

FEDERATION NEWS

The Newsletter for Scotland's Craft Butchers



**SCOTTISH
CRAFT BUTCHERS**

SEPTEMBER 2016

Run by butchers for butchers:-

After closely working together for 15 years on the World Scotch Pie Awards – Scottish Bakers and Scottish Craft Butchers have parted ways and have decided to run their own competitions.

Scottish Craft Butchers have created their very own Savoury Pastry Awards which will be evaluated in November 2016 and winners announced in January 2017. Scottish Craft Butchers have run their own competitions and awards for more than 40 years and we are delighted to bring to our members the Savoury Pastry Awards which are run by butchers for butchers.

In 2015 we had great success with our Savoury Pastry evaluations and awards were presented at the Craft Butchers Trade Fair in Perth. Now we would like to bring our 2017 Craft Butchers Pastry Awards forward to the start of the year to get maximum longevity out of the period of the award.

We have received great support by way of sponsorship from The Dalesman Group, TPS Scotland, KRH, Dalziel Ltd and Scotweigh. Cost of entry has been kept at a reasonable charge and we hope as many members as possible will enter these awards.

Judging will take place at the Dewars Centre, Perth on Thursday 3rd November and entries close on Friday 21st October. A PR campaign will follow with its aim to get maximum publicity for those winning awards. Entry forms for the 2017 Craft Butcher Savoury Pastry Awards are enclosed with this edition of Federation News.

Continuing on the subject of product evaluations for the Craft Butcher Awards to be announced in 2017 will include only our second ever White Pudding evaluation. This will be judged at the Redgarth in Oldmeldrum on Wednesday 12th October. Sponsorship has been given by Grampian Oat Products and entry forms for this are also enclosed.

Food Crime Line

On behalf of SFMTA, Douglas Scott attended the launch of a new Food Standards Scotland (FSS) hotline for the reporting of food crime in Scotland. Following the report of the expert panel on lessons learned from the horsemeat substitution scandal, Scottish Ministers asked FSS to design, develop, and implement a food crime and intelligence unit within its organisation.

More on pages 14 and 15

Featured this month

**Food Crime Line
Launched**

**Scottish Food
Fortnight**

**Feature on East
Lothian Sausage
Champion**

**Dismissal for not
washing hands**

Facebook Training

**Scotbeef Abattoir
plans rejected**

**Craft Butcher Awards
Judging Day**

Perth Show

**Feature on
Possilpark Butcher**

**Tel: 01738 637472
Fax: 01738 441059**

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Scottish Food Fortnight

Scottish Food & Drink Fortnight is a nationwide event which supports and promotes Scotland's produce, and the people who grow, make, cook and sell it.

This year's celebration will take place between Saturday 3rd and Sunday 18th September and provides the perfect opportunity for everyone to get involved whether you are a chef, producer, retailer, caterer, hotelier, school, organisation or food enthusiast.

The Fortnight is an annual celebration of Scotland's outstanding produce, managed by industry leadership body **Scotland Food & Drink** and supported by the Scottish Government.

How can you get involved?

Scottish Food & Drink Fortnight highlights the great variety of food and drink available in Scotland. It encourages people to be more aware that Scotland boasts some of the best natural produce in the world and great variety can be found in every pocket of the country.

There are many things you can do to help Scottish Food & Drink Fortnight come to life including:

- Use the logo on social media and websites
- Download the PR toolkit which contains lots of information and ideas
- Follow on twitter @scotfoodfort

Use the hashtag on social media to join in with the conversation #scotfoodfort

If you have any questions about Scottish Food & Drink Fortnight or how to get involved, please contact by email fortnight@foodanddrink.scot

Things to do

Encourage a local journalist to spend a 'day in the life' of your business, learning how the end product is created.

Deliver product to a local school, encouraging them to learn about where the product comes from.

Arrange a school visit to help local kids learn about where the product is sourced.

The proof is in the eating so get permission to arrange sampling events to allow consumers to taste your products – in your local high street, shopping centre or at community events.

Create recipes showcasing your products for use to share with consumers.

Put on a demonstration to show off the unique skills of a craft butcher.



Lamb Tasting Days

The National Sheep Association Scotland is keen to assist butchers with a lamb tasting day. They have resources that they can mobilise to do an event in Dundee or Angus and if any member is interested in participating as Perth butchers did last year, please contact SFMTA Office on 01738 637472.



Dismissal for failure to wash hands – harsh but not unfair?



Can a bakery operative be dismissed for not washing his hands? Yes, said the Employment Tribunal in the case of *Donovan v Greggs Plc*.

Facts

Mr Donovan was employed by Greggs as a bakery operative for 11 years. He was dismissed for gross misconduct for failure to wash his hand before re-entering the food production area. Mr Donovan accepted that failing to wash his hands was a breach of Greggs' policies, but described this as a mere "lapse". He re-entered the food production area after going to a locker room to collect equipment used to take loaves of bread from a hot oven but had been so focused on his next job that he had forgotten to wash his hands.

He claimed unfair dismissal on the grounds that it was "too harsh" and outside of the range of reasonable responses. Greggs maintained their decision to dismiss was reasonable because of its zero-tolerance approach to breaches of its hygiene rules. Greggs' position was that "there's a risk that they (the employee) might take bacteria or pathogens into the bakery and cause food illness or a poisoning outbreak" and that "the outcome of not doing it is potentially lethal."

Law

Under the Employment Rights Act 1996, where an employee with appropriate qualifying service is dismissed, the dismissal will be unfair unless:

- The employer shows that the dismissal was for a potentially fair reason - such as conduct; and
- In all the circumstances the employer acted reasonably in treating that reason as a sufficient reason for dismissal.

The test as to whether the employer acted reasonably is an objective one. The tribunal has to decide whether the employer's decision to dismiss the employee fell within the range of "reasonable responses", in other words, that a reasonable employer in those circumstances and in that business could have come to the same conclusion.

It is important to note that the tribunal will assess the reasonableness of the employer's decision, not the level of injustice to the employee. When dealing with misconduct dismissals it is also important to bear in mind the principles of fairness set out in the ACAS Code of Practice on Disciplinary and Grievance procedures and the "Burchell" test (*British Home Store Limited v Burchell 1978*), which requires that at the time of dismissal:

- The employer had a genuine belief in the employee's guilt
- It had reasonable grounds for that belief; and
- At the time it held that belief, the employer had carried out as much investigation as was reasonable in the circumstances.

Decision

The Tribunal found that the dismissal was fair and that Greggs acted within the range of reasonable responses. It was accepted that the employer's principal reason for dismissal was that Mr Donovan could not be trusted to follow hand-washing rules and that he posed a risk to Greggs' customers and reputation. The Tribunal also stated that although Mr Donovan's length of service could be a mitigating factor, taken with his experience in the food industry of over 25 years, it constituted a "double-edged sword" as Greggs was entitled to have expected better from such an experienced employee.

Employment Law Advice is available free to all SFMTA members 24/7: simply phone Lindsays on 0131 656 5643

Comment

Aggie Salt, a trainee solicitor in the Lindsay's Employment team comments:

"The decision here seems harsh, especially in light of Mr Donovan's lengthy service. It is often difficult to determine whether an employee's conduct is more properly classed as gross misconduct justifying summary dismissal or simply misconduct so that a lesser sanction such as a warning would be appropriate.

"It is vital for employers in this situation to have clear policies setting out what they consider gross misconduct – usually on the basis of what is important to their industry or sector. In Gregg's case this was hygiene, and as the importance Greggs placed on hygiene was clear, the dismissal, although harsh, was within the range of reasonable responses.

If you are in any doubt about whether your policies are suitably tailored, contact Lindsay's to discuss.

Facebook Training – Monday 12th September

You may have noticed that we have been trying to build traffic on the Scottish Craft Butcher Facebook page at www.facebook.com/scottishcraftbutchers/

We have worked on this because we want to have an understanding of the capabilities of Facebook and how it would work best for members. We also feel that it is a low cost option, measurable and effective way of reaching new and existing customers.

We are doing this with the help of a local support company called Creative Social Media.

One of the things that they have introduced us to is an online interaction service where members can click on to a website where they can join and see each other while Graham from Creative can talk you through an introduction to Facebook. To be able to participate you would require:- An Ipad, laptop or PC that has a camera and microphone since essentially this is a video call.

After a very successful pilot session where a Facebook tutorial took part involving two SFMTA members, this will be repeated in September. The trial involved expert Graham Innes of Creation Social Media hosting an online tutorial with Douglas Scott in Dunfermline, Pamela Hunter of Hunters of Kinross and Juta Zarane from John Stewart in Banff. All the participants were able to see and speak to each other from the comfort of their own home.

Feedback from the users was good and they look forward to another free session. This one will be for those who are maybe thinking off 'doing' Facebook or have just set up their page. This workshop will be held on at 7.00pm on Monday 12th September and any members wanting to take part should contact the SFMTA office on **01738 637472**.

