

The Biennial Big Event for Scotland's Butchers

SCOTTISH
CRAFT BUTCHERS

organised
by Scottish butchers
for Scotland's butchers



SCOTTISH
CRAFT BUTCHERS

invite you to attend the

**SCOTTISH MEAT
TRADE FAIR
2017**

Sponsored by Grampian Oat Products



At Dewars Centre
The Ice Rink
Glover Street, Perth PH2 0TH
SUNDAY 14th MAY
10:00AM - 4:00PM

Featuring:-

SCOTTISH CRAFT BUTCHER AWARDS

MEAT SKILLS SCOTLAND

SCOTTISH HAGGIS CHAMPIONSHIP

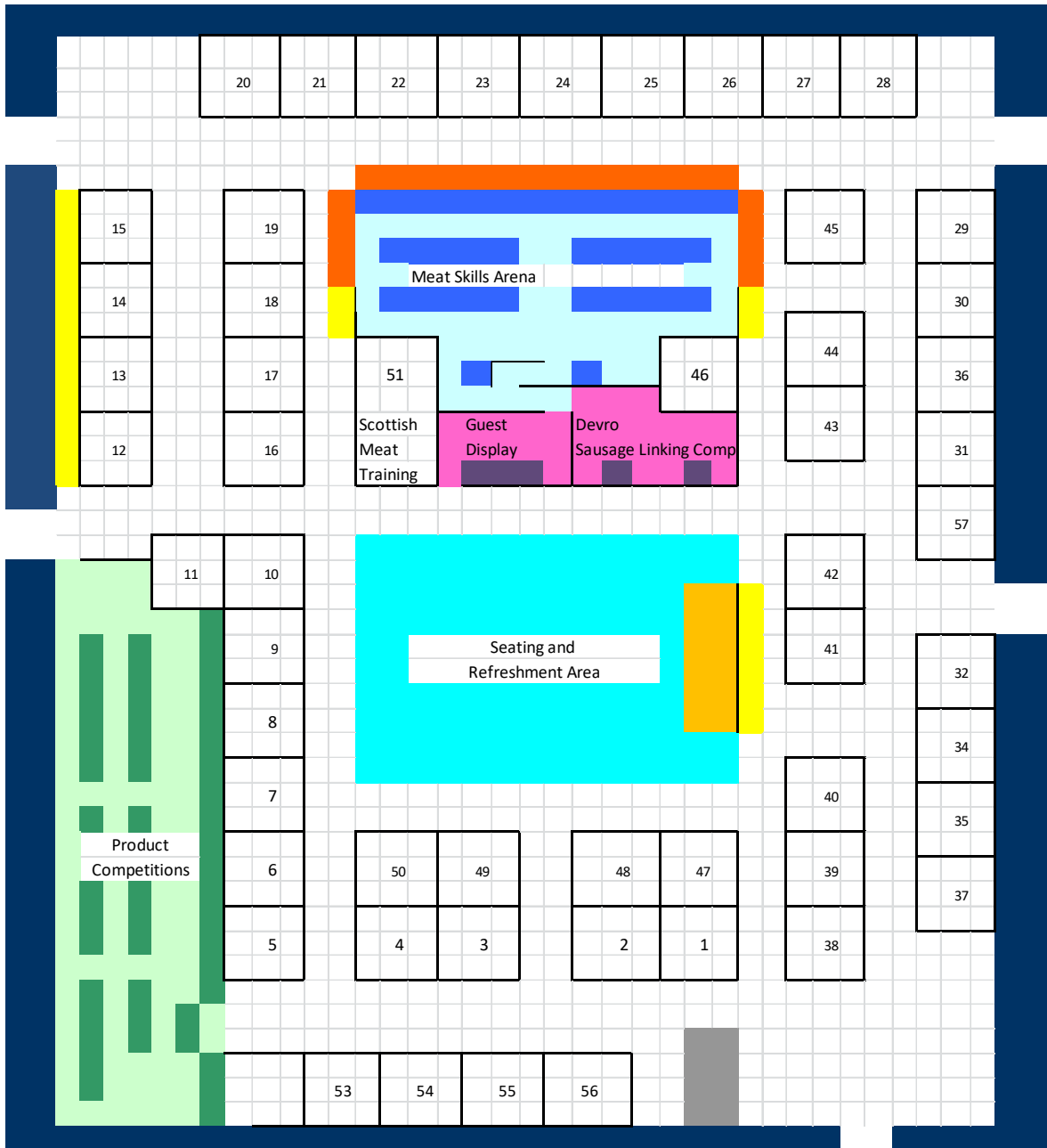
THE DEVRO CHALLENGE

SCOTTISH PORK SAUSAGE CHAMPIONSHIP

FLOOR PLAN

Scottish Craft Butchers Trade Fair

Dewars Centre, Perth



- Meat Displays Area
- Meat Skills Scotland
- Product Competition
- Registration
- empty area with full height wall adjacent
- empty area with half height wall adjacent
- stage

Who will be at Perth

EXHIBITORS DIRECTORY

Information on stand holders follows in alphabetical order

Name	Stand No
A E S (Equipment Cleaning) Ltd	37
A W Smith	16, 17, 18, 19
A P Jess Ltd	45
Baro Lighting (UK) Ltd	46
Beltex Sheep Society	10
Bizerba (UK) Ltd	43, 44
Capital Cooling Ltd	27
Clipper Tech Ltd	3
CATRA	56
Colin Hewitson	8, 9
Creation Social Media	31
Dalesman (Newcastle) Ltd	2, 48
Dalziel Ltd	12, 13, 14, 15
Devro (Scotland) Ltd	Sausage Linking
ESC Packaging	Unable to attend
Failte Foods	25
Guthrie Group Ltd	53
Inferface	36
Kelly Bronze (Scotland) Ltd	57
Lucas Ingredients	20, 21
Manchester Rusk Co Ltd	29, 30
Marshall Wilson Packaging Ltd	42
McAusland Crawford	5
McDonnells (Queen St) Ltd	38
Mrs Bridges	28
Multivac UK Limited	55
National Sheep Association	54
Paragon Products (UK) Ltd	11
Q Guild Butchers	34, 35
Robertson Fine Foods	6, 7
Scobie & Junor Ltd	1, 47
Scotweigh	39, 40
Silesia Grill Systems	32
Simplicity Marketing	26
TPS Scotland Ltd	49, 50
Walkers Shortbread Ltd	22
Walters Turkeys	4
Watco Systems Ltd	24
Wm Sword Ltd	23
Wireless Monitor Alert (WMA) Ltd	41

