Edinburgh EH12 6TS

The Scottish Government and Resource Efficient Scotland, a programme of Zero Waste Scotland, cordially invite you to help contribute towards the development of the Scottish Retail Sector Carbon Reduction and Energy Efficiency Routemap to 2050. This event represents a key opportunity for delegates to shape the vision and influence the policy landscape for a decarbonised retail sector in Scotland at a time of increasing devolved powers which could be replicated across the UK.

The Scottish Government has set ambitious climate change targets, including a minimum of an 80% reduction in greenhouse gas (GHG) emissions by 2050 and a world leading 42% reduction by 2020. The routemap presents existing and new evidence, analysis and conclusions as a blueprint to inform action on issues such as future energy, retail strategy and policy, decarbonisation and energy efficiency business investments, research and development.

As an energy intensive sector, the Scottish retail industry has been identified as a priority for decarbonisation support in order to realise Scotland's ambitious climate change targets. This workshop provides retailers with the opportunity to contribute to policy that will shape the next 35 years. Energy/senior managers are invited to participate to ensure pathways fully consider the opportunities, enablers and barriers most relevant to your organisation.

The principal focus of the event:

- What are the current energy emissions for the Scottish retail sector and how is energy used?
- How will investment in decarbonisation impact on the Scottish retail sector?
- How might the baseline level of energy and emissions in the sector change over the period to 2050?
- What is the potential to reduce emissions in the sector beyond the baseline over the period to 2050?
- What emissions pathways might the retail sector follow over the period to 2050, under different scenarios?
- What future actions might be required to be taken by industry, government and others to overcome the barriers in order to achieve the pathways in each sector?
- What will be the most likely scenario to 2050 and how will this impact on the retail sector?

Confirm your attendance for this workshop today - contact Samantha Preston on 0161 875 4419 or via email SamanthaGrace.Preston@jacobs.com.



SCOTTISH CRAFT BUTCHERS AWARDS



2015 STEAK PIE & SPECIALITY MEAT PIE EVALUATION

Sponsored by Quality Meat Scotland and William Sword Ltd

Eighty pies were entered in this product evaluation and the results will be announced week commencing Monday 31st August at the SFMTA Regional Meetings. There was one Diamond awards, 19 Gold awards and 27 Silver awards.

Below are pictures of the judging taking place at Perth College.



Sausage For Sausage 2015

The initial entry was reduced to 12 and then five to go forward to the SFMTA Regional meetings. The winner will receive a £500 prize in exchange for the recipe but the winner will also gain national publicity when the winning sausage is announced.

In addition a poster will be made to promote the sausage and then distributed with the winning recipe in October in plenty time for everybody to make and perfect the product.

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To check out all 20 Butchers Classic varieties, visit
www.lucas-ingredients.co.uk or call 0800 138 5837



Food Manufacturing Excellence (FME)

Introducing a new buzz word "Lean Manufacturing"
Tools to improve your business

For more than six months now the assessors at Scottish Meat Training have been working on a new approach called Food Manufacturing Excellence (FME). They have undergone specialist training to be able to assist meat businesses who are interested in improving their workplace methods, making better use of staff and most importantly improving the bottom line.

What is FME?

Food Manufacturing Excellence is a series of common sense tools that can be used in any industry to streamline processes and create cost savings. This can be delivered in **fully funded** qualifications or in bite sized units which offer businesses working in food manufacture the ability to implement a sustainable, continuous improvement programme for the workplace.

They help support skills development in areas recognised as critical to maximising profits, support a sustainable 'lean' implementation programme, leading to long term cultural changes rather than 'one off' activities.

Lean manufacturing, often simply "lean", is a systematic method for the elimination of cost within a manufacturing process, any manufacturing process in any industry. Essentially, lean is centered on making obvious what adds value by reducing everything else.

The opportunity to learn about FME is open to all age groups although it is possibly going to be better suited to those employers and employees who have at least five years experience of working in the industry.

If this is of interest to you – and why would it not? – please contact Claire on 01738 637785 or email claire@meattraining.net

Scotch Pie Club Awards 2016

SFMTA and Scottish Bakers will again be organising the Scotch Pie Awards. Entry forms will be included in both the September and October newsletters. Entries close Friday 23rd October 2015.

SFMTA President in England



President Beaton Lindsay represented SFMTA at the grand opening of John Mettrick's new cutting facility in Glossop that was opened on the Wednesday 19th August. Pictured is Sheila Dillon from the BBC's Radio 4 food programme holding the tape held by Beaton and the local Mayor.

Mettrick's have invested £180,000 in the new facility and John, Immediate Past President of NFMFT said:-

"The cutting room bridges the gap between the slaughterhouse and the shop, and helps us grow as a business by increasing efficiency and removing the need for us to transport the meat to another cutting room. It means we now have the complete supply chain and can offer more to our local farmers by increasing the number of ways we can cut an animal."

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The
Scotch Pie
Awards

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These businesses contribute substantially to the Federation, members are requested to support them since they support you.

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Contact: Liesl Marchand, Marketing Manager Tel: 01908 682740, Direct: 01908 682756, Mobile: 07798 938493

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Contact: Tel: 0141 548 6170, Email sales@failtefoods.com Website: www.failtefoods.com

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Contact: Hamish McCall. Tel: 01555 662281 Email: mailbox@lawrieandsymington.com Website: www.lawrieandsymington.com

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Tel: 0800 011 3246 Email: info@verstegen.co.uk

SFMTA visit to Ireland

Scottish Federation members 22/09/15 – 24/09/15

This trip will take in some of the best and leading butchers shops in the Republic of Ireland. Expressions of interest are invited. You will be asked to book your flights to and from Scotland which are currently available at less than £40 return!

Meet Tuesday 22nd September at Dublin Airport Terminal Two
Flights

08:10 from Edinburgh arrives at 09:15 on Ryanair
08:20 from Edinburgh arrives at 09:30 on Aer Lingus
08:20 from Glasgow arrives at 09:30 on Aer Lingus
08:40 from Glasgow arrives at 09:40 on Ryanair

Minibus leaving Dublin Airport at 10:00
Martin Cowell Tel: 01503 2162, Mob: 0871208561

Day One takes in edge of Dublin shops

10:15 arrive Cosgroves, Santry
10:45 depart
11:15 arrive Buckleys at Deangrange
11:45 depart
12:00 arrive Fenelon's Stillorgan, Stillorgan Shopping Centre,
12:40 arrive Dublin Meat Co, Stillorgan Shopping Centre.
Lunch in the Stillorgan Orchard
Depart 14:00 for Whelan's at Rathcoole
14:30 arrive Avoca, Rathcoole
15:15 depart for Nolans of Kilcullen, Co Kildare
15:45 arrive Nolans
16:30 depart for Abbey Court Hotel, Nenagh, Co Tipperary
17:45 arrive at hotel

Day Two Wednesday 23rd September

08:15 depart hotel
09:00 Garrett's Limerick's Quality Butcher
10:15 depart for Clonmel
11:45 arrive James Whelan, 18 Staunton Row, Clonmel Co. Tipperary
13:00 lunch in Clonmel
14:00 depart for Cork
16:00 arrive in Tom Durcan, Unit 11 English Market, Grand Parade, Cork

Overnight at Jury's Inn, Cork.