This online session will take you through a number of Facebook areas and whilst not going too deeply into strategy etc. will cover the following:-

1. Setting up your Facebook Business Page correctly
2. Optimising your Business Page to be found in searches
3. What makes a great Cover Picture and how to use this space effectively
4. Profile Picture – the biggest mistakes often found
5. Business page features
6. How to create an engaging post – length of post, images, links, hashtags and tagging
7. How to Interact and Engage effectively with your Facebook audience



Craft Butcher Social Media Presence
twitter.com/scocraftbutcher
facebook.com/scottishcraftbutchers/



Councillors reject Scotbeef plans for new abattoir

ANM Group, one of Scotland's largest producer-owned farming, food and finance businesses, have had plans rejected that would have seen Scotbeef Inverurie relocate its abattoir to Thainstone Business Park. The proposal was turned down after objections were raised to the project, citing concerns over the potential visual impact on the local landscape and possible increase in traffic congestion.

The proposed new multi-million-pound purpose-built abattoir would give the benefit of production efficiencies, latest environmental waste treatment, and transport synergies, to underpin the future of Scotbeef Inverurie and meat processing in the North East of Scotland.

Relocating to Thainstone from its current site at North Street in Inverurie would reduce livestock transport that will no longer need to travel through the town centre and many deliveries to the new facility would be combined with collections from the mart, reducing environmental impact on the area. The existing Scotbeef site would also provide an opportunity for further investment in Inverurie, as outline planning permission for housing has been secured.

JR Galloway, Group Chief Executive, Scotbeef, commented: "Scotbeef has always had a plan and need to relocate to a new purpose-built facility at Thainstone; once it had established a period of financial and operational stability required to justify the sizable capital investment.

"Our current facility at North Street needs significant development in order to comply with increasingly stringent regulation and customer requirements. To do this where we are would be a challenge as the property is landlocked making expansion impossible, and the near proximity of residential and educational premises would likely result in strong local opposition.

"Securing the future for Scotbeef Inverurie is dependent upon the successful approval of the development plans at Thainstone."

ANM Group is taking steps to ensure that the proposed business park will be extended sympathetically in line with the current landscape by working collaboratively with its current tenants, the local community, and relevant authorities. The new abattoir would be located at the rear of the proposed business park with easy access to and from the A96.

Pat Machray, ANM Group chairman, commented: "The establishment of a modern abattoir will be an important creation in the development of a real agricultural hub at Thainstone, with all facilities sharing the same site for the first time.

"We have already seen significant interest in the abattoir from a leading supermarket, which is keen to use the facility as its local supplier of choice. As you can imagine, this is fantastic news for everyone, and we hope to see further business coming through in the next few months."

As part of the move, ANM Group will retain a 25% share in Scotbeef as it continues to contribute to the North-east meat processing industry.

Over the last 26 years, ANM Group as a co-operative has significantly contributed to Scotland's finances – a total of £4 billion – and the extended facilities will not only boost the local and national economy but also greatly benefit the Thainstone hub, the local business community, and Inverurie.

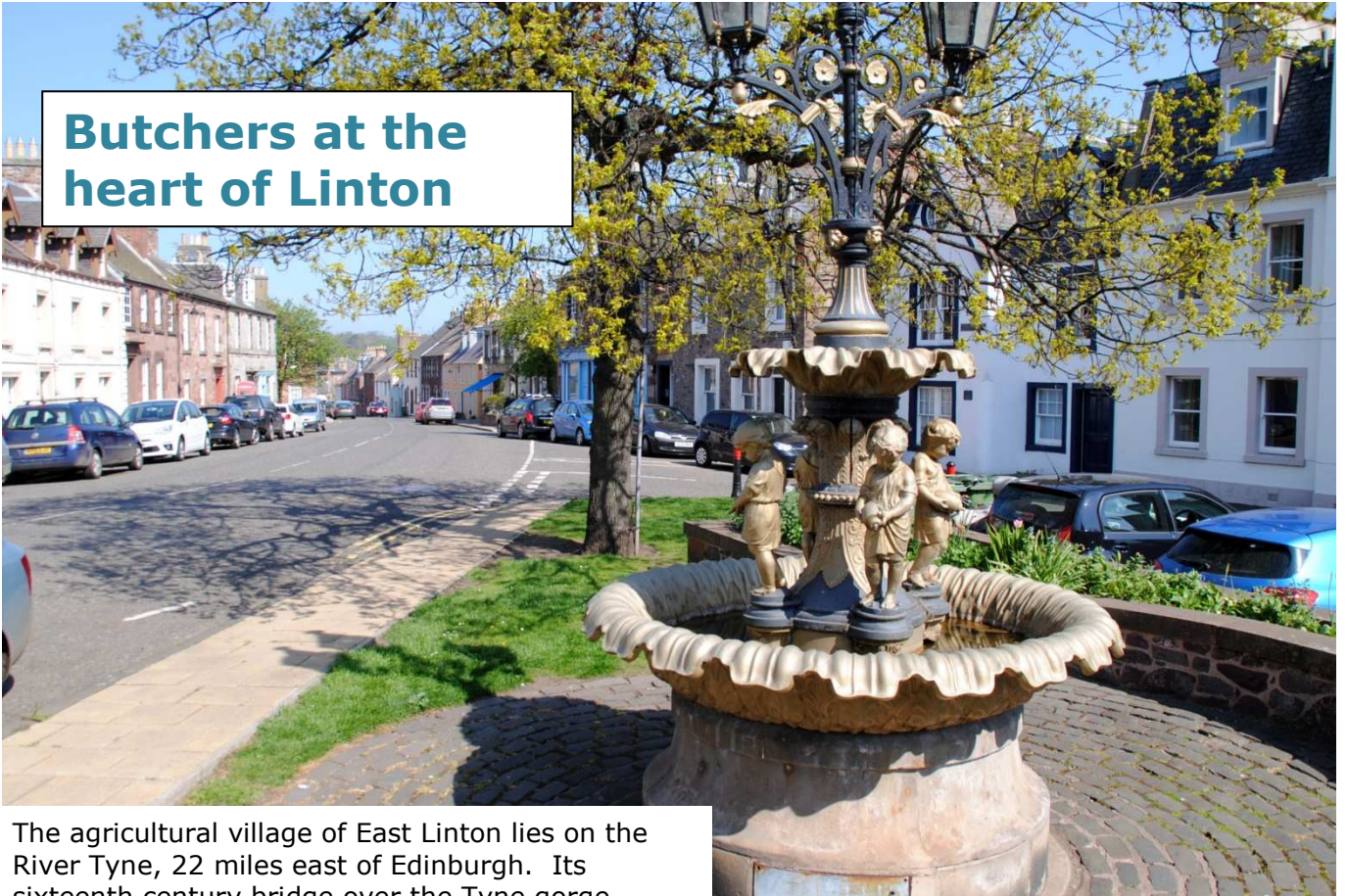
Scotbeef chief executive Robbie Galloway said: "We are disappointed, but we're hoping that it is a bump in the road in the process.

Welcome to New Corporate Member

Handtmann Ltd, 9 Chartmoor Road, Leighton Buzzard, Bedfordshire,
LU7 4WG Tel: 01525 244440, Fax: 01525 244469
Website: www.handtmann.co.uk



Butchers at the heart of Linton



The agricultural village of East Linton lies on the River Tyne, 22 miles east of Edinburgh. Its sixteenth century bridge over the Tyne gorge secured East Linton's place as a staging post on the Great North Road.

The railway came to Linton in 1846 and to avoid confusion with Linton in Peeblesshire the prefix East and West emerged. Today the East Coast Main Line is carried through the village at high level, bridging both the River Tyne and main village street. East Linton originally had its own station, but this closed in 1960.

For somewhere so close to Edinburgh, East Linton has managed very successfully to retain its essentially rural charm. Attractive domestic buildings surround pubs, shops and other local services.

You can take a seat in the square and watch the water in the fountain sparkle in the sun and splash over the four cherubs. The cast iron fountain with a three arm lampstand is dated 1882. An extremely important example of its kind that attracts its own visitors. It was presented to the Burgh by John Drysdale who left East Linton to become a highly respected 19th century merchant in Buenos Aires.

Others come take a stroll down Mill Wynd to The Linn, the waterfall that gives Linton its name but now it is the butchers that attracts the most regular visitors. A steady procession of vehicles draw up, very pleased that there is always somewhere to park.





Linton Butchers only came into being on 1st July 2013 when John and Elaine McKirdy took up the reins. John was working in the East Linton butchers shop when he was when offered the lease of the business. He is very grateful to John Anderson who gave him first option on the opportunity.

Elaine has experience as a chef and the initial plan was that she would continue to work at the Westgate Gallery Restaurant in North Berwick where she was the manageress. Things took off at Linton Butchers and Elaine was able to give up her job in September that year.



Changes were gradual, things like new cabinets, flooring, walls, new scales, equipment and refrigeration. It seems totally appropriate that quality audio kit booms out Carpenters hits in the background while John McKirdy makes the whole place tick. The butchers shop is clean, smart and a credit to the village. Customers' understandable concerns that quality and products would remain the same after the change of ownership were unwarranted.

John religiously matures his beef which is predominantly from Traprain Farm and purchased at St Boswells market. Lambs and pigs are supplied by Scotbeef and chickens from Gosford Poultry at Aberlady.