**SCOTTISH HAGGIS COMPETITION
AND SCOTTISH PORK SAUSAGE COMPETITIONS**

Entries must be submitted to the Product Competition Registration by 11.30am



PROGRAMME OF EVENTS

- 9:00 Meat Skills Competition 2017
Under 22 category until 11:30am
Prizes Sponsored by Dalziel Ltd.
- 10:00 Opening of Trade Fair
- 10:00 Display demonstration by Garrett Lander begins
- 10:00 Reception of Haggis Competition entries
Sponsored by Grampian Oat Products
Reception of Pork Sausage Competition entries
Sponsored by Lucas Ingredients
- 11:30 Haggis and Pork Sausage Competition entries close
- 12:30 Meat Skills Competition 2017
Over 22 category until 3:00pm
Prizes Sponsored by Dalziel Ltd.
- 1:00 Presentation to winners of 2017 Craft Butcher Awards.
BBQ Products Sponsored by Dalziel Ltd
Ready Meals Sponsored by Lucas Ingredients and Ready To Cook Products Sponsored by Scobies Direct
- 3:00 Scottish Meat Training – Presentation of Awards
- 3:45 Meat Skills Competition 2017 Results
- 4:00 Results of the Pork Sausage Competition
- 4:05 Results of the Scottish Haggis Competition



REFRESHMENT AREA

Everyone visiting the Scottish Craft Butchers Trade Fair is invited to use the central area where there will be seating and a supply of complimentary tea and coffee.

AES (EQUIPMENT CLEANING) LTD

STAND NUMBER 37

1. Equipment Cleaning Machines
2. Box, Basket & Board Cleaning Machines
3. Baking Tray Cleaning Machines

Contact: Malcolm Crawford
Fax: 01563 573103 Mobile: 07788926925

Tel: 01563 551122
Email: mcrawford10@gmail.com

A W SMITH

STAND NUMBER 16,17,18,19

If you want to find out why "Smiths are Sundries" then now's your chance.

Along with having an outstanding display of machinery and equipment for the retail butcher on our stand, expert and knowledgeable staff will be there to answer your questions or assist you in finding whatever you're looking for, from the everyday to the unusual.

Drawing on almost 100 years of experience, we're constantly expanding our range of sundries and equipment, to ensure you get the right equipment for the job, every time.

That's why Smiths is Sundries!

Contact: Garry Maddocks
Tel: 0121 486 4500
Email: garry.maddocks@awsmith.co.uk

Fax: 0121 486 4501

A P JESS LTD

STAND NUMBER 45

A.P. Jess was established in 1976, and is located at Sandyford Abattoir in Paisley, Renfrewshire. It is a fully owned subsidiary of one of Scotland's largest family meat groups; namely A.P. Jess Ltd. Our main focus is on supplying quality UK beef from which we can offer a wide variety of products; full carcasses, bone in beef, vacuum packed primal cuts and of course our own bespoke brands.



We supply some of the most discerning meat processors in the UK and our customers include; Retail Butchers, Catering Butchers, Wholesale Butchers, Distribution Depots and many more. The company processes more than 10,000 cattle per year from which we can offer complete traceability along the chain from "Farm to Fork" with our production meeting the high BRC accreditation standards

We at A.P. Jess are committed to ensuring the long-term security of supply to our customers; of the highest quality, environmentally friendly and fully traceable farm assured meat products.

Contact: David Jess
Website : www.apjess.co.uk

Tel: 0141 889 8891
Email: info@apjess.co.uk

Supplier of beef and lamb for Meat Skills Scotland 2017

BARO LIGHTING (UK) LTD

STAND NUMBER 46

BÄRO

Retail
Lighting

Fresh Light
for
Fresh Products

BARO Lighting are manufacturers and designers of state-of-the-art LED lighting systems for the perfect illumination of fresh meats, cooked meats, and all other perishable produce.

We provide a unique range of colour-specific LED lights to ensure that your food displays are perfectly presented, therefore boosting your sales.

Our latest LED lights are: Cost effective, Energy efficient, Supplied with a 5-year warranty for added peace of mind, and can significantly reduce your energy and maintenance costs.

Please visit us on Stand 46 for further information, a friendly chat, and a demonstration of how we can transform your shop with light and colour!

Or, contact our head office on 0845 519 2154 or simon.barker@baero.com

BIZERBA (UK) LTD

STAND NUMBER 43, 44

Bizerba products have been a familiar sight in the UK for over 40 years, with Sales & Service colleagues spread throughout the UK and Ireland.

BIZERBA

■ ... *closer to your business*

Weighing scales & cash tills, back-office software, slicers, mincers, vacuum packers, labelling and price labelling machines make up just part of the extensive range of equipment available.

Tel: 01908 682740

Email: info@bizerba.co.uk

UNAUTHORISED TRADING

In the interest of all exhibitors and sponsors and in the spirit of the Trade Fair, we request that companies conducting business who do not have a stand are reported to SFMTA. These companies will be asked to leave the Trade Fair.

CAPITAL COOLING

STAND NUMBER 27



Capital Cooling is a UK based manufacturer of commercial refrigeration equipment.

One of the UK's only one-stop-shops for refrigeration equipment covering everything from the manufacture, supply, delivery and installation of display and storage refrigeration, walk-in cold & freezer rooms as well as air conditioning systems.

In addition Capital provide total aftersales support with a nationwide network of refrigeration engineers on call 24/7.

Products supplied include refrigerated serve over counters, open front chillers, display chillers/freezers and chest freezers.

Contact Capital for a no obligation quote and site visit.

Contact: Gerry Simpson Tel: 0844 644 4004

Website: www.capitalcooling.com

Email : info@capitalcooling.com

Fax: 01506 859123

CATRA

STAND NUMBER 56

CATRA will be showing their range of high sharpness and low skill knife sharpening machines including

The CATRASHARP for the small to large butchers shop

The Model I 100 for the small to large meat processing plant and mobile knife sharpening services

The CATRAHONE, for use in the home, so that your wife doesn't ask you to take knives into your shop to sharpen.

Special show offer, buy a CATRASHARP or an I 100 for your business at the show and get a FREE CATRAHONE for your home kitchen.

Contact: R C Hamby

Website : www.catra.org

Tel: 0114 276 9736

Email: hamby@catra.org

Fax: 0114 2722151

Bring your knives to the Trade Fair

This is a great opportunity to have all your knives sharpened for free. More than one stand will be demonstrating knife sharpeners and this is a great opportunity for you to go home with keenly sharpened tools.

CLIPPER TECH LTD

STAND NUMBER 3

ClipperTech offer a range of products for the food industry, including hand operated and automatic clipping machines, temperature monitoring equipment, pie dyes and thermocouples.

We are able to offer service contracts on all clippers and calibration of temperature monitoring equipment. A wide range of aluminium clips, including reel fed clips are available from ClipperTech.