Day Three Thursday 24th September

08:30 depart for Bandon
09:00 arrive Bandon
09:15 Martin Carey, South Main Street, Bandon, Co. Cork
10:00 Dan Moloney, South Main Street, Bandon, Co. Cork
11:00 depart for Carrigaline
11:30 arrive O'Cruaiaoi Butchers, Carrigaline.
13:00 depart Carrigaline
13:15 arrive Cork International Airport
14:40 flight Cork to Edinburgh
16:20 arrive Edinburgh Airport

Option to get flight back to Glasgow on Thursday at 10:35
Costs will be share of minibus and two nights B&B. Meals as taken.
SFMTA will book your accommodation which is payable locally.

If you are interested please contact SFMTA on 01738 637472 ASAP.



**LAST CHANCE
ACT NOW!**

Young Meat Manager of the Year Award



A member of staff from renowned North East firm, Davidsons Specialist Butchers, has continued her successful run by recording a finalist's place in a prestigious industry award.

Lisa Finnigan, who manages the company's Inverurie shop, was named as one of three finalists in the Young Manager of the Year category of the recent 2015 Meat Management Industry Awards.

These are seen as setting an established benchmark for recognising excellence throughout the industry and are supported by many major players in the market. No stranger to the awards circuit, Lisa was previously crowned Young Scottish Butcher of the Year in this year's Meat Skills Scotland competition. She has also showcased her skills at important industry events such as Taste of Grampian and the Royal Highland Show.

Lisa originally joined the Davidsons team in the bakery department and quickly completed her in-house and industry-led training before taking charge of the section then setting her sights on a move into the butchery department.

After completing her qualifications in record time and becoming the only female butcher on the team, Lisa took on her current management role at the age of 20. Commenting on her success, Lisa Finnigan said:

"Taking part in these awards is an excellent way of learning more about the industry and the people who drive it. I am very pleased to have reached the finals of these important awards."

Managing director, John Davidson, added: "Since joining the butchery side of the business, Lisa has exceeded all our expectations and shows a real passion and drive for what she does. Her ongoing achievements show just what can be achieved through hard work and dedication."

Established in 2004, Davidsons Specialist Butchers is a multi award-winning family business which offers a wide range of high quality, premium specialist butchery produce both in-store and by mail order. It operates from outlet at Dobbie's, Aberdeen as well its Inverurie headquarters, and employs 26 people across the two locations.

'Bangers and dash' as speedy sausage world record is set by Culloden butcher



Graeme Sharp, QMS Marketing Executive presents Ali Paul with a certificate officially making him the holder of the first Guinness World Record for the making the most sausages in one minute.

Ali Paul from A&I Quality Butchers in Culloden has been officially crowned the first Guinness World Record holder of this unique new record. He successfully filled and linked 36 sausages – made from Specially Selected Pork – in one minute live on the Quality Meat Scotland (QMS) stand at this year's Royal Highland Show. Ali has now been confirmed as the world record holder by Guinness.

It was north against south as Ali went head to head against Nigel Ovens from Mearns T McCaske Butchers, Wemyss Bay to see who would come out on top and take home the sausage title. Ali narrowly beat Nigel who produced 35 sausages, just missing out on the top accolade.

Commenting on his new champion status, Ali said: "After weeks of training, it is amazing to be able to say that I am an official Guinness World Record holder – the hard work has certainly paid off!

"It still hasn't sunk in; it was a very close run so I am absolutely delighted. Every little detail had to be exact, from the length of sausages to the casing and linking. Concentration was the key. We were given a really good casing, the mixture was perfect – everything just went really well.

"Being a butcher isn't just a job for me, it is a way of life. To think that I have helped highlight the importance of Scottish produce to a wider audience is incredible. I would like to thank QMS for inviting me to participate in this challenge – this is a moment I will never forget!"

Graeme Sharp, QMS marketing executive, said: "This year we wanted to bring something different to the Royal Highland Show and one of the main aims of the world record attempt was to raise the profile of the skills and commitment of our butchers who are at the heart of communities around the country.

"Both Ali and Nigel are members of the QMS Scotch Butchers Club which has over 300 members across the UK, who are all quality independent butchers and source their Scotch Beef, Scotch Lamb and Specially Selected Pork from approved suppliers.

Auto enrolment – a little planning can make a big difference

Automatic enrolment, the UK's new workplace pension initiative, is looming large on the horizon for employers all over Scotland.

Designed to get a larger proportion of the population saving for retirement, the policy makes it a legal requirement for all employers to automatically enrol any employee who meets certain criteria into a workplace pension and makes contributions to that pension.

All employers have an automatic enrolment "staging date" based on how many employees were on their largest payroll on 1 April 2012. The staging date is the deadline by which employers need to have a scheme in place and be ready to enrol employees.

An employer's staging date is assigned to their PAYE number and, in general, employers with more employees in their PAYE schemes will have the earliest staging dates and the smallest organisations will have the latest staging dates.

The Pensions Regulator writes to all employers at least 12 months before their staging date but employers can check their staging date by visiting www.thepensionsregulator.gov.uk and inputting their PAYE reference.

For business owners faced with the prospect of tackling auto enrolment, planning well in advance shouldn't be underestimated.

Leaving auto enrolment to the last minute will inevitably result in increased administrative pressure and unnecessary stress. The simple truth is the longer businesses allow themselves to implement the changes, the easier the process will be.

How much do employers have to contribute?

Auto enrolment minimum contributions are as follows:

Date	Employer minimum contribution	Total minimum contribution
Until 30 September 2017	1%	2%
1 October 2017 to 30 September 2018	2%	5%
1 October 2018 onwards	3%	8%

With many business owners unfamiliar with pensions, complying with the complex auto enrolment legislation can feel daunting. To help support employers through the process, the Scottish Federation of Meat Traders has selected workplace pension provider NOW: Pensions as its preferred provider for auto enrolment.