Success in the very first product competition they entered, winning South East Scotland Beef Sausage championship and subsequently Reserve Scottish Champion in 2014, was a major boost to the business. Elaine described the effect on the business:-

"There was a fantastic reaction from customers. They were coming from everywhere. We could hardly sell a beef sausage before, now we are inundated for them."

The speciality sausage trade had always been good but it took off, now with a comprehensive selected of different tastes, customers pick mixes of different sausages to barbecue or grill like kids in a sweetie shop.

Little wonder really since the range includes Boerwers, Venison & Juniper Berries, Pork & Leek, Cumberland, Pork & Chilli, Hog Roast, Pork & Mustard, Gloucester Old Spot, the list goes on. Burgers are just as interesting with the usual suspects augmented with offerings such as Pork & Apple, Venison and Stroganoff.

"Winning the 2016 Scottish Beef Sausage title was even better" revealed Elaine. Customers were really interested in what we were in the news for again. 'What have you won this time?' we were being asked. It is a close community and the local people do support the local shops."





Pictured: David, Helen, Dougie, Elaine, Graham

Another huge factor that attracts customers is the ability to tell them where everything comes from. The meat could hardly be lower in food miles, fruit and veg is a big attraction and the potatoes come from East Fortune and Preston Mains.

The shop has a separate bakehouse one hundred yards down the street. Using pastry and pie shells from the Bells Food Group, it is here that the steak pies are made and a vast array of hand held pastries including Bridies, Sausage Rolls, Steak & Haggis, Chicken & Ham pies and Mince Rounds.

Back in the front shop the song line is "There is wonder in 'most everything I see" and that has to be true for what Linton Butchers customers have on offer. There are several award certificates providing assurance over the excellence of the vast range of products. Add to that the colourful displays and the attractive shop which is then complimented by cheery welcoming staff.

The staff consist of five full time, two part time, a Saturday boy plus John and Elaine. The busiest time has changed from mornings to between 2.00pm and 5.00pm. John's ever present attitude that 'nothing is problem' spills out like an infection and if customers don't see what they would like it will be cut to whatever they want.

At Linton Butchers you really can be on top of the world. As the lyrics conclude: -
 "Not a cloud in the sky, got the sun in my eyes
 And I won't be surprised if it's a dream."



Our Bacon has been saved

The traditional British fry up has made a come back as people shrug off processed meat health fears to eat bacon - but only for breakfast.

Bacon featured in 87 million more breakfasts in the UK during the past year, up by 14.3pc on last year, according to Kantar Worldpanel data. The increased appetite comes despite it falling out of favour more generally following the publication of a World Health Organization (WHO) report which linked bacon and other processed meat to cancer, causing total sales to falling by 2.1pc over the year.

The WHO said 50g of processed meat a day increased the chance of developing certain types of cancer by 18pc, putting it in the highest risk ranking along with alcohol, asbestos, arsenic and cigarettes.

But the boom in meat-based breakfasts suggests Brit's love for sausage and bacon outweighs the associated health concerns. Around 5.9% more sausages are being eaten at breakfast this year compared to last year, the data showed, despite overall sausage sales falling by 2.9%.

It comes as an egg boom is also being created by the war on sugar as British families are ditching cereal for eggs at breakfast. Egg consumption at breakfast is up by 18% over the past two years according to a research report commissioned by the British Egg Industry Council.

Breakfast cereals can contain as much as three teaspoons of sugar - the equivalent of two and a half chocolate biscuits. Kellogg's crunchy nut cornflakes, for example, contain 11g of sugar per 30g bowl.

Cereal is still Britain's most popular breakfast but sales are falling. Over the past year, ready-to-eat cereals have lost a combined £52.6 million in the supermarkets and the market is down 2.4%. Around 90% of breakfasts are eaten at home, but going out for breakfast has become a rising trend with 15% more people going out for breakfast and brunch than last year.

The data also shows fewer Brits are skipping breakfast. This year 600,000 less people skipped breakfast in an average week, it found. Breakfast behaviour is dictated by demographics with those aged 16 to 34 being most likely to skip breakfast.

Chris Russell, consumer analyst at Kantar Worldpanel, said: "Cooked breakfasts are growing in popularity, and so we see key components of the classic fry-up doing well. They are particularly popular at weekends, with families and couples increasingly taking time in the mornings to sit down together. The proliferation of out of home breakfast clubs and brunch venues has driven a shift towards the 'social breakfast' or 'brunch' culture in the UK, giving breakfast a new status and leading to a desire to recreate these experiences in the home.

"Shoppers are increasingly looking for their breakfast foods to deliver protein-rich, filling ways to start their day – an area which bacon certainly delivers on. Declines in bacon consumption at other meals and falling sales overall suggest concerns around processed meats may be leading to changes in behaviour at other times of the day, but we're not ready quite yet to give up our bacon at breakfast.

Rebecca Hughes, an analyst at AHDB, a consumer analyst, said: "Consumers are still aware of the messaging arising from the WHO report, however enjoyment has a far greater influence on consumption choice than health does.

Welcome to New Member

David Webster / Paul Higgins Butchery Manager, The Butcher The Baker
Unit 12 Annfield Row, Dundee DD1 5JH Tel:01382 762996
david@thebutcherthebakerscotland.com

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brakes Scotland

Scottish Food and Drink Federation **SFDF** Delivering Sustainable Growth

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THE BIG BRAKES SCOT POT CHALLENGE RULES

BRAKES NATIONAL ONE POT MEAL PRODUCT DEVELOPMENT

The Scottish Food & Drink Federation (SFDF) is running a National Competition, open to all secondary schools across Scotland, in partnership with Brakes Scotland and ASSIST FM.

They are challenging secondary schools to ask pupils to conduct their own market research to develop and new “one pot dish” that could be sold as a stand-alone product or be part of school meal that can be used in schools across Scotland.

Schools are encouraged to put their creative skills to the test and enter this innovative competition. Please can food companies and stakeholders encourage your local schools to enter.

The challenge is based on a similar format to the popular television programme “Dragons Den”. Winning teams will receive prizes and a visit to one of Brakes suppliers.

If you are interested and want to find out more please follow this link

<https://www.sfdf.org.uk/sfdf/brakes-challenge.aspx>

SFMTA Corporate Members –

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

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Tel: 01259 761218 or M: 07544 338317 Web: www.wmaltd.co.uk

Thanks to all our Corporate Members for their invaluable support. We are delighted that we can no longer fit you in on one page!

Meat Supplier's Profits Up

Profits are up at one of Scotland's biggest suppliers of meat direct to hotels, restaurants and caterers. Accounts filed with Companies House reveal an 11% rise in pre-tax profits at Campbells Prime Meats for year ended 31 December 2015.

The Linlithgow-based posted pre-tax profits of £3,096,000, up from £2,787,000 year before. Turnover at the firm, which also produces and distributes fish and delicatessen goods, was down by £435,716 to £56,337,000.

The firm, which employed an average of 326 staff over the year, said it was well placed to

take advantage of improving economic circumstances in future.

In a report accompanying the accounts, the company said: "Sales following the horsemeat scandal have been strong. We make all our own sausages, bacon, burgers and mince, and customers remain confident in buying from us."

The statement continued: "We aim to continue our growing turnover and profitability whilst maintaining our core values on quality and customer focus."

For Sale

Avery IX Scale for sale, **hardly used cost £1800, sell for £400**
Mackinnons of Speyside Tel: 01479 258008

Scottish Food Crime Hotline launches to help combat £1.2bn food fraud problem

This was introduced by Geoff Ogle, Chief Executive, Food Standards Scotland, as a key milestone.

On 25 August 2016 Food Standards Scotland (FSS) and independent charity Crimestoppers have launched the free Scottish Food Crime Hotline to give members of the public and industry a dedicated telephone line to report anonymously any suspicions of food crime. As we have experienced in the past there is potential for criminal activities to put consumer confidence and safety at risk.

The new free hotline number – **0800 028 7926** – will be operational 24 hours a day, seven days a week. There will also be an option to report concerns via a non-traceable online form. The initiative will allow FSS's Scottish Food Crime and Incidents Unit (SFCIU) to gather vital intelligence to target those involved in criminal activities, which cost the UK food and drink industry an estimated £1.17bn annually.

Food crime is defined as any deliberate manipulation, substitution, mislabelling or instance of fraud in relation to food. It is a serious issue for the sector and this new partnership with Crimestoppers will offer consumers a trusted platform to report any concerns of wrongdoing in relation to food and drink. Information provided will be used to help FSS and other enforcement agencies identify and where necessary, prosecute criminals who are defrauding and potentially endangering consumers.

The launch of the **free hotline and online form** is a key milestone in the development of the SFCIU, which was established in response to the 2013 report from the then Minister for Public Health following the horsemeat incident. The Unit was launched in October 2015 with a remit of improving Scotland's capability and capacity to combat food crime through improved intelligence, investigation resources and partnership working with the Police and other enforcement agencies.



Report Food Crime
Call the free and anonymous
Scottish Food Crime Hotline
0800 028 7926
IN PARTNERSHIP WITH  **CRIMESTOPPERS**



Food Standards Scotland
foodstandards.gov.scot



Geoff Ogle said: "Consumers have a right to know that the food they are buying and eating is both safe and authentic. Food crime is damaging for the public and the industry, eroding trust and value.