Recent products within the food industry have included the flow measurement of effluent discharge. This has proved to be very cost effective to our clients in reducing their effluent charges and statistics have shown that they reclaimed the money spent within six months of the equipment's installation.

UV treatment of process water in the food industry is now becoming a mandatory requirement in England and we would expect to see this requirement eventually in Scotland. We offer a range of systems from small domestic to large industrial systems at competitive prices to meet these requirements. UV treatment is a simple no chemical approach to disinfecting water supplies against all bacteria, including E-coli.

Contact: Michelle Wallace Tel: 01383 851133
Email: michelle@clippertech.co.uk

Fax: 01383 851144
Web: www.clippertech.co.uk

CREATION SOCIAL MEDIA

STAND NUMBER 31

Learn to use social media well and it will soon become one of your top business tools. And we're the proof - when we started Creation Social Media back in 2011, we didn't just build a business around social media, we did it using social media. We started from zero but today we can say we've connected with hundreds of businesses and turned scores of them into clients. That's exactly what we want for you.



Creation Social Media

We're all for making life online much easier - our training style is to keep things straightforward, practical and jargon-free. We mix our business experience, social media know-how and sheer enthusiasm to get you to a place where social media works for you and your business.

Contact: Graham Innes Helen Warburton
Email: info@creationsocialmedia.com

Tel: 01738 245002
Website: www.creationsocialmedia.com



SCOTTISH HAGGIS COMPETITION

Sponsored by Grampian Oat Products

Sunday 14th May 2017

Entries must be submitted to the Competition

Registration by 11.30am

COLIN HEWITSON

WEIGHING & FOOD PROCESSING EXPERTISE

COLIN HEWITSON

STAND NUMBER 8, 9

With almost 30 years of experience, Colin Hewitson is recognised as one of the most respected & knowledgeable dealers within the weighing & food processing industry. One of the first corporate members of the SFMTA he has been proactive within the federation for almost 20 years supporting them with sponsorship & general corporate support.

His expertise with Avery Berkel system scales is renowned throughout the industry & with the velocity software package his expertise continues to enhance the independent meat trade business in Scotland. Working in partnership since 1997 with Superior Food Machinery he also offers a huge choice in top quality food processing equipment with service back up that is unrivalled in this field. With over 1000 satisfied customers it is understandable that a glowing referral is always available.

Contact: Katy or Colin Hewitson Tel: 01292 283111 E-mail: colinhewitson@dslmail.co.uk

DALESMAN (NEWCASTLE) LTD

STAND NUMBER 2, 48

For nearly 40 years, The Dalesman Group have been at the forefront of manufacturing the finest selection of **seasonings, fine food ingredients, culinary** and **functional blends** that have inspired taste and helped engage the nation's passion for flavourful food.



By using only **top quality ingredients**, our experts work with customers to create innovative products that do not compromise on flavour, taste or functionality. We have over **8,000 unique recipes** that have been expertly blended to ensure they deliver the most exceptional flavours. What's more, a number of our product ranges are nationally recognised for their unrivalled quality, including our **multi-award winning Country Fayre ®, Desire ®, Dalesman ®, SBN ® & Spicey but Nicey ®** ranges.

We have an unrivalled reputation for **quality** and **innovation**, which is evident in our **BRC AA** rating. This, teamed with a true passion and understanding of flavours and ingredients, perfectly allows us to deliver unique blends and solutions that are truly industry leading.

On the day, we will be showcasing some of our fantastic products and offering **exclusive discounts** to visitors, including some BBQ favourites and some classic mainstays of any butchers counter. We will also have some **samples** available for you to try and experience for yourself the difference a Dalesman product can make.

Be sure to stop by **Stand 2 and 48** to find out more.

Contact Name: Angela Evans

E Mail: newcastle@thedaesmangroup.co.uk

Website: www.thedaesmangroup.co.uk

www.dalesmandirect.co.uk (Scotland Only)

Tel: 0191 2596363

DALZIEL LTD

STAND NUMBER 12, 13, 14, 15

Family owned Dalziel Ltd have been delivering top brand quality ingredients, and the very best in meat and sundries to retail butchers across Scotland for almost a century.

On our stand you'll see Dalziel's team of butchers along with the Sauce It Demonstration Team in full flow, producing stunning displays with quick and simple value added products that are sure to delight your customers and boost your profits.

We're also pleased to welcome back on the stand again this year our work wear experts, Zoetelief, who'll be demonstrating how to create the perfect in store impression and give your business a simple yet spectacular makeover using their bespoke range of superb looking, great fitting, practical uniforms.



DALZIEL
SERVICE • QUALITY • VALUE

Take the opportunity to talk to our dedicated meat sales team and check out their superb meat display. The team are always keen to assist in balancing your stocks when those surprise catering orders come in.

And don't forget, we'll have some unrepeatable offers for you that will only be available on the day of the show.

Dalziel: Delivering Butchers the Best.

Contact: Jim Fox
Tel: 01698 749595
Fax: 01698 740503
Email: jim.fox@dalziel.co.uk

Prizes sponsor Meat Skills Scotland 2017

DEVRO

STAND: Sausage Linking Competition

Devro will be with us on the day to show their breakthrough in natural collagen casing, where the clarity of the casing simply enhances the quality of your premium sausage.

There is also a chance to talk to our dedicated meat sales team who are keen to assist in balancing your stocks when those surprise catering orders come in.

And don't forget, we'll have some unrepeatable offers for you that will only be available on the day of the show.

Contact: Thomas Downie
Website: www.devro.com

Tel: 07715764268
Email: thomas.downie@devro.com



ESC PACKAGING

STAND NUMBER 10



Your Brand...Your Environment...Your Choice.

Please come and say hello and check out our beautifully designed shelf ready packaging solutions, including pie boxes, sleeves, wraps, foodgrade shaped boards and hamper delivery boxes.

We have 10 special show offers, including machine washable reuseable carriers, counter bags, duplex sheets insulated bags

and boxes. Collect your FREE machine washable tote bag and leave your business card to be entered into our prize draw to win 500 personalised with your own design! They retail for £1.50 each making you £750.00 pure profit AND they're great free advertising too! David Bennett & Son Butchers from Dunblane was our 2015 winner of this prize and Graham loved them so much he then ordered another 1000!

REMEMBER WE DON'T JUST MAKE BAGS! It's vitally important that now more than ever your company is seen as being the best in your area for quality produce and value for money. This is definitely not the time to be taking a back seat on your brand. With your carrier bags and packaging being such a visual representation of your business, push your name – your brand – now with new, modern packaging designed by us.