Available to all, NOW: Pensions offers a high quality, low cost workplace pension designed specifically with the auto enrolment market in mind. For more information visit www.nowpensions.com

The bottom line is auto enrolment is a legal obligation and the penalties for non-compliance can be steep. But, tackle it early and there's little to fear.

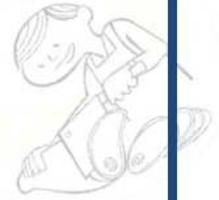
Gill McClelland from NOW Pensions will make a short informative presentations at each of the SFMTA Regional Meetings starting 31st August at Carfraemill. (see dates of others on page 15)

Federation's Health & Safety Support – New Username and password



National Health & Safety Company Ltd

*Is your company compliant with health & safety
legislation?*



Why have health & safety?

As the recognised health & safety advisors to the SFMTA, we can offer a national coverage to members with a massive discount on all our system and training services.

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Seriously on Song

Kevin Quinn wrote in the *Edinburgh Evening News*

Scotland's singing butcher continued to move away from his jokey persona with a sold-out Jazz and Blues Festival performance at the Queen's Hall.

Since being discovered singing backstage at T in the Park in 2011 while providing food for the performers, Iain Hunter, from Pathhead, has been known by that title due to the butcher's shop he owns and runs in Kinross.

However, after his third sell-out performance at the Edinburgh Jazz and Blues Festival at another larger venue, this time the prestigious Queen's Hall, the 48-year-old is set to be taken more seriously in the music world. He said:

"It was a superb night. It really, really was. People had travelled from all over. Word has got out and it was a huge response. I would say it was the best gig so far, definitely. I had worried for weeks and weeks about the show, but it was a great night.



"I hope this shows people that I am a serious musician, not just 'the singing butcher'. I had a great band, a great response, with a great standing ovation at the end which I couldn't have asked for. So I'm delighted.

"I'm on a bit of a downer now. One minute you are standing on stage at the Queen's Hall and the next it's back to reality outside the shop, cleaning the windows! They have already said I will definitely get a gig next year. So that will be my fourth year at the festival, which is good.

"I would just like to say to people that I appreciate the effort of coming and the least I can say is thank you to them. The place was sold out, you can't do much more than that. They were hanging from the rafters, as they say."

As well as performing to such a large crowd, Iain also got the opportunity to sing with some top musicians. He was joined by BBC's arranger Eliot Murray and his big band, plus special guest singer Georgina Jackson from Ronnie Scott's Jazz Club in London.

"She was great, we got on like a house on fire," said Iain. "We did a couple of duets, with only just meeting her that day for rehearsals. We all just went with the flow, it was a great evening.

"They are all top players. Some of the guys are BBC Big Band members so they know their stuff. It was great singing with them. They were a very, very tight band, 14-piece, all together. It took me to a whole new level. I really enjoyed it and I'm just sad it's over."



Range of Factors Influencing Farmgate Price Movements



Recent months have seen considerable swings in farmgate livestock prices and the past few weeks have been a particular rollercoaster ride for the livestock market.

Prime cattle prices climbed strongly between May and late July but have cooled in the past fortnight. Prime sheep prices having fallen steeply during July, have rebounded in the first week of August. Pig prices in contrast have been more stable, but at levels well below those of 12 months ago.

According to Quality Meat Scotland's Head of Economics Services, Stuart Ashworth, there are many factors affecting prices.

"We have seen considerable movements in the prices for cattle and sheep and one starting point – when looking for explanations for this volatility – is the volume of animals reaching abattoirs," said Mr Ashworth.

"In the past couple of weeks the volume of cattle handled by price-reporting abattoirs increased slightly, with the exception of young bulls, and prices have slipped 1.5%. Nevertheless, at current levels, stock availability in Scotland is still around 3% lower than 12 months ago compared to around 9% down in mid-June."

Although better supplied with steers, and despite prices falling slightly in recent weeks, prime cattle prices remain 6 -7% higher than last year.

A similar slide in price has occurred in England and Wales. Meanwhile, trade data suggests that beef imports trailed year-earlier levels during May and, despite struggles in the export market, UK total beef supplies began to tighten, offering support to domestic producer prices.

"What the current beef trade is suggesting, therefore, is that the market is very volume sensitive which in turn suggests that retail demand remains fickle with a small increase in

production quickly cooling prices," observed Mr Ashworth.

"In the short term cattle availability can be greatly influenced by cattle growth rates and the small increase in numbers may reflect the rate at which cattle have grown over the past two months.

"Nevertheless, the wider expectation is that prime cattle supplies will remain below year earlier levels for a further three to four months."

The volatility of the prime lamb market is harder to explain, said Mr Ashworth. Auction market throughputs of SQQ lambs over the past couple of months have been consistently 15 - 18% lower than last year.

"In contrast, GB lamb slaughterings in June were reported to be 3.5% higher reflecting two peculiarities - a longer tail of hogs than normal and a higher number of heavy lambs that fall outside the SQQ by being over 45 kg liveweight," he said.

These two features will, stated Mr Ashworth, have weighed on the overall trade, which has seen prices slide, as will the continued strength of sterling. In the most recent week the number of heavy lambs has diminished slightly, but they still account for more of the total lamb sales in auction markets than at this time last year, and the SQQ average price has risen.

"Despite the many factors affecting market returns that are outside the control of producers, what the current market conditions bring sharply into focus is the importance of producers putting forward livestock to the market that best meet the needs of their buyers. This will help to minimise the impact of the other factors influencing the market."

SFMTA Regional Meetings Reminder

Monday 31 st August	Carfraemill Hotel, Scottish Borders
Tuesday 1 st September	Garfield House Hotel, Stepps
Wednesday 2 nd September	Laichmoray Hotel, Elgin
Thursday 3 rd September	Lovat Hotel, Perth

FOR SALE

WS15 Automatic Weigh Price Wrapping Machine No sensible offer refused. Tel: 07769686985

Report suggests surge in snack food market

According to a new report the UK snack food market grew by 29.7% between 2010 and 2014 with popcorn making headway over other snacks.

The UK is a nation of snackers according to Snack Foods, a new Market Update from market intelligence provider Key Note, which reports that the snack foods market grew by 29.7% between 2010 and 2014. Within the report, the market is divided into three primary sectors: potato crisps, snack nuts, and other savoury snacks.

While the potato crisps is the biggest single category within the market, it is the other savoury snack foods sector that accounts for the largest proportion of the market, at 48% in 2014 — although this is unsurprising, given the vast range of snack products included within the sector, as well as the significant new product developments that have taken place.