"The launch of the free Scottish Food Crime Hotline is one of a number of steps FSS is taking to address the problem in Scotland. We hope it will raise awareness of the issue of food crime and give consumers a trusted point of contact to report concerns in complete anonymity.

"The intelligence we receive will be invaluable in advancing our work with Police Scotland and other agencies to hold to account those who put consumer safety at risk for financial gain."

Aileen Campbell MSP, Minister for Public Health and Sport, said: "Scotland is known the world over for the quality of its food and drink. Safeguarding the integrity of our supply chain is essential to ensure consumers have absolute trust in the products they buy and that our reputation as a Land of Food & Drink is protected.

"This initiative is a practical and powerful way to tackle the problem of food crime. I would encourage both consumers and industry to make use of the hotline or online reporting form to anonymously share any concerns and help us stamp out fraudulent practices.

Crimestoppers Food Crime line is a dedicated unit and 100% anonymous. It will only be effective if people pick up the phone.

Accumulation of information builds up the intelligence picture. Police Scotland are fully supportive of the launch of the new free hotline.

Food crime is a serious issue and a collaborative approach with FSS, other enforcement agencies and the charity Crimestoppers will enable Police Scotland to identify and deal with offenders as swiftly and effectively as possible.

By sharing any information they have with them, members of the public and those who work in food and drink can help identify and intercept criminal activity.



Help Us Fight Food Crime

The Scottish Food Crime Hotline has been set up to help the people of Scotland report any instances of food crime, and illegal practices to protect ourselves, our families and the Scottish food and drink industry.

Contact us in confidence if you have any information or suspicions about any potential food-related crime such as:

- **Fraud** – food or drink that has been adulterated or substituted using poorer quality, mis-labelled or dangerous ingredients
- **Illicit Goods** – selling a product as something it isn't, such as counterfeit alcohol – fake vodka or wine
- **Identity Theft** – fraudulently using the identity of a legitimate food business and the movement of livestock and food using falsified documents
- **Illegal Slaughter** – The slaughter of farmed and wild animals in conditions which do not meet animal welfare or hygiene standards
- **Unfit Food** – Everything from putting animal by-products back into the food chain, to meat of unknown origin, or selling goods after their 'use by' date

foodcrime@fss.scot

Food Standards Scotland
Inbhe Bidh Alba

Scottish Food Crime Hotline
0800 028 7926
IN PARTNERSHIP WITH  **CRIMESTOPPERS™**

Scotch Lamb PGI Campaign Focuses on Speed and Simplicity

A high-impact advertising campaign behind Scotch Lamb PGI is set to be launched by Quality Meat Scotland (QMS) in the coming weeks.

The 2016 Scotch Lamb PGI campaign - set to reach over 88% of Scottish adults - builds on last year's campaign which boosted retail sales of fresh lamb in Scotland by 8%.

This year's edgy "Wham Bam Lamb" campaign, which focuses on how simple and quick it is to cook delicious, nutritious mid-week family meals with Scotch Lamb, will include billboard, press and radio advertising as well as on-line and in-store activity including sampling activity by Scotch "Lambassadors" in selected stores across the country.

Recipe leaflets and other point of sale materials will also be distributed via the members of the Scotch Butchers Club, run by QMS.

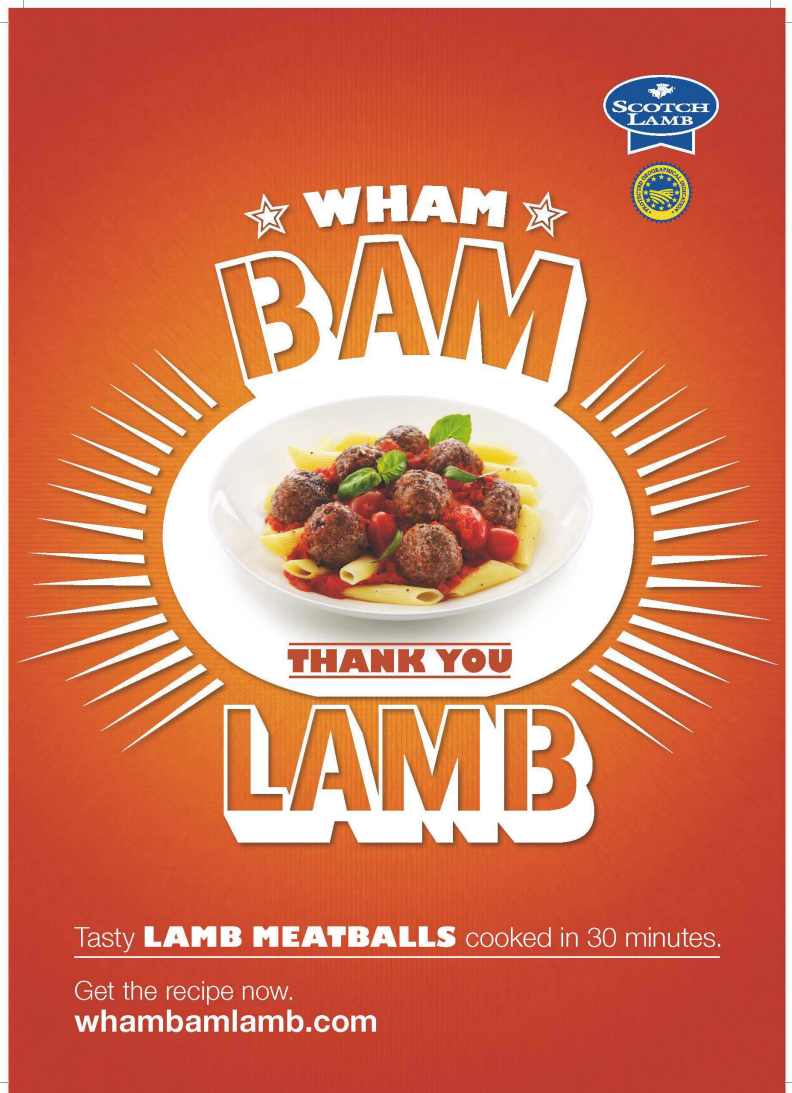
A range of new recipe videos for on-line and social media use, created in simple steps using short, fast-motion videos which are optimized for Facebook to ensure they appeal to today's social media savvy consumers, was also be launched in August.

Following the success of last year's "Love Lamb Weekend", "Love Scotch Lamb Week", which will run from September 1st-7th, will incorporate a range of activities around the country to celebrate all that is wonderful about Scotch Lamb PGI.

Laurent Vernet, Head of Marketing at QMS said a key objective of the 2016 campaign will be to encourage consumers to understand the versatility, simplicity and speed of cooking with lamb.

"We want to encourage our target market - young professionals and busy working parents - to make Scotch Lamb PGI a more regular purchase by tempting them with nutritious dishes which can be cooked in half an hour or less.

"Scotch Lamb PGI as a brand is recognised by 81% of the Scottish population, however, there is still the perception by some that lamb is slow to cook and is just for roasting at the weekend. We therefore have a huge opportunity to raise the profile of lamb as a fast, simple and delicious meal option."



The advertisement is a vertical rectangular graphic with a red-to-orange gradient background. At the top right, there are two circular logos: the Scotch Lamb PGI logo and the Quality Meat Scotland logo. The central focus is a white plate of lamb meatballs with pasta, tomatoes, and basil, set against a white sunburst pattern. Above the plate, the words "WHAM" and "BAM" are written in large, bold, white letters with orange outlines, flanked by two white stars. Below the plate, the words "LAMB" and "LAMB" are written in large, bold, white letters with orange outlines. The text "THANK YOU" is written in a smaller, white, sans-serif font above the second "LAMB". At the bottom, the text "Tasty **LAMB MEATBALLS** cooked in 30 minutes." is written in white, followed by "Get the recipe now." and the website "whambamlamb.com" in a larger white font.

Wanted

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

Range of Factors Behind Rising Farmgate Pig Prices

The GB pig price has enjoyed some strength over recent weeks, climbing to 131 p/kg dwt, an increase of 17% since March, but is still 20% short of 2014, according to the latest market information from Quality Meat Scotland (QMS).

In Europe, the average price has climbed 30% since March to sit some 10% higher than a year ago and is closing in on the prices seen in 2014.

"These relative price movements have resulted in the unusual situation of UK producer prices, when quoted in Euro, being lower than the European average - a situation which diminishes the attractiveness of European pork on the UK market and helps to support UK prices," said Stuart Ashworth, QMS Head of Economics Services.

Looking at the factors which have been driving the price higher recently, he said pigmeat production across Europe is still running ahead of last year, although the gap is narrowing and is expected to dip below last year's levels in the final third of the year.

In the UK, prime pig slaughter numbers dipped below last year's levels in May and June but higher carcass weights mean production is little changed from last year.

"Producer price improvement is not then being driven by a reduction in supply," said Mr Ashworth. "Farmgate prices have risen in response to the dramatic changes in international demand for pork.

"China has returned to the market place following a significant reduction in their pig herd and both the UK and Europe have gained from this, but so too has the USA."