We also have warehouses crammed full of stock, including: Carrier bags (HDPE, MDPE or LDPE); Flat paper bags, HD Counter bags; LD poly bags; Adhesive tapes; Wrapping sheets (Greaseproof, Waxed paper, Duplex, HDPE, polyprop); Paper towels; Rectangle Microwave Tubs & Lids; Polystyrene Tubs & Lids; Plastic Tubs & Lids; Hot chicken bags; Black sacks; Catering sacks; Cardboard boxes, Re-useable fabric bags and so much more.

ESC works with some of the best known butchers across the UK and we'll have samples of a huge range of packaging solutions on show. We're looking forward to seeing you.

Contact: Carri Walker Tel: 01383 418610 Facebook\carrierbags

Email: sales@eosc.co.uk Website: www.eosc.co.uk Twitter @ESCPackaging

IMPORTANT 'BREAKING' NEWS:

Due to an unfortunate accident Carri (broken collar bone) and ESC Packaging cannot be in attendance as planned.

Carri apologises for this since she looks forward to meeting customers at this event. If you would like to call her, she would be pleased to talk to you.

SCOTTISH HAGGIS COMPETITION AND SCOTTISH PORK SAUSAGE COMPETITIONS

Entries must be submitted to the Product Competition Registration by 11.30am



FAILTE FOOD SERVICE LTD

STAND NUMBER 25

What's Your Beef – Rib Eye, Sirloin, Fillet?

Lovers of high quality top grade beef should stop by the **Failte Foods** stand and try some of the delicious prime cuts on offer for sampling. Presented in collaboration with **Hewitt Meats**, you're guaranteed a friendly welcome from Grant and James, the respective MD's of Failte Foods and Hewitt Meats, and whose passion and enthusiasm for all things beef is as extensive as it is knowledgeable.

As the chosen distributor for Hewitt's beef in Scotland, Failte Foods provide access to a wide variety of quality meat products that can be produced and tailored to the customer's individual specification. From vacuum packed primal, **bone in** and **boneless cuts**, fresh and **Dry Aged 21 Day matured** through to **P.A.D.** and frozen manufacturing meat. Only **Steer beef** of **U + R grade** is used for **ALL** Hewitt sourced beef.

Also presenting on the Failte Foods stand this year are **Bearfields** and **Van der May**; two leaders in their respective fields of **Gammons** and **Bacon**.

Again quality underpins the longstanding relationship between the companies. Bearfields produce some of the most flavoursome **traditional style Cooked Gammons** available – they could easily pass as butcher home-made.

And Van der May's **Traditional Beechwood Smoked Bacon**.....taste it and see what all the fuss is about - hands down the tastiest bacon we know!

Contact: Grant Rennie
Email: sales@failtefoods.com

Tel: 0141 548 6170
Website: www.failtefoods.com

GUTHRIE GROUP

STAND NUMBER 53

Guthrie Group Ltd is Scotland's leading procurement specialist and a distributor of health and safety equipment and facilities supplies to the public sector and food industry.

An ethical company, it has built its reputation and business by embedding sustainability and transparency into its supply chain practices. Its high quality service delivery is backed up by top ranked BRC accreditation and ISO certification, demonstrating that for industries that need to know the source of goods, and a reliable service, Guthries has no equal in Scotland.

Set up by Graham Guthrie nearly 30 years ago, Guthrie Group Ltd offers a customer centric approach. Our staff will visit a customer: identify their individual needs, and offer tailor made Health & Safety purchasing solutions which are compliant with regulations. At all times our key objectives are: to save our customers' time; add value to their procurement processes by providing quality products and service at reasonable cost, and give them peace of mind.

The company is now leading the way with the use of technology. Guthries IMS-an inventory management system it designed- has been shown to save one food industry client more than 20 per cent on product costs, in addition to time and labour cost savings.

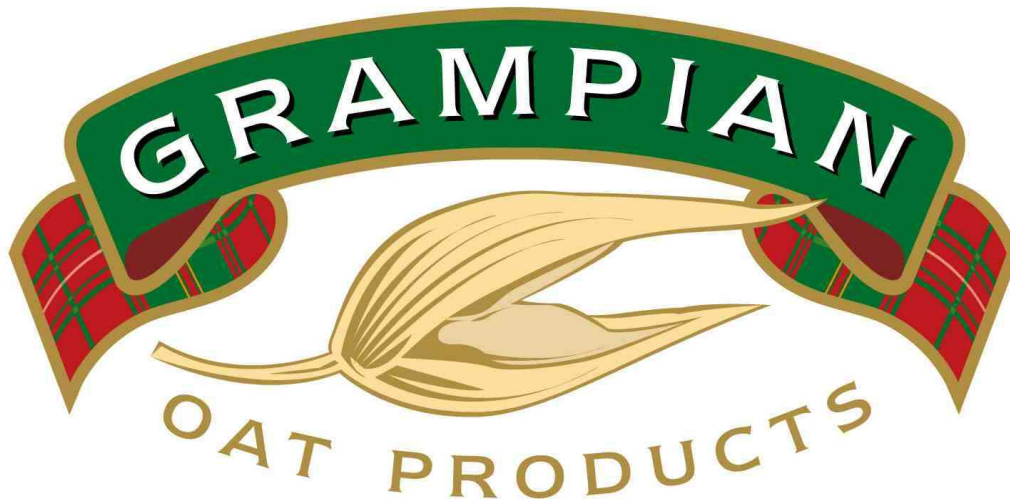
In 2014 Guthries was the first company in its market sector to obtain British Retail Consortium's Global Standard in Storage & Distribution. This has been repeated annually since.

The company culture and personality is that of a friendly, family owned business that cares about customers and employees, and goes out of its way to deliver smart purchasing solutions, quality products and services.

Contact: Caroline Brown
Website: www.guthriegrup.co.uk

Tel: 01750 21858
Email: selkirk@guthriegrup.co.uk

GRAMPIAN OAT PRODUCTS



Sponsors of the 2017 Scottish Haggis Competition

Hamlyns are Scotland's premier producer of Scottish oatmeal and porridge oats. Guaranteed 100% Scottish from seed to mill to finished product, we combine the traditional skills of the miller with a modern processing environment at our mill at Boyndie in Banffshire.

Whether you require medium or pinhead oatmeal, you can be assured of a traditional, quality product, produced using only the finest Scottish oats.

For details of where to purchase our products, visit www.hamlynsoats.co.uk or call us on 01261 843330.



KELLY BRONZE (SCOTLAND) LTD

STAND NUMBER 57

HAPPY 10TH ANNIVERSARY KELLYBRONZE SCOTLAND!



Kelly Turkeys are the only Christmas turkey producers in the UK to have total control of the entire production chain, through their own pure line genetics.

Now in its 10th year, KellyBronze Scotland, farmed by the Monk family in Stewarton, Ayrshire, is unique in Scotland, as they breed, rear, pluck and sell their birds themselves.