Within the other savoury snack foods sector, the category for popcorn has performed well in recent years, with the average Briton munching their way through 5 kilos of popcorn a year, according to leading brand Butterkist. Popcorn's reputation as a more nutritional alternative to potato crisps has led this growth, with the snack being a good source of fibre and antioxidants, as well as containing less fat than traditional crisps. The popcorn category has undergone a period of

premiumisation, which has influenced sales growth, with consumers willing to pay that little extra for luxury, flavour-packed products, such as cocktail-flavoured popcorns including Mojito and Cosmopolitan variants.

Although the snack foods market has faced some negative criticism in recent years — due to such foods often being associated with high salt and saturated fat content — snack food manufacturers have been quick to respond to these criticisms by introducing healthier alternatives, including root vegetable crisps, snacks cooked in sunflower and rapeseed oils, and lentil-based snacks. The market's ability to respond to changing consumer trends, such as the growing demand for healthier snacks, has enabled it to maintain growth.

Over the next 5 years, Key Note predicts that the snack foods market will continue to see year-on-year increases in value. An emphasis on health and the industry's focus on introducing exciting new flavours and textures are expected to lead this future growth, with Key Note forecasting the market to expand by 18.4% between 2015 and 2019.

Health and Safety Law Posters -

Available now direct from Scottish Meat Training

Fulfils employer's obligations to inform employees of their health & safety obligations and rights A3 poster is clearly visible and easy for employees to refer to. Clearly marked sections enable easy reading. Encapsulated plastic construction provides added durability. Embedded hologram provides proof of authenticity -

Limited supply A3 size.
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£12 including postage



Scottish Craft Butcher Materials



SCOTTISH CRAFT BUTCHERS

Exterior Projecting signs are available now at a cost of £105 + VAT. Van Vinyls 30cm x 30cm available now, free of charge. Blue on white or white on clear. Blank SCB template posters available at small cost.

Shop Window Vinyls: you should have received one in the postal tube sent out last month with the Festival of Steak posters. More are available on request. If your windows are smaller we now have 800mm and 400mm wide versions.

Please call Bruce if you would like these (free of charge) Tel: 01738 637472.



Meat Managers Hygiene & HACCP Course 28th October 2015: Perth

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

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

This course is delivered as a one day course (for candidates who have already received basic food hygiene training as a minimum). It is certificated by Meat Training Council.

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

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

Course content outlines:

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

Cost: including certification £200. ILA may be used if eligible

A training pack is provided for each business.

The pack contains:

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

Book now by phoning Claire on
01738 637785

Paper Master copies of blank HACCP template and forms



XT420

13.3"

The new Avery Berkel XT420 is an innovative point of sale solution that combines weighting, trading, printing and payment, all in one system.

Ideal for retailers who not only wish to run their own software, but who want the flexibility to turn the scale into an FPoS device, with a large operator touch screen making product selection quicker and more accurate.

Designed to improve the efficiency of the check-out operation of your store, Avery Berkel's XT420 system can be operated with third party software on Microsoft flagship embedded platform POSReady 7, or alternatively you can use Avery Berkel's own system-scale software running on our Linux operating system.

The greatest advantage XT420 has over any EPoS

system is that you will no longer need five separate hardware units cluttering your counter with interconnected cabling. In fact the XT420 even has a second printer making it possible to print loyalty vouchers, recipes or other 'in-store' promotions at the touch of a button. The XT 420 also has a large 13.3" (338mm) operator colour touch screen display as standard, to optimise the viewing size of the third party applications. The large 10.2" (226mm) customer display has a reduced footprint, and is ideal for counters where space is limited.

The XT420 has all the benefits you have come to expect and trust from the XT range, with a powerful core processor at the heart of the scales system.



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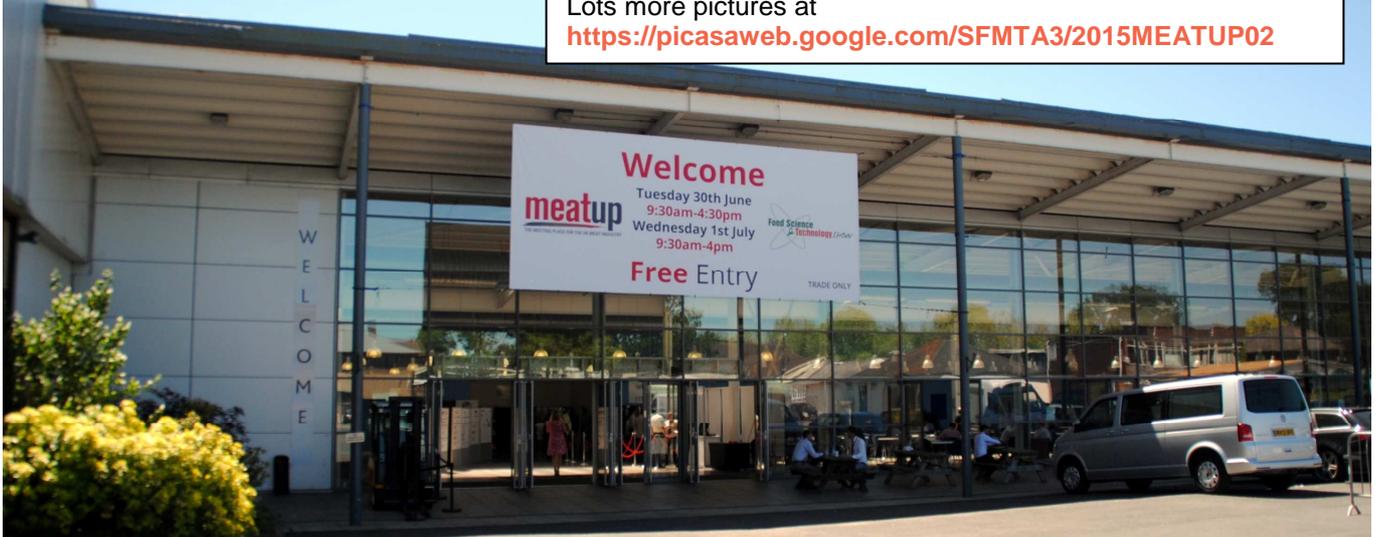
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WEIGHING & FOOD PROCESSING EXPERTISE



Meat Up 2015, Stoneleigh

Lots more pictures at

<https://picasaweb.google.com/SFMTA3/2015MEATUP02>



New burger presses on the McDonnells of Queen Street Stand

Country of origin labelling

In December 2013 the European Commission published regulations on the indication of the country of origin or place of provenance for fresh, chilled and frozen meat of swine, sheep, goats and poultry. As yet there is no guidance on how this will be implemented in Scotland.