According to Mr Ashworth, over the first five months of the year UK pigmeat exports to China have increased by 70% and the growth has been even more dramatic across the European Union, where sales of pigmeat, mainly frozen product, to China between January and the end of May increased from 130,000 tonnes in 2015 to almost 400,000 tonnes in 2016.

Sales of offals to China have also grown by 50% and Hong Kong, Japan, the Philippines and Australia have also increased their supply of European pig meat.

"This strong demand pull is unlikely to diminish in the short-term, although it may stabilise as Japan's herd recovers from the impacts of the PEDv virus and the Chinese sow herd begins to rebuild," said Mr Ashworth.

"In 2015, the Chinese sow herd was estimated to be 15% smaller than it had been four years ago so, while there is scope for the sow herd to grow, it will take some time before that will materially impact on Chinese import requirement."

Looking ahead, historically UK and EU pig prices begin to slide in the Autumn, observed Mr Ashworth.

"This year, with an expectation of declining production in Europe on the back of a December sow herd 1.8% smaller in 2015 than 2014, plus continued strong demand from Asia, history may not repeat itself," said Mr Ashworth.

Have you noticed any food trends?

Joanna Lynch, Health, Medical and Wellbeing Buyer for Waitrose says

Gluten free is huge at the moment but what's key is to get these products to taste great, like they're not 'free from', so our consumers don't feel that they're missing out on anything. Personalisation is still huge and how you offer this in the retail environment is the real challenge.

Health is the biggest trend of the moment. It's such a personal issue that it's a real challenge to get right - it means different things to different consumers. I now buy wellbeing and every day I get anti-ageing drinks, vitamins and aromatherapy style products, as it's about the holistic wellbeing piece, as opposed to just physical health. Sports nutrition is a great example of something that has just become hugely mass market and really accessible.

Farming and back to basics is also really on trend at the moment, with products like bone broth - customers want simple, honest, great tasting food that's good for them - that's where Waitrose excels, so it's a really exciting time for us.

Gluten Free, Flavour-full from Lucas!

Lucas Ingredients continues to innovate and develop new products that are created specifically for retail butchers and their customers. Newly available is its Gluten Free Pork Sausage mix. This complete mix brings a traditional flavour with a fantastic texture that will have broad appeal.

Lucas has already proved that Gluten Free doesn't mean taste-free with its fantastically popular Gluten Free range which was launched just earlier this year.

Along with the new Gluten Free Pork Sausage Mix, there's a choice of Gluten Free Cracked Black Pepper Sausage Mix, Gluten Free Lincolnshire Sausage Mix, Gluten Free Caramelised Onion & Cracked Black Pepper Burger Mix and Gluten Free Gravy Mix which is ideal for pies and ready meals. All the mixes are ready-blended, with taste, texture and appearance all carefully balanced.



Lucas is celebrating 90 years in business this year and these are just a few of the award-winning, market-leading products on offer: more information can be found at www.lucas-ingredients.co.uk, where butchers can see complete information about all the ranges.



There's plenty of help and support for retail butchers too, with technical information, recipes, guidance and "How To" videos demonstrating how to get the best from Lucas' products.

It's worth keeping an eye on the Lucas Facebook page, or on Twitter to see all the latest product news. For direct, personal support, butchers can call the free Lucas Customer Helpline on **0800 138 5837**.

Diary Dates

Love Lamb Week	Perth Office	1 st – 7 th September
SFMTA Executive Meeting	Visit to member Glasgow	Wednesday 14 th September
Q Guild Scottish Region Meeting	Carfraemill Hotel, Borders	Monday 26 th September
SFMTA Regional Meeting	Garfield House Hotel, Stepps	Monday 3 rd October
SFMTA Regional Meeting	Laichmoray Hotel, Elgin	Tuesday 4 th October
SFMTA Regional Meeting	Lovat Hotel Perth	Wednesday 5 th October
SFMTA Regional Meeting	Redgarth, Oldmeldrum	Thursday 6 th October
White Pudding Evaluation		Wednesday 12 th October
British Sausage Week		31 st October – 6 th November
Savoury Pastry Evaluation	Dewars Centre, Perth	Thursday 3 rd November
SFMTA Annual General Meeting	Houstoun House Hotel, Uphall	Sunday 20 th November
Scottish Craft Butchers Trade Fair	Dewars Centre, Perth	Sunday 14 th May 2017

Scottish Craft Butcher External Signs

Swing signs:

£80 + VAT + delivery
(as pictured far right)

Protruding metal two sided sign:

£105 + VAT + delivery (as pictured right)

Window Vinyls

Free of charge





RECOGNISING EXCELLENCE WITHIN THE SPECIALIST RETAIL MARKET



Norfolk based butcher Arthur Howell beat off over 350 nationwide fine food businesses to be named the Farm Shop & Deli Awards 2016 'Retailer of the Year'. Arthur has already seen a 20% increase since winning in 2016! Here are just a few benefits you can expect to receive through entering these awards:

- The Farm Shop & Deli Awards are FREE to enter and a fantastic way for specialist retailers in the food and drink sector to showcase all the great work you and your team are doing nationally and with your local customers.
- All entrants are added to the Awards' website.
- The Awards provide lots of opportunities to network and connect with other businesses, sharing ideas and success with your industry peers.
- The use of the Farm Shop & Deli Awards logo can also be used to endorse your products.
- Entering provides an opportunity for you to raise your company profile, generate positive PR for your business and put your work and achievements in front of a highly regarded panel of judges.

It also provides a fantastic opportunity to increase your customer engagement and, following the consumer voting stage, you will receive your customer's feedback and comments.

There will be winners in all 12 categories: Baker, Butcher, Cheesemonger, Delicatessen, Farm Shop (large), Farm shop (small), Fishmonger, Food Hall, Greengrocer, Market, Online Business and Village Store / Local Shop.

The overall winner will be selected by the judges from the nine regional winners. All winners are announced live at the Awards ceremony hosted by Nigel Barden at the Farm Shop & Deli Show on Monday 24th April 2017.



RECOGNISING EXCELLENCE WITHIN THE SPECIALIST RETAIL MARKET



"Being named Retailer of the Year 2016 at the Farm Shop & Deli Show Awards has given my business a fantastic boost. I have recently seen a 20% increase in the number of local hotels and restaurants I supply and I believe that extra business has been generated as a direct result of the award."

Arthur Howell, 2016 'Farm Shop & Deli Retailer of the Year'



Enter online at <http://www.farmshopanddelishow.co.uk/>



SCOTTISH CRAFT BUTCHERS AWARDS



Traditional Sliced Sausage Awards 2016 Sponsored by McAusland Crawford

The 2016 Sliced Sausage Championship was judged at Our Kitchen to Yours at Newhouse on Thursday 18th August. From an entry approaching 100 the entrants were judged in regions and regional champions selected for West, North, East, South East and South West. The next task is for those regional champions to be mystery shopped and brought together in a grand final. At that final the Scottish Champion will be selected and the winner will be announced at the SFMTA Regional Meetings to be held in the first week of October. Below are some photos from the judging day.





SCOTTISH CRAFT BUTCHERS AWARDS



2016 SPECIALITY SAUSAGE PRODUCT EVALUATION

sponsored by Lucas Ingredients

The 2016 Speciality Sausage Championship was also judged at Our Kitchen to Yours at Newhouse on Thursday 18th August. The judges remarked on how the standard of entry was very high. From the 203 entries they awarded 1 Diamond, 77 Gold, 82 Silver and 43 no awards.





Dalesman unveils this winter's Cosy Comforts!

To kick-start the launch of their **NEW Champion Chilli Pork Pie Mix**, Dalesman have put together a spicy seasonal offer. Offering a **FREE 5 x 735g trial pack** of the **NEW Champion Chilli Pork Pie Mix** with the purchase of their **Champion Pork Pie Pack** between September and October.

Champion Pork Pie Pack

- ❁ 1 x Dalesman Pie Polish Glaze (5kg)
- ❁ 1 x Dalesman Flavour Jel (5kg)
- ❁ 1 x Champion Pork Pie Mix – with or without cure (10 x 735g)

To take advantage of this offer contact the sales office on 0191 259 6363.

Dalesman's Cosy Comforts embraces winter flavours in their **NEW** intensely flavoured **Gourmet Meatball Mixes** and **NEW Maple Bacon Cure** as well as their full range of pork pies. The brochure also highlights Dalesman's extensive range of stuffings, forcemeats and sausage mixes and seasonings.

Dalesman's **NEW** meatball mixes include the **Gourmet Red Onion**, **Gourmet Sundried Tomato** and **Gourmet Moroccan** Meatball mixes (available in a pack size of 5 x 340g).

Speak to the team for full details of this season's offerings or to place your order call **0191 259 6363** or email sales.ledger.dnl@thedaesmangroup.co.uk.
www.thedaesmangroup.co.uk

Cosy Comforts

New Meatball Mixes



New Bacon Cure



New Pork Pie



www.thedaesmangroup.co.uk

Perth Agricultural Show

For generations Perth Show has been showcasing the local agricultural scene - right in the heart of the city.

Now in 154 years old, the annual two-day event put the best of the county's livestock on parade as the spotlight is focussed on the area's vital agriculture sector.

This year, the popular show - now the third largest of its type in Scotland - was held on Friday 5th and Saturday 6th August and both Ann Davidson and DB Lindsay & Son were represented.