Meaning they can offer the following to their customers:

- Full traceability – from gene and egg, right through to your counter.
- The flexibility to accommodate late and changing requirements.
- The only farms in Scotland that have their own laying flocks; take the birds from day old chicks; rear them, right through their life and produce them, oven ready for sale.

This multi award winning bird is the choice of many Foodies.

They are from the first hatches of the season - so more mature at Christmas.

The bird is presented wrapped in grease proof paper and an individual box allowing cool fridge air to get to the turkey and improve shelf life. The cooking, carving and recipe booklet ensures customers have the opportunity to cook it to perfection, along with a meat thermometer that takes out all the guesswork. The bird cooks simply & quickly!

Come along to STAND 57, say hello to some of the family and find out more about stocking the most awarded bird in Britain.

Contact:

Email: sidehead@kellyturkeys.com

Tel: 01560 482404

Website:

www.kellybronze.com

GARRETT LANDER

DEMONSTRATION AREA

‘Best Butcher in Ireland’

A major attraction at the Perth show will be a display by Garrett Lander from Limerick.

Garrett will start working on his display from 10.00am onwards and will be able to chat to attendees and answer their questions as he works.

Garrett Lander’s reputation has been well earned and he has been honoured at the highest levels in the food industry in Ireland and on the other side of the world in Australia.

Garrett’s has been the recipient of numerous awards nationally including multiple McKennas’ Guides *Best in Ireland Awards*, one of the most respected badges of merit in Irish contemporary food.



We look forward to his visit

LUCAS INGREDIENTS

STAND NUMBER 20,21



Sausage Mixes and Seasonings, Burger Mixes and Seasonings, Cures and Brines, Gravies, Savoury pastry products and Sauces, Glazes, Rusks and Stuffings

Come visit the Lucas stand for product tasters, ideas, and show offers.

For more information and recipes go to www.lucas-ingredients.co.uk , or call the free Lucas Helpline on 0800 138 5837.

Contact: Judith Johnston

Email: Judith.Johnston@kerry.com

Cabinet sponsor Meat Skills Scotland 2017

Tel: 07748807893

Web: www.lucas-ingredients.co.uk



SCOTTISH PORK SAUSAGE COMPETITION

Sponsored by Lucas Ingredients

Sunday 14th May 2017

Entries must be submitted to the Competition Registration by 11.30am
Entries should be pre paid and in the post to SFMTA by Monday 8th May.

MARSHALL WILSON PACKAGING LTD.

STAND NUMBER 42



Established in 1991, Marshall Wilson Packaging, Industrial Packaging, Retail Packaging, Catering Disposables, Polythene & More Than One Thousand Stock Lines

Marshall Wilson Packaging has today within its sales team more than 200 years of service in the packaging trade. No other packaging company can offer that level of experience, giving you the

confidence of knowing that you are dealing with a company who know what you are talking about and that can give you the best advice.

Unit 3, 35, Bogmoor Place, Glasgow, Lanarkshire, G51 4TQ

Contact: Ian Queen

Tel: 041 445 3199

Web: www.marshallwilson.co.uk

McAUSLAND CRAWFORD

STAND NUMBER 5

Everyone at McAusland Crawford would like to extend a warm welcome to all Federation members and guests who are able to attend the 2017 Scottish Meat Trades Fair.

We will be showing some of our standard Sausage and Burger products, but with a few flavour twists along the way.

Also appearing on our stand will be Craig Wodhall of Raps UK who will be showing a range of marinades with introductory offers.

They will be launching some new products including Fajita and Peri Peri marinades.

Make sure you come along to stand number 5 to see some finished product ideas offering you unique selling points and opportunities to increase profits for your business.

Enquiries welcome for products blended to customers own specifications. Visitors to the stand can view samples of all the above products.

Contact: Robert Watson
Tel: 0141 849 7033

Email: office@mcauslandcrawford.co.uk
Fax: 0141 849 7034

Cabinet sponsor Meat Skills Scotland 2017



McDONNELLS (QUEEN ST) LTD

STAND NUMBER 38

All the way from Dublin: McDonnell's, Partners with F. Dick in Germany, will be displaying and demonstrating a wide of F. Dick, Sharpening Machines, Knives, and Steels.

Also featured will be our very successful "**Timesaver**" Vacuum Cook-in-bags. Cooks up to 220 degrees. Visit and Collect your Free Sample.

- F. Dick products will be available for purchase on the Stand, including, color coded Knives, Utensils, Scissors, and, our New "Timesaver" Baking Mats.
- Butchers can increase Profit selling Kitchen Knives and Utensils, come to our stand for more details.
We have the latest range of Chainmail
- Enter our free Draw on the stand for a set of Butchers Knives & Steel.



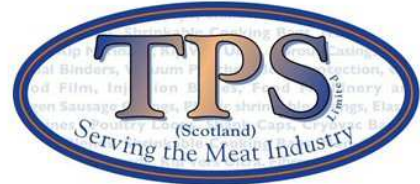
**Cabinet sponsor
Meat Skills Scotland 2017**

Contact: Margaret Walsh
Tel: +3531 677 8123
Fax: +3531 677 4491
Email: sales@mcdonnells.ie
Visit our Website,
www.mcdonnells.ie

2017 MEAT SKILLS SCOTLAND



DALZIEL
SERVICE • QUALITY • VALUE



Judging took place throughout March in the heats of the 2017 Meat Skills Scotland competition. From an initial entry of 30, the finalists qualified for the finals in Perth. Congratulations to all who have qualified to take part in the Final. The standard of entries stunned judges George Lees and Stewart Dempsey.

George and Stewart said that they were privileged to be invited to so many shops to judge the heats and thanked employers for giving their butchers time and encouragement to practice for, and take part in the competition.

The judges reported that this year the entrants have really upped their game. All competitors were full of enthusiasm and much ingenuity was shown in preparing and displaying a shoulder of pork. These young butchers are a credit to the Meat Trade. The competitors who have not reached the final should be aware that the competition was extremely stiff but should all be encouraged to try again in 2019.

Finalists Over 22 category

12.30pm – 3.00pm

Neil Anderson, Cairngorm Butchers, Grantown
Bryan Hume, Shaws Fine Meats, Lauder
Colin McKinnon, Blair Drummond Smiddy
Jamie Syme, Alex Mitchell, Glenrothes

Finalists Under 22 category

09.00am – 12.00pm

Ryan Briggs, AJ Learmonth, Jedburgh
Jason Cowan, DH Robertson, Arbroath
Daniel Earl, Kilnford Farm Shop
Liam Gordon, Donald Russell, Inverurie

Meat Skills Scotland 2017

Thank you to the sponsors who have so far pledged their support namely, Dalziel Ltd., Clydesdale Bank, Lucas Ingredients, McAusland Crawford, Robertsons Fine Foods, Scobie & Junor, TPS Scotland, SQA and McDonnells (Queen St). #Dewars2017

MRC THE FLAVA PEOPLE

STAND NUMBER 29,30

Born in the butchery trade in 1976, our third generation family business has been blending delicious marinades, seasonings, sauce, crumbs and glazes for the food industry every sine.