Last guidance issued by FSA was in October 2008. FSA Northern Ireland has issued a consultation which states:- Live Pigs, sheep, goats and poultry already have to be identified under existing EU and national legislation. From the point of slaughter, the information about the Member State or third country of rearing and slaughter will need to accompany the carcass/meat through the subsequent stages of production and distribution. FBOs must be able to demonstrate that they can establish the link between the meat and the animal at slaughter, which can be evidenced by records showing their country of origin. Each business will be responsible for the maintenance of their records and will be committing an offence if not properly kept.

SFMTA will inform you when compliance is required in Scotland and what it will look like.

Nutrition declarations

Application of nutrition labelling rules

From 13 December 2016 mandatory nutrition labelling (commonly referred to as 'back of pack' nutrition labelling) will apply to the majority of **prepacked** food.

This comprises energy value plus the amounts of fat, saturates, carbohydrate, sugars, protein and salt.

Scope : **Categories of food covered**

Non-prepacked food covers the following categories:

- Foods offered for sale to the final consumer or mass caterers without prepackaging;
- Foods packed on the sales premises at the consumer's request; and
- Foods prepacked for direct sale.

Content: **Nutrition labelling requirements for non-prepacked food**

There is no requirement for nutrition information to be provided for food sold non-prepacked. But if you provide information voluntarily, it must be in one of the following formats:

- the full "mandatory" nutrition declaration (energy value plus amounts of fat, saturates, carbohydrate, sugars, protein and salt); **or**
- energy value only; **or**
- energy value plus amounts of fat, saturates, sugars and salt (**energy + 4**).

Distance selling: **Application of distance selling rules to nutrition labelling**

When you offer **prepacked** food for sale by means of distance communication, you will have to make available nutrition information before the purchase is concluded and provide this information on "the material supporting the distance selling" (e.g. on a website) or by "other appropriate means" (e.g. by means of a telephone information line), which should be provided at no additional cost to the customer.

Guidance can be found at

https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/207842/2013-06-19_Nutrition_Technical_Guidance.pdf

Nutrition Panel Calculator

Australia New Zealand Food Standards' (FSANZ) Nutrition Panel Calculator (NPC) helps food manufacturers calculate the average nutrient content of their food products and prepare a nutrition information panel.

<http://www.foodstandards.gov.au/industry/npc/Pages/Nutrition-Panel-Calculator-introduction.aspx>

Gross misconduct and social media postings

Ben Doherty of Lindsays writes

One of the areas that we get frequent calls about is the use of social media by employees. Some employees are willing to post derogatory comments about their employer and/or colleagues on Facebook and don't seem to appreciate that their employer will have concerns about this.



There is a growing amount of case law discussing the use of social media by employees with the most recent case being that of *British Waterways Board (t/a Scottish Canals) v David Smith [2015]*. In this case the Court of Appeal considered whether an employment judge had made an error in finding the employee had been unfairly dismissed for posts made on Facebook.

Facts

Mr Smith worked as an operative for Scottish Canals. Mr Smith made derogatory comments about his managers and a comment about drinking whilst he was on standby. The employer's disciplinary policy had a range of sanctions and listed examples of gross misconduct which included serious breaches of policies and procedures. The internet use policy stated internet activities which might embarrass or discredit the employer were not allowed. The employer found that Mr Smith's Facebook posts were in breach of the internet policy as they both embarrassed and discredited the company. In dismissing Mr Smith the employer found that his actions amounted to gross misconduct as he had seriously breached their internet use policy.

Mr Smith raised a claim at the employment tribunal for unfair dismissal.

Law

Section 98(2)(b) of the Employment Rights Act 1996 provides that misconduct is a potential fair reason for dismissal. The Employment Tribunal will consider whether the employer acted reasonably or unreasonably in all the circumstances.

For a dismissal to be fair:

- the employer should conduct a fair investigation which was reasonable in the circumstances
- the employer believed the employee was guilty of the misconduct
- the employer had reasonable grounds for believing the employee was guilty of the misconduct

Decision

The Employment Tribunal (ET) found that Mr Smith had been unfairly dismissed as dismissal was not within the band of reasonable responses which a reasonable employer might have adopted in the circumstances. The employer had failed to give sufficient weight to the mitigation put forward by Mr Smith in coming to its decision and held that no reasonable employer would have done so. His explanation had been that the posts were not accurate and that he had not been drinking whilst on standby.

The Employment Appeal Tribunal (EAT) reversed the ET's finding of unfair dismissal. The EAT held that the ET had substituted its own views for that of the employer as to the weight that should have been given to Mr Smith's mitigation. The facts were that a reasonable investigation and a fair procedure had taken place, the employer had a genuine belief that the employee was guilty of a serious breach of their procedures, the employer had lost confidence in the employee and the ET should have found the dismissal was fair.

Comment

This case shows the importance of having a social media policy in place when it comes to taking disciplinary action and ultimately dismissing an employee. Employers should inform employees of their policy and that any breach may result in disciplinary action. The policy should list the potential sanctions for a breach and should also give examples of unacceptable conduct. A good social media policy should cover postings made inside and outside the workplace.

Social Media Policies are available from SFMTA and are downloadable from the Members Only website.

First Minister Backs Scotch Lamb Campaign

Scotland's First Minister Nicola Sturgeon gave her backing to Quality Meat Scotland's Scotch Lamb PGI campaign on Wednesday 26th August.



Free "Lambassador" kits include a Scotch Lamb apron, a new "Simply Delicious" design Scotch Lamb t-shirt and a copy of QMS's new Guide to Scotch Lamb which features a collection of simple, speedy recipes.

The kits are being given to farmers who are members of QMS's quality assurance scheme on a first come first served basis and can be requested via QMS's Facebook page or by calling QMS on 0131 472 4040 or emailing info@qmscotland.co.uk

During a visit organised by NFU Scotland to South Slipperfield Farm, West Linton, run by the Dykes family, Ms Sturgeon was presented with one of the Scotch Lambassador kits which QMS is offering free of charge to Scottish farming families. QMS has been inundated with requests for the kits from farmers throughout Scotland with the First Minister and Cabinet Secretary for Rural Affairs, Food and the Environment, Richard Lochhead being welcomed as the latest "Lambassador" recruits.

Masterchef Presenter Reunited with Masterchef Winner to Launch Scotch Lamb Campaign

Masterchef presenter Gregg Wallace urged consumers to make the most of the versatility and simplicity of cooking Scotch Lamb PGI.

Speaking on 5th August at the launch of Quality Meat Scotland's campaign to raise the profile of the fantastic taste of locally-produced lamb, Mr Wallace said there was huge scope for many more people to routinely enjoy Scotch Lamb, particularly at this time of year when it is at its most plentiful.