Scotland's Diet and the Obesity Crisis

SFMTA were recently one of seven industry organisations to take part in a recent Roundtable discussion in Edinburgh on the subject. Here are the key discussion points.

Consumer Education/perceptions

- Consensus that clear, simple and consistent consumer education is needed.
- Consumers have conflicting/ information overload relating to diet and often from non-expert sources – e.g. vloggers/magazines.
- Parents confused about what's good for their children – school meals have to be balanced but many parents choose to make packed lunches as they perceive them to be healthier.
- Perception that 'healthy' food is expensive but produce very low priced.
- Consumer advice tends towards cooking more from scratch but this is unrealistic as consumer habits – trend is towards more eating out more and minimising prep time at home.
- Government warnings are having little effect – public is cynical about 'the nanny state'.
- Conflicting nutritional advice from experts – e.g. recent PHE/NOB advice on saturated fat.
- Current consumer perception that quantity = quality

Consumer Choice

- Consumer choice and personal choice is key – consumers vote with their feet.
- Eating patterns are moving away from 3 meals per day so 'snacking' throughout the day is becoming more normal.
- Very difficult to change consumer behaviour – needs a holistic change.
- Reformulation of certain products has been driven by consumer demand e.g. leaner mince/sausages

Portion Sizing

- Waste (Scotland) regulations have helped to some extent with massive portion sizes in hotels/restaurants.
- Cooked to order v buffet has helped combat both waste and the amount of food people consume for breakfast.
- Controlling portion sizes – difficult to get consistent – different chefs – different recipes.
- Hospitality sector is moving to much more flexible approach to menus by offering more choice of portion sizing and eating times.
- Packaging has more of a role to play – opportunity to improve both the environmental impact of packaging and cut overconsumption -

Regulation

- Very concerned about regulation and the effect on SMEs – margins are very tight (sometimes single digit in foodservice).
- Regulation – likely unenforceable as EHO/trading standards are already very overstretched.
- If FSS recommends regulation to Scottish Government it must be across the supply chain and not focus on one sector e.g. manufacturing or retail only.
- Confusion over the remit of the Food Commission and the Good Food Nation Bill.

The complexity of obesity as a problem

- A one-dimensional approach to combating obesity that doesn't consider the 'experience' of food and dining won't work.
- Obesity is very complex – even if the F&D supply chain gets behind some common goals, doesn't address sedentary lifestyle.

Work done to date

- British Hospitality Association has been inputting in to Chefs Guide to Nutrition and Diet - will be published shortly.
- Retail sector has done a huge amount on labelling and sugar/fat/salt reduction.

THE SCOTSMAN
 MONDAY 1 JULY 2013 SCOTLAND'S NATIONAL NEWSPAPER £1.20 SUBSCRIPTION PRICE (6w) WWW.SCOTSMAN.COM

25 Pages of sport
Murray Lendl denies open route to final Henman says Scot can win it Opponent has 'PhD in Andy' See Back Page & pullout

Children aged 3 are treated in hospital for obesity
 Dozens need specialist care but many doctors accused of being 'in denial'

Britain's banks slide in global rankings

Festival happy ending for Karin Gillan

CROSSWORDS AND GAMES 4 & 46, TELEVISION & RADIO 44-45, LETTERS 32-33, WEATHER 47, ANNOUNCEMENTS 48-49



Skills/training

- Chefs and front of house need more education and to be upskilled with info on healthy choices for consumers.
- REHIS currently offer a nutritional qualification but it's optional and has a low take up from candidates.

Business Challenges

- Scottish-specific measures relating to obesity add another layer of bureaucracy for businesses and make Scotland a less competitive place to do business.
- Unhealthy workforce is unproductive – all round the table take obesity very seriously.
- International reputation of Scotland's products – want to be seen as high quality and healthy.
- Far too many health/diet initiatives in Scotland/UK – cluttered landscape makes it confusing for businesses to decide which initiatives they would like to commit to that will make a real difference – often the long term outcomes are vague.
- Should we be focussing on a particular demographic e.g. opportunity to tie in with the 2018 year of young people?
- Note that attendees have a limited influence – future orgs for consideration include SLA/Food service companies/Fish and Chips assoc / Asian catering fed/Bangladeshi catering assoc etc.

Support required from Food Standards Scotland/Government

The biggest issue for businesses and organisations is lack of clarity on a huge range of varied issues and initiatives. Those round the table were of the view that more clarity on what would be effective was required.

Please help inform the debate on how to improve the Scottish Diet by completing the SurveyMonkey at

<https://www.surveymonkey.co.uk/r/W6BPRBQ>

The SurveyMonkey aims to capture the key challenges and examples of good practice from the food and drink supply chain.

WHY Choose KellyBronze[®]

BRED TO BE WILD



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



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



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



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



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



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



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



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

THE ONLY TURKEY BRED AND REARED IN SCOTLAND. ORDER NOW WWW.KELLYBRONZE.COM

Countdown Underway for Love Lamb Week!

A week of activity celebrating the quality and versatility of one of Scotland's most natural foods - Scotch Lamb PGI – will kick off next week (1-7 September).

Quality Meat Scotland has a range of activities planned during Love Lamb Week, a UK-wide collective push to raise the profile of lamb, and is encouraging all those involved in the Scotch Lamb supply chain to support the week.

QMS's on-going Scotch Lamb marketing and PR campaign is focusing on raising awareness of how simple and quick it is to make delicious, tasty family meals with Scotch Lamb.

Kicking off the week will be a host of top celebrity chefs including Jak O'Donnell, Jean Christophe Novelli and The Incredible Spicemen – Tony Singh and Cyrus Todiwala – who are set to inspire visitors to the Scotch Lamb Cookery Theatre at Dundee Food and Flower Festival (2nd, 3rd and 4th September) where Scotch Lamb will be one of the main ingredients.

Local chefs will also be on hand to wow the crowds at the Festival including Jamie Scott, former Masterchef: The Professionals winner and owner of The Newport Restaurant, Newport on Tay; Adam Newth from the Tayberry Restaurant, Broughty Ferry; Michael Eames from the Malmaison Dundee and Scott Davies and Shirley Spears from the Three Chimneys in Skye, to name just a few.



Chefs Jamie Scott and Tony Singh will be cooking delicious Scotch Lamb dishes at this year's Dundee Food and Flower Festival

Scotch Lamb in-store promotional events will also be in full swing with 36 taking place in retailers across Scotland during Love Lamb Week alone. Throughout the on-going Scotch Lamb campaign, QMS is undertaking 89 days of Scotch Lamb in-store promotional activity in Scottish retailers.

To coincide with Love Lamb Week, recipe leaflets and other point of sale materials have also been distributed to members of the Scotch Butchers Club, run by QMS.

Farmers and others involved in the industry are being encouraged to support the week which includes a major push via social media using the hashtag **#lovelambweek**

The Scotch Lamb advertising campaign being run by QMS is targeting three million consumers with the 2016 campaign - set to reach over 88% of Scottish adults – building on last year's campaign which boosted retail sales of fresh lamb in Scotland by 8%.

A key objective of the 2016 campaign is to encourage consumers to understand the versatility, simplicity and speed of cooking with lamb and the eleven week campaign will harness a range of marketing activities to drive Scotch Lamb sales.

As part of this year's campaign, a range of new recipe videos for on-line and social media use have been produced. These have been created in simple steps using short, fast-motion videos which are optimized for Facebook to ensure they appeal to today's social media savvy consumers.

"The target market for the 2016 campaign is young professionals and busy working parents, said Suzie Carlaw, QMS Marketing Controller. "We want to make Scotch Lamb a regular item on their shopping lists by tempting them with nutritious dishes which can be cooked in half an hour or less."

The Dalziel Butchers Show

Drive time: 2 hours 40 minutes from Inghlston

THE DALZIEL BUTCHERS SHOW
DALZIEL SUPPLYING BUTCHERS SINCE 1926

Sunday 25th September 2016
10am to 4pm Dalziel Newcastle

Monkton Business Park North, Hebburn NE31 2JZ
Don't miss out! Register NOW on:
0191 496 2680

YOUNG BUTCHERS COMPETITION

"The Dalziel Butcher Show helps people keep in contact with new things that are happening within the industry"

- Over 25 retail butchery industry exhibitors here just for you.
- Stay ahead of the game with superb innovation from Sauce-It.
- Packed with new ideas and fantastic Dalziel Butchers Show offers.
- Kids Corner entertainment all day long.
- Try exciting emerging flavours and sample traditional favourites!
- Enjoy the atmosphere as you, your friends and family relax with food, drink and an amazing Hog Roast...And much, much more!
- See a great range of product demonstrations.
- Meet the machinery experts, AW Smiths.

CALL TODAY ON 0191 496 2680 TO REGISTER YOUR ATTENDANCE

"Lots to look at, lots of ideas, it's a very good thing!"

Apprenticeship Levy

Both Scottish Meat Training (SMT), as a training provider and SFMTA as a trade organisation have recently made submissions to consultation on the Apprenticeship Levy.