We're seriously passionate about all things that include food and flavour and we know that it's an extremely competitive and dynamic market, one that rewards genuine innovation.

Our eclectic team, work tirelessly in researching and developing the next big thing to amaze the butchers market.

Eight out of ten butchers in the UK and Ireland use MRC products.

CONTACT NAME: Andy Williams

EMAIL: andrew@theflavapeople.co.uk

PHONE: 07554 434283

WEBSITE: www.theflavapeople.co.uk



THE FLAVA PEOPLE

MRS BRIDGES

STAND NUMBER 28

Mrs Bridges we know today has become synonymous with quality, provenance, and tradition. With a refreshed new look of copper and hints of colour Mrs Bridges continues to use the signature jar shape which is exclusive to her.



Made in small batches, using traditional methods and bursting with the finest ingredients, the portfolio of over 150 products includes a range of quality preserves, marmalades, chutneys, curds & honey, relishes & salsas, mustards and gift packs.

Awarded over 60 Great Taste Awards and 2 Queens Awards for Enterprise, Mrs Bridges has remained true to the original founder's ethos of creating superior-tasting products - an everyday taste of luxury.

Mrs Bridges has perfected the art of gifting with jute bag hampers, in a variety of colours, that are appreciated by all. In this brochure you will find the new Mrs Bridges full range of marmalades, preserves, chutneys and relishes, bakery, confectionery and gift packs.

With a dedicated sales and customer service team, the new Mrs Bridges range delivers luxury products developed exclusively for independent retailers. We hope you feel inspired by this year's range.

Contact Name: Samantha Coates

Tel: 01241 432 500

Website: www.mrsbridges.co.uk

Email: samantha.coates@mackays.com

MULTIVAC UK LIMITED

STAND NUMBER 55



MULTIVAC

BETTER PACKAGING

MULTIVAC is one of the leading providers worldwide of packaging solutions and in the UK MULTIVAC is the no.1 supplier for vacuum packaging chamber machines. In addition to packaging solutions, MULTIVAC UK is proud to be the exclusive UK agent for Risco Food Processing Solutions, specialising in supplying meat processing machinery including grinders, paddle mixers, fillers/portioners. Visit MULTIVAC at stand 55 to see how MULTIVAC can support your business.

Contacts:

Craig Mahoney: Chambers Product Manager Craig.mahoney@multivac.co.uk | 07388380273

Liam Smith – Processing Product Manager Liam.smith@multivac.co.uk | 07808761105

Website: www.multivac.co.uk

PARAGON PRODUCTS (UK) LTD STAND NUMBER 11

Cleaning and hygiene specialists.

With nearly 30 years of experience in the food sector, we specialise in helping our customers formulate and implement cost effect cleaning systems that are specific to their requirements. As an ever-evolving company we pride ourselves on helping our customers stay ahead of the game by keeping them compliant with current EHO and FSA guidelines and legislation.



We specialise in:

- Cleaning systems (chemical products and equipment)
- Cross contamination systems
- Control Documentation
- Colour coded systems
- Dilution control systems
- Training
- Surface and water swab tests
- Brush systems (including bespoke brushes for sausage machine nozzles, mincer cylinders etc)
- Electronic temperature equipment
- Infrared dispenser systems
- Signage and visual aides

In addition, we operated with sector based field experts who are trained to help evaluate, implement and maintain you cleaning systems.

Please, feel free to visit us on STAND 11 to discuss how we can help you and the cleaning function of your business. We hope you enjoy the show and look forward to meeting with you.

Contacts: Ian Urquhart / Aubrey Christian

Tel: 0131 653 2222 Fax: 0131 653 2272

Web: www.paragongroup.co.uk

Q GUILD BUTCHERS

STAND NUMBER 34

**Become One of Britain's Best Butchers!
Join the Q Guild**

Why You Should Join the Q Guild

The Q Guild is a passionate community of butchers committed to providing the best independent meat buying experience for the British public.

Q Butchers are dedicated to the quality of their produce and are trusted by millions of consumers to deliver a first class service.

They really care about provenance, presentation, and product innovation and observe the highest standards of food safety and hygiene.

A Q Guild Butcher is a champion of the highest level of meat retailing and the Q Guild gives them a voice. Regular Regional meetings provide butchers with a chance to network with others and share ideas on how to build their businesses. Proactive marketing makes sure that consumers know what being a Q Butcher means to keep them ahead of their competition. A wide network of celebrity chefs, partners and other meat-loving communities adds scale and impact to their reach on your behalf.

The Q Guild provides an excellent platform for good butchers to be great.

If you think your business would qualify as one of Britain's Best Butchers, then apply to join the Q Guild. Tel: 01738 633160 Email: info@qguild.co.uk



ROBERTSONS FINE FOODS

STAND NUMBER 6, 7

We have been producing high quality Scottish pork and bacon in Ayrshire since 1870, from Scottish born and reared pigs, selected for us by farmers we have worked in partnership with for decades. Our recipes are traditional and have been passed down through five generations of the Robertson family.

EST.  1870

ROBERTSON'S
Fine Foods of Ayrshire

We are an 'AA' BCRA and SALSA accredited facility and are members of the Quality Meat Scotland assurance scheme, through which we are proud to be the largest supplier of Specially Selected Pork and Bacon to Scotland's retail butchers and catering butchers.



With an extensive range of Scottish pork and bacon, we offer primal cuts, manufactured, sliced, and cooked products, all produced through our own abattoir and Ayrshire smokehouse.

A business with family values, we pride ourselves on first class customer service, value for money and being a company you can trust.

With full control at every stage of the process, we ensure that the high standards and the excellent reputation we have achieved throughout the years is maintained.

Contact: Barry Robertson

Tel: 01294 463936

Fax: 01294 472187

Supplier of pork for Meat Skills Scotland 2017

SCOBIE & JUNOR LTD

STAND NUMBER 1, 47

ScobiesDirect based in East Kilbride is the division of the Scobie & Junor group which specifically addresses the retail butcher market.