"Lamb had always been my personal favourite and there is real potential for lots more of us to be making the most of this natural, easy-to-cook product which is bursting with flavour and such a great ingredient for a whole range of quick, tasty dishes," said Mr Wallace.



During a visit north of the border, hosted by QMS, Mr Wallace met farmers, butchers and chefs and learned more about what makes Scotch Lamb one of the finest ingredients in Scotland's larder.

During the day he was also reunited with BBC Masterchef: The Professionals winner Jamie Scott who he teamed up with to prepare a selection of simple, speedy dishes including Scotch Lamb Meatballs, Scotch Lamb Tikka Kebabs, and Scotch lamb and Tomato Curry.

QMS is running a high-impact advertising campaign behind Scotch Lamb PGI targeting 3.7 million consumers. The 2015 Scotch Lamb PGI campaign - set to reach over 90% of Scottish adults - is building on last year's very successful campaign which boosted retail sales of lamb in Scotland by 11%.

"This year's campaign is very much building on last year's recipe for success. It was not only those who are lamb-eaters who bought more lamb during the campaign period but also new consumers who don't usually buy lamb even once a year," said Suzie Carlaw, QMS Marketing Controller.

A key objective of the 2015 campaign is to encourage consumers to understand the versatility, simplicity and speed of cooking with lamb. The two month long campaign will harness a range of marketing activities to drive Scotch Lamb sales.

The marketing push will include billboard, press and radio advertising as well as on-line and in-store activity including 80 days of activity by Scotch "Lambassadors" in Tesco and Asda. **Recipe leaflets and other point of sale materials will also be distributed via the members of the Scotch Butchers Club, run by QMS.**

A range of new videos for on-line and social media use, featuring Edinburgh-based chef Daniella Forbes and Glasgow-based chef Justin Maule demonstrating simple, delicious dishes, has also been produced.

This year's "Love Scotch Lamb Weekend" will be on September 5th and 6th, when a range of activities will take place around the country to celebrate all that is wonderful about Scotch Lamb PGI. Among that weekend's activities is Dundee Flower and Food Festival where Gregg Wallace will be joining a host of former Masterchef contestants who will be delivering cooking demonstrations in the Scotch Lamb Cookery Theatre.

Historically, Scotland has consumed less lamb than other parts of GB. Around 4,000 tonnes of lamb (worth around £34 million) is eaten each year in Scotland with about 44% of the population purchasing lamb at least once in the last year (versus 57.8% in Great Britain).

The target audience for the campaign is very much young professionals and busy working parents and the message is very much that lamb is not just for roasting at the weekend - it can also make a quick, nutritious mid-week meal for all ages to enjoy.

Livestock Prices

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

BEEF PRICES	W/E 15/08/15	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	364.2 p/kg	364.2 p/kg	350.5 p/kg
Heifers dwt	361.0 p/kg	364.6 p/kg	353.8 p/kg
Young Bulls dwt	350.2 p/kg	354.8 p/kg	334.1 p/kg
Numbers			
Steers	3386	3236	3570
Heifers	1798	1761	1997
Young Bulls	1211	1101	1040

BEEF PRICES	W/E 15/07/15	Previous week	Previous year
Scottish Auctions			
Steers lwt	207.58 p/kg	202.16 p/kg	199.95 p/kg
Heifers lwt	202.77 p/kg	203.42 p/kg	199.02 p/kg
Young bulls lwt	195.40 p/kg	175.70 p/kg	153.47 p/kg
Numbers			
Steers	116	132	197
Heifers	278	219	276
Young bulls	21	32	51

Deadweight cattle week ending 15th August 2015								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	369.1	368.1	370.3	373.3	373.5	365.8	366.0	366.8
R	367.4	370.4	370.8	366.3	367.0	363.1	361.0	361.1
O+	358.1	364.0	362.3	357.1	362.8	358.2	337.9	345.7
-O	324.4	339.2	335.0	296.7	303.9	310.3	309.5	-

SHEEP PRICES	W/E 12/08/15	Previous week	Previous year
Scottish Auctions			
New Season SQQ lwt	147.98 p/kg	154.66 p/kg	165.32 p/kg
Ewes lwt	£52.94 /hd	£58.70 /hd	£58.29 /hd
Sheep numbers			
Scottish Auctions			
New Season SQQ	17722	11343	12809
Ewes	5875	4700	3985

SHEEP PRICES	W/E 15/08/15	Previous week	Previous year
GB Abattoirs			
Lambs SQQ dwt	341.7 p/kg	339.1 p/kg	380.3 p/kg
Deadweight sheep week ending 15th August 2015 p/kg			
	U	352.0	350.5
	R	344.5	341.6
	O	330.6	330.7

PIG PRICES	W/E 15/08/15	Previous week	Previous year
GB Abattoirs			
Standard Pig Price (SPP)	132.57 p/kg	132.58 p/kg	158.27 p/kg

GB deadweight pigs ending 15th August 2015 - p/kg					
	Method 1 and 2	Change		Method 1 and 2	Change
	p/kg dwt			p/kg dwt	
Up to 59.9 kg	122.01	+0.83	80.0 – 89.9 kg	132.70	+0.02
60.0 – 69.9 kg	133.35	+0.66	90 kg and over	128.39	-0.94
70-0 – 79.9 kg	133.69	+0.12			

Consumer Expectations Influence Response to Producer Price Movements

The current debate over farmgate prices draws out a bigger discussion on whether consumers value food fairly and whether fluctuations in producer prices are reflected in retail price movements, according to Stuart Ashworth, QMS Head of Economics Services.

“The latest official consumer price information published by the Office of National Statistics (ONS) shows that food represents around 10% of total consumer spending and meat accounts for around 23% of food spending,” said Mr Ashworth.

“Indeed, the data suggests that consumers spend as much when they go out to eat as they do in the home, with 10% of all consumer spending being spent in restaurants, cafes and canteens.”

“Compared to twenty years ago, the importance of food spending has fallen from around 13% of all spending to 10%,” commented Mr Ashworth. “Europe, similarly, has seen food spend, as a proportion of total consumer spend, fall over the past two decades by three percentage points.

“This doesn’t necessarily mean consumers are spending less cash on food, it’s just that as a proportion of total available cash they are spending less on food,” said Mr Ashworth.

“This can be achieved by buying less food, by price movements on food not being as rapid as price movements on other consumables, by wages rising at a faster rate than food prices allowing more surplus cash to be spent on other items, or as a combination all these factors.”

In the most recent ONS consumer price release, the retail price of meat has fallen 2.6% over the year to July 2015 and is unchanged between June and July.

Meanwhile, the general level of inflation is broadly unchanged on the year, resulting in

food becoming less expensive, in relative terms, and allowing people to spend less of their total income on food, however, still buying the same volumes of food.