From May 2017 funding of apprenticeships in England will be by means of a levy of 0.5%. This will only affect businesses with payrolls of more than £3m. As a consequence of the Barnett formula an anticipated £200m will be returned to the Scottish Government.

The current spend on apprenticeships in Scotland made through Skills Development Scotland (SDS) is £74m. Several questions therefore arise as to what will happen to the remaining £126m?

It would seem fundamental that Apprenticeship money coming to Scotland should be spent on Apprentices but that cannot be taken for granted. We have stressed that it should be an overarching position that funding raised via the Apprenticeship Levy should be spent on Apprenticeship Programmes in Scotland.

We have also questioned the Scottish Government's commitment to 30,000 Modern Apprenticeships (MA) starts per year by 2020. If nothing changes in terms of taking on apprentices, this is likely to be a tough target to achieve. In the Food and Drink industry reliance on the local labour market might fall short in terms of supply in a post Brexit era.

Should we expand work-based training programmes?

With an aging workforce in Food and Drink industry, there is a need for an expansion of the Modern Apprenticeship programme to develop the workforce of the future. There is inconsistency given the 30,000 target and the planned year on year cuts in contributions Skills Development Scotland are making to training providers towards the cost of delivery of Modern Apprenticeships.

SMT and SFMTA have requested that support for small employers training 16-19 year olds should be significant. These employers should not have to contribute to training apprentices.

A change of age band from 20-24 to 20-29 would increase the funding and so boost number of candidates in older age groups. This would particularly assist delivery of Level 3. If the 25+ band changed to 30+ then again this would help deliver training to this older age group.

SDS have commenced a year on year plan to reduce contributions towards training. This will increasingly lead to training providers charging employers for delivering qualifications. It seems illogical to hit employers with both costs for training and an apprentices levy. SFMTA feels that there should be no further reductions in contribution rates.

In England it is suggested that non levy payers in England pay 10% of training costs. This is an interesting bar to set for contributions to be requested from employers but such a charge in Scotland would certainly lead to a downturn in uptake of apprenticeships.

The current funding model does not take the geography of Scotland into consideration. There is a danger that rural and island employers will be denied access to training due to it becoming uneconomical for training providers to service these areas.

We would agree that Apprenticeship Levy funding be used to establish a flexible skills fund to support wider workforce development. There should be a fund for approved workforce development programmes directly linked to Apprenticeships. We agree with the view that additional personal workplace skills would enhance workforce development outside an MA.

The consultation asks if the levy be used to help unemployed people move into employment and to help meet the workforce needs of employers? We do not think the levy money should be used in this way, it is a Scottish Government responsibility to fund this separately.

Among additional suggestions on how Apprenticeship Levy funding might be used, SFMTA would support further online assessment development, ceasing discrimination in performance measurement for lack of achievers when trainees are registered with equality as an objective. Marketing and recruitment assistance to promote jobs, and subsequently MAs, in the sector. Payment to employer on trainee achieving the MA.

WANTED

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NOT GRAVITY FEED

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Model 1, Model 2, Model B9, Model 21,
Model 22, Model 23, Model 31, Model 32**

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ANYTIME

Gary Walker forges ahead



Possilpark is a district of Glasgow on the north side of the Clyde. Originally a leafy estate gifted to the Bishop of Glasgow by King Alexander II of Scotland in the thirteenth century, the land was subsequently acquired by Walter McFarlane & Company's Saracen Foundry.

The Saracen Foundry was originally in Saracen Lane behind the famous Saracen Head Inn in the Gallowgate but moved to Possilpark in the mid 1860s. There it built both a foundry and a village-style infrastructure on which to house its workforce. Possilpark's population grew from 10 in 1872 to 10,000 in less than two decades.

Some of the finest decorative iron works were produced in Possilpark, from railings, drinking fountains, bandstands and street lamps to architectural features for many railway stations and buildings like Selfridges in London. Post war the company moved into standard foundry work including being one of five foundries casting the classic British telephone box.

The foundry closed in 1967 and despite the negative impact on the local economy the street named after it remains a busy thoroughfare. It is here that Gary Walker runs a very successful butchers business supported by a very loyal customer base.





As a child at his parents' side, Gary used to visit the shop which then was one of several John Henderson units. When the time came to leave the local high school 15 year old Gary grasped the chance of employment at his local butchers. That was in 1983 and he has been in the same shop ever since. Gary picked up his own story:-

"I always fancied it when I was in this butcher's with my mum and dad. Then I saw the opportunity when an apprentice job came up, so I went for it."

In 1999 Gary acquired the business and became his own boss. He has introduced modern kitchen ready products but still retained the traditional favourites. "We listen to what our customers tell us, I think that is very very important."

Extremely influential he feels has been his SFMTA membership, he highlights the benefits in seeing new product ideas and talking with other butchers. Federation membership afforded him the opportunity to enter competitions and product evaluations. Winning awards have turned out to be a major boost to the Saracen Street butcher:-

"Ever since we won our first award last September, the shop has been flying. It has been great. We had a good steak pie trade before and on speaking to the customers they told us that our pies were cracking so we thought 'let's enter the competition'.



"To win the gold has been great. When the local papers picked up on it we discovered that a lot of people did not know that we were here. I was so annoyed with myself about that. I maybe missed a trick there!

"For customers to come in and say 'wow there is a butchers right on my doorstep' it's unbelievable. It was a wake up call for me. We have gained many customers because of that."

Gary Walker's steak pies are very special. They are sold with unfired pastry lids but Gary says the secret is buying good quality beef for them.

"We make sure the steak is double trimmed up so that there is no gristle. The seasoning for the steak pies is one that has been handed down over the years. We have tweaked it. It used to be a spicier pie than it is and then we make sure that there is a lot of gravy in our pies because customers tell us they like plenty of gravy."





John Scott Meats in Paisley are the main suppliers of beef and lamb to Gary. Pork comes from Robertsons in Ardrossan and Dalziel Meats augment supplies. Eggs come from a local supplier, Bet Aitken in Fintry.

The shop like many in the West of Scotland has a fantastic Lorne Sausage trade with nine different varieties of sliced available. Bars of Lorne are stacked in the chill like ingots and Italian spice is the favourite local variation. Walkers are moving forward using social media. They use Facebook and Twitter to reach out to customers, broadcasting recent shop news in addition to special user offers.

On the ready to eat counter customers can choose from traditional tastes, roasts of beef, lamb and pork. Around the shop there are various offers for a selection of 'Butcher packs'. There are offers to suit all purses ranging from £8.50 to £20 and £30. These packs are extremely popular since they also offer great value.

Open 8.30am until 5.00 Monday to Saturday with a full display maintained right up until 15 minutes before closing. If customers were seeking early morning purchases Gary would open earlier but going by demand the 8.30am start is the right call. Saturdays are still the busiest day of the week but Fridays and Wednesdays can also be strong.

All the sales are over the counter sales and accepting cards has been a big boost. Gary is assisted by four staff Paul, Marcus, his daughter Nicole and a Saturday / after school helper. Staff are encouraged to pursue formal vocational qualifications through Scottish Meat Training.



There is clearly great community spirit in and around this popular Possilpark butchers. Gary was not concerned about being photographed in the street for this feature but he had to put up with plenty of craic and several photo bombers. It all underlined what an important part Gary Walker Butchers plays in the life of the local community.

That works both ways. With their customers help, the business has raised in excess £17,000 over the last five years for the Teenage Cancer Trust. This followed Nicole Walker being diagnosed with ovarian cancer and her successful course of treatment at the Beatson Centre in Glasgow.

Nicole, her mum and dad and brother Garry raised sponsorship taking part in events such as the Great Scottish Run over 10 kilometres and collecting cans on the counter.



In July 2016 Gary Walker Butchers was awarded an Eat Safe Award from City of Glasgow Council as part of a Food Standards Scotland scheme to recognise excellence in food hygiene standards as assessed by the local Environmental Health Services as part of an ongoing inspection programme. Customers saw the funny side of Gary's certificate being signed by the local authority's Science and Regulation Manager who was also called Gary Walker!

Such recognition does not come without a high degree of commitment. Gary has HACCP in place and meticulously maintained. A very impressive standalone hands free wash hand basin sits behind the cooked meat counter. The unit made by Burco holds a self contained kettle and drainage system.

So with hygiene assured, award winning quality products and a cheerful warm welcome Gary Walker Butchers has a cast iron case to keep on steeling their knives and pouring their ingots of Lorne.

Farmer Shelf Watch Finds That Majority of Scottish Retailers Offer Scotch Beef Burgers

NFU Scotland is highlighting where consumers can go if they want to buy high-quality Scotch Beef Burgers.

The latest shelfwatch undertaken by Union members and staff found that clearly labelled Scottish burgers were available in the majority of large supermarket chains.

The secret shoppers identified that Tesco and Aldi are the two retailers in which shoppers were guaranteed that any burgers they bought would be Scottish. Scotch beef burgers were also on offer in Morrisons, the Co-op and Lidl. While not labelled as Scotch, all burgers in Sainsbury's, Waitrose and Marks and Spencers were British. The majority of burgers in the Asda store surveyed were not marked with any clear country of origin, but British ones were also available.

Those buying their burgers from their local butcher, farm shop or farmers market can just about be guaranteed that it will be Scottish that is going on the grill.