A leading edge e-commerce web site ScobiesDirect.com is the recommended way to take advantage of

- ✓ Fast, easy ordering of all the products you need to run your business
- ✓ Recipe ideas
- ✓ Full declaration and technical specifications
- ✓ Loyalty points
- ✓ Order tracking
- ✓ Online invoices
- ✓ Fast, accurate picking , packing and next day delivery from our BRC accredited warehouse



At the show, we will be demonstrating:-

- The latest model from the Compac range of tray sealing systems, brilliantly engineered from an Italian manufacturer and available exclusively in the UK via ScobiesDirect. The system allows multiple die formats within the specification you purchase and a full range of APET and CPET trays to suit the fresh and ready meals market or both.

We will be showing our new range of ovenable and microwavable vacuum pouches, and the range of specially prepared sauces to use with them to create superb ready to cook meals for your customers. This provides the ultimate convenience for your customers as all they simply need to do is place the pouch in their oven or microwave.

Contact: Tom Lawn: Tel: 0800 783 7331

Twitter: @scobiesdirect

Website: www.scobiesdirect.com

Email: info@scobiesdirect.com

Cabinet sponsor Meat Skills Scotland 2017

SCOTWEIGH

STAND NUMBER 39,40

Independent - like you. Experienced in our chosen field - like you.

SCOTWEIGH

Always working to keep not just up to the minute but to be ahead of the curve - like you. We care about our products - like you.

Quality matters to us whether it's the products we fit or the services we supply - like you.

Whether you need a front shop sales system, compliance for the changing labelling requirements, traceability for your pies or an overhead track scale to weigh beasts, Scotweigh can provide the solution for you.

With 30 years in the weighing industry you can trust us to work with you to make your business more efficient, more flexible and more up to date.

Contact: Ian or Duncan

Tel: 01324611311

Email: sales@scotweigh.co.uk

Fax -01324 626777

Website: www.scotweigh.co.uk

SCOTTISH MEAT TRAINING

On the Job Vocational Training

Modern Apprenticeships for all age groups

Scottish Meat Training (SMT) is the training arm of the Scottish Federation of Meat Traders Association. For almost 30 years, it has successfully delivered training to the retail and wholesale meat industry in Scotland.



SMT believe that educating a new generation in the specialist skills of our trade is vital as the meat industry has an ageing workforce. We are providing structured SVQ training programmes using the Food Manufacture Modern Apprenticeships in Meat and Poultry Processing skills resulting in recognised qualifications for all those entering our industry and also for our existing workforce in both the wholesale and retail sectors.

SMT currently has over 200 trainees undertaking Level 2 and Level 3 Modern Apprenticeships in Food and Drink operations across Scotland – from Solway to Shetland. Training places are in great demand and SMT has surpassed its anticipated intake of trainees for the contract year ending on 31st March 2017.

SMT helps source funding for wages assistance for companies looking to employ young people as apprentices - where possible - and also provides a tailor-made course for each and every trainee. Currently the Modern Apprenticeship training is funded by Skills Development Scotland at no cost to the employer. SMT has a small dedicated team of four Assessors/Internal Verifiers, Chief Executive and administration staff who make this all possible.

We have had over 100 trainees achieve their Modern Apprenticeship, Craft Certificate and Federation Diploma over the last year. Entrants from throughout Scotland have battled through to the finals of the Meat Skills competition which is taking place at the Scottish Meat Trade Fair. All of the finalists are either former or current SMT trainees.

The sector has received great recognition for its trainees over the last few years with Skills Development Scotland selecting a trainee from Shetland as the best apprentice across all industries in Scotland and other trainees from the sector regularly making the finals in Edinburgh. All our trainees and employers deserve recognition for the effort and commitment they put in to doing a Modern Apprenticeship and we celebrate every success on Facebook and hold an annual Craft Butchers Training Awards to reward the achievements and efforts of trainees, mentors and employers within Scottish craft butchery.

In conjunction with external training companies we deliver Meat Managers HACCP & Hygiene and Intermediate Hygiene courses. We can help your company source funding to help with the cost of these courses.

To enhance the Modern Apprenticeship we can also offer the Craft Certificate and the Federation Diploma which are considered to be elite awards recognised as formal and comprehensive evidence of quality training and achievement in the Scottish Meat Industry.

Training Co-ordinator Claire Simpson and the assessment team will be available to discuss your training requirements come and find us on the Scottish Meat Training stand next to the Meat Skills Competition.



Tel: 01738 637785

Fax: 01738 441059

Email: claire@meattraining.net

SILESIA GRILL SYSTEMS

STAND NUMBER 32

Demonstrating live during the show displaying the versatility and reliability of our Velox High Speed Contact Grill unit. The cooking style promotes not only unbelievable speeds but also healthy eating. Many products cook in their own juices with no further added fat or oil.

We will be running a show offer also on all orders placed at the show if you think this is something that may assist or you have a section for.

The offer will be as follows

Silesia Grill Systems

Save £249.60 on the Model CG-1S

Save £477.60 on the Model CG-2S

Contact : Martin Scott

Website: www.contactgrills.co.uk

Twitter: @contactgrills

Tel: 01430 879967

Email: Martin@silesiavelox.co.uk

SIMPLICITY MARKETING

STAND NUMBER 26

WEBSITE PACKAGES – EMAIL MARKETING – DESIGN & PRINT

Don't butcher your marketing! Let us help you entice new customers and engage with existing ones.

The logo for Simplicity Marketing features the word "Simplicity" in a yellow, sans-serif font and "Marketing" in a grey, sans-serif font, both in a modern, clean style.

Simplicity Marketing is a marketing agency based in Dunfermline. Our aim is simple; to provide a professional & affordable integrated marketing service as an extended part of your team, whenever you need us.

We know a lot of businesses can't afford to hire a full-time marketing professional, but sometimes you need some extra support. That's why we offer a completely flexible range of services so we can help boost your marketing while you focus on running your business.

Contact Michael to find out more.

Email: michael@simplicity-marketing.co.uk

Tel: 0784 6744 081

Website: www.simplicity-marketing.co.uk

WM SWORD LTD

STAND NUMBER 23

William Sword Ltd. is a family owned company who have been producing top quality pastry products for over one hundred years.

We started in 1894, the year Blackpool tower opened, Tower Bridge in London opened to traffic, and Rudyard Kipling's the Jungle Book was published. Harold McMillan was born, as was Tommy Armour the golfer. While in that year writers R.M. Ballantyne and Robert Louis Stevenson shuffled off this mortal coil. In sport Hearts beat Celtic in the First Division and Third Lanark came fourth!



Since then we have tried to move with the times, using modern food technologies coupled with traditional methods to produce the best products that we can. Our fleet of purpose built vehicles ensure that you get the products you need at the time you want.

But we don't just make the best pastry and pie shells !

Two years ago we started the Scottish Soup Company, which has gone from strength to strength. We can produce 30 tonnes of delicious soup in 10 popular flavours a week!

If you have a lunch time trade, please ask about them.