Within the overall food spend, beef is 1.6% cheaper than a year ago, while pork is 2.8% cheaper, bacon 2% cheaper and poultry 6.7% cheaper - only lamb is reported to have increased in price at retail level.

“Producers will quickly notice that these retail price movements bear little resemblance to producer price movements which in July saw cattle prices 7.5% higher than a year earlier, while lamb and pig prices were 17% lower,” said Mr Ashworth.

“This illustrates the challenge of a consumer-facing retailer who is striving to manage consumer expectation, among which, volatility in retail price is not something the consumer likes.

“Consumers may be happy to take rapid falls in retail price, however, they are less likely to accept rapid increases in price. Instead they will adjust the volume of product they purchase, switching to more competitive proteins or in extreme cases resorting to political unrest.”

The slow pace of retail price movements may shelter a consumer from rising farmgate prices, but equally it slows the response to farmgate price falls. Indeed, observed Mr Ashworth, both retailers and producers would welcome price stability as it provides both business groups with a degree of certainty from which to plan their business activities.

“The conundrum for the supply chain is how to achieve this where the production of the raw material, cattle sheep and pigs, is influenced by, among other things, the unpredictability of a biological production process extending over several months or even years,” commented Mr Ashworth.

WANTED

MODERN APPRENTICES

Scottish Meat Training still has vacancies available on their Modern Apprenticeship training programme for 2015-2016



Available for ALL age groups and for ALL staff – new and old
[This includes staff totally deployed in production or on the counter]

And it's FREE. Skills Development Scotland fully funded the training for Level 2 and Level 3 Modern Apprenticeships in Scotland.

Do not miss out on this opportunity to invest in your workforce
Contact: Claire on 01738 637785 or email
claire@meattraining.net

Scottish Meat Training has a training programme for all your staff members. We can tailor make a qualification that is a true reflection of the job they do on a day-to-day basis including: Customer Service, Distribution, Butchery, Meat Processing – just ask us what we can do for you.



Scotland's new Employer Recruitment Incentive – Local Councils

The incentive will be available to use as a contribution to the additional costs of recruiting and sustaining a young person in employment for up to 52 weeks. It could be utilised in a number of ways including additional supervisory costs, training, initial travel to work costs or wages. No single use is prescribed. A payment of up to £3963 is available with an additional £500 also available where an employer pays the Living Wage. Businesses can access the fund as follows:

- Where a Young Person aged 16-24 enters a Modern Apprenticeship with a small/micro business of less than 50 employees.
- Where a Young Person aged 16-29 with Additional Support Needs enters employment or a Modern Apprenticeship with any size of employer (excluding Public Sector).
- Where a Young Person aged 16-24 with Barriers to Employment*, enters employment or a Modern Apprenticeship with any size of employer (excluding Public Sector).

Contact Claire on 01738 637785 for details of your local contact.

Retail Prices for w/e 22/08/15

AVERAGE PRICES	SFMTA AUGUST	SFMTA JULY	QMS AUGUST	QMS JULY
SCOTCH BEEF				
Fillet Steak	4044	3971	3954	3998
Sirloin Steak	2809	2798	2477	2521
Rolled Rib Roast	2120	2136		
Popeseye Steak	1766	1775	1693	1737
Topside	1426	1431	1236	1236
Round / Rump Steak	1386	1396		
Shoulder Steak	1157	1162	1147	1147
Rolled Brisket	1101	1113		
Steak Mince	1034	1027	875	875
Boiling Beef Bone In	701	705		
DOMESTIC LAMB				
Whole Leg of Lamb	1359	1342	1258	1311
Centre Cut Leg Bone In	1517	1553		
Gigot Lamb Chops	1734	1737		
Lamb Leg Steaks	1785	1814	1741	1791
Chump Lamb Chops	1689	1717		
Double Loin Lamb Chops	1744	1747	1616	1659
Single Loin Lamb Chops	1578	1632	1482	1538
Rolled Shoulder Lamb	1208	1250		
Lamb Shanks	727	769		
Diced Lamb	1450	1464	1381	1441
Minced Lamb	1298	1288	1249	1320
PORK				
Pork Tenderloin (Fillet)	1263	1231		
Pork Leg Steaks	978	968		
Double Loin Pork Chops	919	932	810	891
Single Loin Pork Chops	877	910		
Rolled Shoulder of Pork	738	741	706	800
Belly Pork	728	719		
Pork Loin Steaks	1056	1081	1055	1093
Diced Pork	830	835	759	759
PRODUCTS				
Beef Link Sausages	816	809		
Pork Link Sausages	813	823	660	683
Speciality Pork Sausages	861	874		
Sliced Beef Sausage	742	733		
Sliced Black Pudding	668	677		
Ball Haggis	774	775		
Scotch Pie	103	103		
Quarterpound Beefburger	108	109		
1lb Steak Ashette Pie	722	705		

If you would like to contribute your prices to this anonymous monthly survey, please contact SFMTA by telephoning 01738 637472.

Scottish Venison Recipe Competition

To celebrate 'Eat Scottish Venison Day' (4th September) the Scottish Venison Partnership are running a special competition to find the best easy-to-cook Scottish venison recipe. The prize is a two night weekend break for two at the luxury boutique hotel **Monachyle Mhor**, with dinner, bed and breakfast.

All you have to do is create a dish which includes Scottish venison. The recipe must be one which can be cooked at home.

They are aware that a lot of recipes from professional chefs are too ambitious for home cooks and busy people. They are designed to get you along to their restaurant so that you can enjoy their delicious fare. But venison should be a staple part of a normal diet – it's such a versatile and easy meat to cook with and is ideal for a family supper or smart dinner party alike, being both delicious and healthy.



So send in your recipe and the best will win the prize. The panel of judges will include Tom Lewis, TV celebrity and award-winning chef at Monachyle Mhor, a representative of the Scottish Venison Partnership and Nichola Fletcher, MBE, venison ambassador and award-winning food writer (see pic of Nichola's Venison with Vegetable Ribbons above).



Entries (which can include a photo if you like) should be emailed to mail@scottish-venison.info before the end of September 2015. Make sure to include your contact details.