Speaking after looking at the results NFU Scotland Livestock Committee Chairman Charlie Adam said: "Farmers and the Scottish general public will be hoping the forecast of fine weather for next week comes true. And if people are digging out their barbeques, we want to help to make sure it is Scottish burgers on the menu.

"While many will use their local butcher or farm shop to source their meat, it is encouraging for anyone planning a barbie that the vast majority of large retailers in Scotland also offer Scotch beef burgers.

"All burgers available in the Tesco and Aldi stores are Scottish and this commitment to provenance and clear labelling is positive.

"It was unfortunate that the origin of some of the burgers available in Asda was not apparent from the label – something we have raised with the retailer - and this is why we think it is important for shoppers that we see clear Country of Origin Labelling for processed meats introduced in the UK.

"I would urge all of those retailers who do not currently offer Scotch Beef Burgers to go back to their own supply chain and make sure they offer burgers from Scotland in their Scottish stores."

Background

NFU Scotland's burger shelf watch surveyed a total of 9 supermarket stores, in the Midlothian area, looking at fresh beef offerings.

The NFU Scotland burger shelf watch took place on 11 August 2016 and looked at fresh burgers, not frozen.

Shelf watch results demonstrated a 100% commitment to fresh Scotch Beef Burgers from Tesco and Aldi and a Scottish offering from Lidl, The Co-op and Morrisons.

In summary, the shelf watch findings were:

Tesco (Corstorphine) - Total number of packs: 102 (Scotch: 102).

Aldi (Gorgie Edinburgh) – Total number of packs: 58 (Scotch: 28, Scottish: 30).

Lidl (Dalry Edinburgh) - Total number of packs: 142 (Scotch: 118, British: 24).

The Co-op (Dalry Edinburgh) - Total number of packs: 32 (Scotch: 26, British: 6).

Morrisons (Gyle Centre, Edinburgh) - Total number of packs: 61 (Scotch: 37, British: 24).

Marks and Spencer's (Gyle Centre) - Total number of packs: 233 (British: 233).

Sainsbury's (Murrayfield Edinburgh) - Total number of packs: 76 (British: 76).

Waitrose (Morningside Edinburgh) - Total number of packs: 134 (British: 34).

Asda (Chesser Edinburgh) - Total number of packs: 56 (No Clear Origin: 51, British: 5).

Livestock Prices

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

BEEF PRICES	W/E 20/08/16	Previous week	Previous year
Scottish Abattoirs			
Steers dwt	363.9 p/kg	360.9 p/kg	362.4 p/kg
Heifers dwt	368.7 p/kg	361.8 p/kg	365.1 p/kg
Young Bulls dwt	344.0 p/kg	341.8 p/kg	354.0 p/kg

Numbers			
Steers	3078	3505	3417
Heifers	2071	1723	2053
Young Bulls	769	1072	1062

BEEF PRICES	W/E 17/08/16	Previous week	Previous year
Scottish Auctions			
Steers lwt	201.45 p/kg	201.13 p/kg	207.35 p/kg
Heifers lwt	208.25 p/kg	205.76 p/kg	208.06 p/kg
Young bulls lwt	169.70 p/kg	166.72 p/kg	187.12 p/kg

Numbers			
Steers	135	99	109
Heifers	211	204	202
Young bulls	12	33	17

Deadweight cattle week ending 20th August 2016								
	All steers p/kg			All heifers p/kg			All Young bulls p/kg	
	3	4L	4H	3	4L	4H	3	4L
-U	369.9	368.8	367.5	380.7	377.5	372.3	364.4	360.8
R	369.2	371.6	371.9	373.2	372.0	370.9	355.7	358.5
O+	360.2	362.5	362.5	360.0	364.2	360.2	332.7	346.2
-O	319.6	327.1	306.1	310.4	324.8	330.3	296.1	-

SHEEP PRICES	W/E 17/08/16	Previous week	Previous year
Scottish Auctions Prices			
New Season SQQ lwt	182.61 p/kg	186.38 p/kg	144.95 p/kg
Ewes lwt	£54.33 /hd	£58.90 /hd	£52.57 /hd
Scottish Auctions Numbers			
New Season SQQ	16574	17855	16272
Ewes	8116	6430	4850

SHEEP PRICES	W/E 20/08/16	Previous week	Previous year	
GB Abattoirs				
Lambs SQQ dwt	426.4 p/kg	417.4 p/kg	335.3 p/kg	
Deadweight sheep week ending 20th August 2016 p/kg				
	U	438.7	436.2	425.0
	R	429.0	426.5	421.7
	O	412.3	412.5	413.6

PIG PRICES	W/E 20/08/16	Previous week	Previous year
GB Abattoirs			
All pigs DAPP	136.01 p/kg	135.00 p/kg	132.22 p/kg

GB deadweight pigs ending 20th August 2016 - p/kg					
p/kg dwt	Method 1 and 2	Change	p/kg dwt	Method 1 and 2	Change
Up to 59.9 kg	127.65	+0.76	80.0 – 89.9 kg	136.61	+1.26
60.0 – 69.9 kg	135.30	+0.96	90 kg and over	132.74	+0.48
70-0 – 79.9 kg	137.06	+1.20			

Retail Prices for w/e 27/08/16

AVERAGE PRICES	SFMTA AUGUST	SFMTA JULY	QMS AUGUST	QMS JULY
SCOTCH BEEF				
Fillet Steak	4067	4067	3996	3996
Sirloin Steak	2816	2816	2522	2522
Rolled Rib Roast	2182	2182		
Popeseye Steak	1788	1788	1734	1734
Topside	1464	1464	1204	1181
Round / Rump Steak	1432	1432		
Shoulder Steak	1165	1165	1141	1141
Rolled Brisket	1115	1115		
Steak Mince	1042	1042	848	848
Boiling Beef Bone In	720	720		
DOMESTIC LAMB				
Whole Leg of Lamb	1354	1369	1242	1242
Centre Cut Leg Bone In	1514	1514		
Gigot Lamb Chops	1734	1734		
Lamb Leg Steaks	1785	1785	1756	1756
Chump Lamb Chops	1689	1689		
Double Loin Lamb Chops	1744	1744	1679	1679
Single Loin Lamb Chops	1578	1578	1548	1586
Rolled Shoulder Lamb	1211	1211		
Lamb Shanks	745	745		
Diced Lamb	1452	1452	1435	1459
Minced Lamb	1300	1300	1297	1268
PORK				
Pork Tenderloin (Fillet)	1273	1273		
Pork Leg Steaks	978	978		
Double Loin Pork Chops	921	921	751	705
Single Loin Pork Chops	879	879		
Rolled Shoulder of Pork	759	759	687	687
Belly Pork	743	743		
Pork Loin Steaks	1064	1064	946	946
Diced Pork	838	838	733	733
PRODUCTS				
Beef Link Sausages	825	825		
Pork Link Sausages	839	839	636	636
Speciality Pork Sausages	873	873		
Sliced Beef Sausage	755	755		
Sliced Black Pudding	684	684		
Ball Haggis	781	781		
Scotch Pie	104	104		
Quarterpound Beefburger	109	109		
1lb Steak Ashette Pie	724	724		

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

Meat Managers Hygiene & HACCP Course



Wednesday 26th October 2016

09:00 hours to 17:00 hours

Venue TBC depending upon geography of demand

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

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

This course is intense but delivered over just one day.

It is certificated by Meat Training Council.

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

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

Course content outlines:

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

A training pack is provided for each business.

The pack contains:

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

Paper Master copies of blank HACCP template and forms

**BOOK NOW
PHONE CLAIRE
01738 637785**

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



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

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

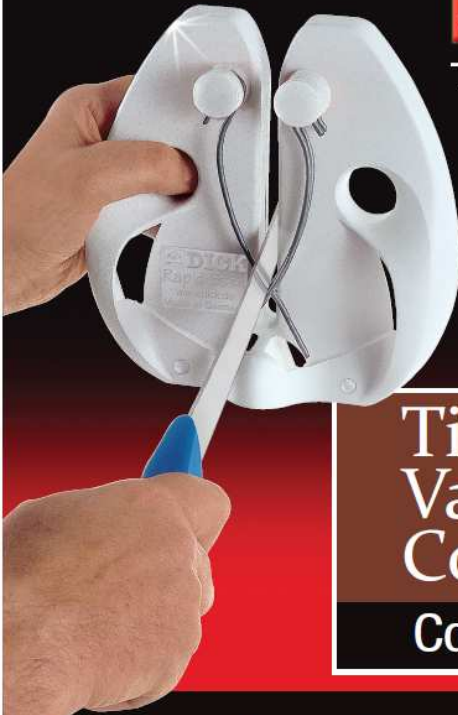
Paul Bache, Course Tutor

Wanted

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



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McDonnells
suppliers to the food trade

McDonnells to present at SFMTA Regional Meetings

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

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

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

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



Craft Butcher Social Media Presence

twitter.com/scocraftbutcher

facebook.com/scottishcraftbutchers/



**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
- Loyalty scheme with App for phones and NFC reader
- Christmas, Retail and Wholesale ordering
- Accounts, Invoicing and Statements
- Cross sell with pictures and prompts

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