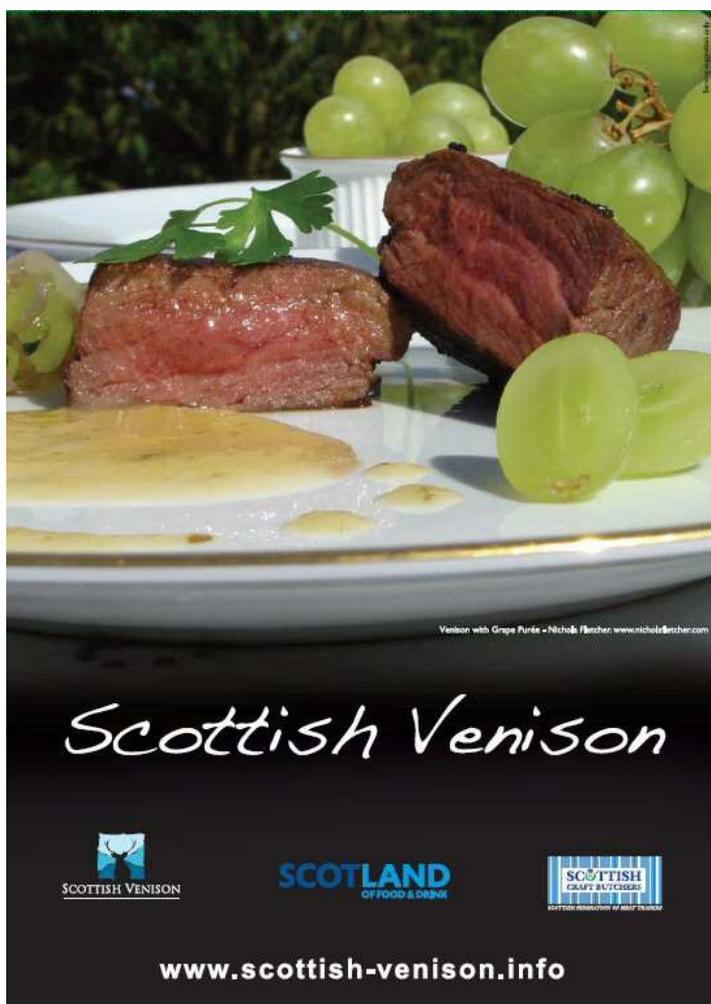
Anyone can enter, including professional chefs, but the dish must be one which is relatively easy to cook at home in a normal kitchen, using ingredients that are widely available to buy. And of course it should be delicious too.

Four finalists will be selected, and their dishes will be tested and judged by the panel.

The winners can take their prize anytime before September 2016, subject to availability at the hotel.

Venison Poster

SFMTA still has stocks of this poster which was first produced in 2009. It still looks up to date and if you would like a fresh copy please contact Bruce on 01738 637472.





Great Taste Award Winners 2015

Congratulations to the following SFMTA members:-

Two Star Great Taste Award

Smoked Duck Breast

New Season Cannon of Scotch Lamb

Haggis

Haggis Slice

Macleod & Macleod's 'Original Stornoway Black Pudding'

One Star Great Taste Award

Ayrshire Back Bacon

Ayrshire Middle Bacon

Smoked Ayrshire Bacon

Smoked Ayrshire Middle

Haggis

Pork, Black Pudding & Apple Sausage

Black Pudding

Smoked Back Bacon

Smoked Streaky Bacon

Hot Smoked Salmon

Simon Howie Dry Cure Smoke Flavoured Back Bacon

Simon Howie Perthshire The Wee Black Pudding

Pork and Fresh Herb Sausages

Gluten Free Haggis

Whole Chicken

Whole Turkey

Lamb Leg Bone In

Balgove Larder Fish Pie

Charles Macleod Stornoway White Pudding

[Apologies for anyone missed out, the awards are not all easy to find on the Great Taste website]

Donaldsons of Orkney

John Lawson Butchers & Deli

John Lawson Butchers & Deli

Fergusons of Airdrie

MacLeod & MacLeod

Ramsay of Carluke Ltd

John Lawson Butchers & Deli

Donaldsons of Orkney

Donaldsons of Orkney

Donaldsons of Orkney

Simon Howie Foods

Simon Howie Foods

J Gilmour & Co Ltd

Macbeth's Butchers

Hopetoun Farmshop

Hopetoun Farmshop

Hopetoun Farmshop

Balgove Larder

Charles Macleod Ltd

Wanted

Each month SFMTA prints in this newsletter, average retail prices computed from figures submitted to their office. These are held in confidence and only averages are reported. Some butchers even set their own prices in the basis of this information! The more contributors we have the more representative these average prices will be. If you could contribute monthly by fax or by telephone please contact Bruce on 01738 637472 and he will be delighted to include your business' figures in the monthly calculations.



THE BIG
PINK
16 OCTOBER

breast
cancer
care



One
BIG PINK day
for women facing breast cancer

From a simple dress down day or bake sale to an all-out shape-throwing dance-off, anything goes as long as it's pink. So join in this October and raise money to help us be there from day one for anyone who needs our support.

Get in touch with Ali for your free Starter Kit

0141 353 8330

fundraising.scotland@breastcancercare.org.uk

www.breastcancercare.org.uk/bigpinkday

Make a difference. Make it big. And make it pink!

Registered charity in England and Wales 1017658 Registered charity in Scotland SC038104

Hold

One BIG PINK day

for women facing breast cancer

Sign up for your free Big Pink Starter Kit today

To all our wonderful supporters at the SFMTA,

We wanted to say an absolutely huge **thank you** for all the time and effort you've put into holding your Pink Fridays over the years. It means so much to us, and everyone we've been able to help through breast cancer – because of you.

As one of the most loyal members of our pink team, we'd like to let you in on an exciting secret. **This year, Pink Fridays is getting bigger.** On 16 October, we're putting on the biggest, pinkest national fundraiser that Breast Cancer Awareness Month has ever seen. We're calling it The Big Pink – and we'd love you to be part of it.

A Big Pink can be as simple or as epic as you like. You could follow your tried and tested recipe for success or do something different if you fancy a change. It could be a dressing in pink aprons, doing a raffle at work, having a 'pink' staff night or be as simple as putting Breast Cancer Care collection tins on your counters throughout October. And if 16 October doesn't work for you, no problem. You can pink up any day that suits.

We've put together lots of brand new ideas and resources for you – a free fundraising kit has your name on it at www.breastcancercare.org.uk/bigpinkday or call 0141 353 8333
So will you join us again this year? We really hope so!

With kind regards and heaps of gratitude

Gillian



**Customer Accounts
Loyalty Scheme
Christmas Club
Cross selling
Order filling
Prepacking**



Stay Connected!

The app automatically shows your customers which promotions are on in your shop!

Want to tell customers about a new award? Put it in the news section and it will automatically be displayed in the app!



Featuring:

- Real time Reporting and Management by Pad
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- Christmas, Retail and Wholesale ordering
- Accounts, Invoicing and Statements
- Cross sell with pictures and prompts

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**01324 611311
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