While your at the show, please drop by and say "Hello "and see what other new products we have.

If you're a regular customer, many thanks for your support over the years.

If you've never tried us, come and see us , and find out why more butchers buy from us than any other manufacturer.

Contact: David Mooney

Tel: 01236 725094

Fax 01236 730472

TPS SCOTLAND LTD

STAND NUMBER 49, 50

TPS Scotland provide food ingredients, packaging and all types of casings to the Scottish butcher and processor. Based in Hillington Glasgow, our knowledgeable team provide our customers with a real personal, friendly service. Call us today to also find out about our full range of great retail products. Big Enough to Compete, Small Enough to Care.



Contact Name: Elaine Holmes

Website: www.tps-scotland.co.uk

Tel: 0141 883 6260

Email: elaine@tps-scotland.co.uk

Cabinet sponsor Meat Skills Scotland 2017

WALKERS SHORTBREAD

STAND NUMBER 22



Biscuit Range

NEW

The bakers of *The World's Finest Shortbread* present their new, scrummy range of biscuits.



9 VARIETIES

CASES OF 6

For enquiries contact:
E: cs@walkers-shortbread.co.uk
T: 01340871555

Walkers Shortbread is still a family run business based in Aberlour. We employ approx 1500 in our Elgin and Aberlour factories. We produce a large selection of shortbread, biscuits and cakes which we have been producing since 1898.

Unlike many other companies we do not have the Walkers brand in any of the big supermarkets and mainly deal with the independent trade giving a personal touch with representative contact. We continually run good consumer promotions which are very effective throughout the whole year.

Contact: Emma Brown

Tel: 07824845747

Email:

Emma.Brown@walkers-shortbread.co.uk

Website:

www.walkersshortbread.com

WALTERS TURKEYS

STAND NUMBER 22

Our Free Range Bronze and Organic Turkeys are reared and processed on our family farm high on the Berkshire Downs. The turkeys are all dry plucked and hand finished, they are game hung up to two weeks ensuring they are moist, tender and develop a good old fashioned flavour.

We are a friendly family business that has been producing turkeys fresh for Christmas since 1971, come and chat to Ed Walters on the stand to find out more.

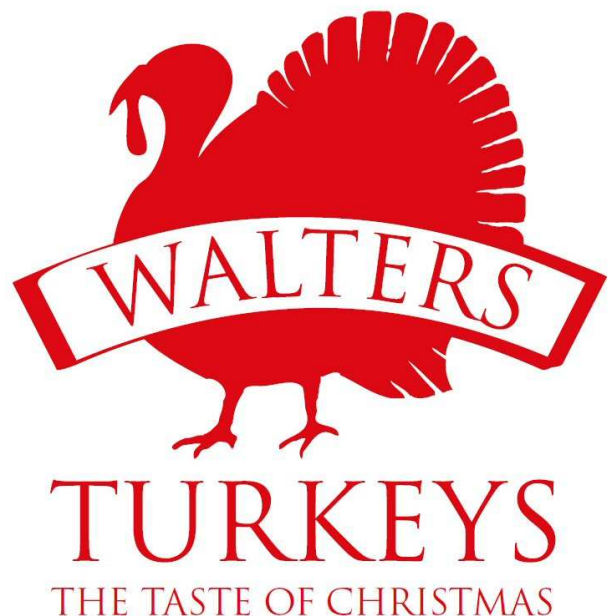
Contact: Ed Walters

Mob: 07786 332952

Tel: 01635 578251

Email: edward@efwalters.com

Website: www.waltersturkeys.co.uk



WATCO SYSTEMS LTD

STAND NUMBER 24

Watco Systems Ltd is an established company who specialises in refrigeration and shopfitting for retail butchers, farm shops and other fresh food retailers. Our main premises in Dalkeith and a network of branch offices allows us to cover Scotland and the rest of the UK with ease.



Over 30 years of business-to-business experience gives Watco the understanding, proficiency and skills to carry out a wide scope of works for our customers ranging from the design, supply and installation of new display counters to a complete shop refit.

Our products include all forms of display refrigeration, coldrooms and air conditioning plus we have an in-house fabrication facility that can produce bespoke items ranging from individual tables to complete kitchen preparation areas and fully equipped coffee shop/restaurant servery counters - all illustrated on 3D drawings to help you visualise the end result.

Our shopfitting division can likewise offer tailor-made solutions for wall claddings, specialist floorings and ceiling/lighting thereby allowing Watco to provide customers with the convenience of having a full turnkey refit package under one roof.

All of this is backed up by a 24/7 service and maintenance facility to give complete peace of mind. Visitors to STAND 24 will be able to view many examples of our recent work across a broad customer base. This is also an excellent opportunity for an informal no-obligation chat with our staff to see how Watco can help your fresh food retail business ensure that it achieves full potential.

Contact: George McGhee,
Office: 0131 660 4430

Mobile: 07788461252
Web: www.watcosystems.co.uk

WORLDSKILLS

Regional heats or assessment rounds will take place between April and July and the six top scoring butchers from across the UK will qualify for the final to be held at The Skills Show, to be held at the NEC Birmingham from November 16 to 18.

Four entrants will contest the Scottish heat on Tuesday 20th June at the Lovat Hotel, Perth.

Details of time and spectator access is available from Scottish Meat Training, Tel: 01738 637785.

The Skills Show is the nation's largest skills and careers event and helps to shape the future of the next generation.

WorldSkills UK National Skills Competitions are designed to enhance apprenticeship and training programmes and improve and drive skills in the industry. Butchery is one of more than 60 skills to feature in this year's competitions.



WIRELESS MONITOR ALERT (WMA) Ltd

Fridge & Freezer Alarm Kit for Butchers

STAND NUMBER 41

Food temperature management is a crucial part of maintaining the highest possible standards of food quality for your customers.

WMA – Scotland will show a rolling video and offer real time demonstrations of the **Notion-Lite** wireless temperature monitor/alarm system.



WIRELESS MONITOR ALERT Ltd

The **Notion-Lite** plug and play temperature monitoring kit contains everything you need to record and alarm your equipment and stock. It's easy to set up and use, is realistically priced and available ex stock UK.

All you need is a 13 amp power supply, and an on-site internet router.

NB Whilst Notion-Lite has built-in battery back-up we are not able to recommend wi-fi as a route to internet for this system. To maintain consistent 24/7 reliability we believe a direct internet link is necessary.

Notion-Lite will help you maintain the highest possible hygiene standards, and prove to your EHO inspector that your records are consistent and accurate. **And if there is a temperature problem you will be advised well in time to avoid a costly stock wastage.**

Your Notion-lite kit includes a certificate to display in your shop to satisfy your customers that you have invested in a system to ensure that your temperature monitoring is to the highest possible standard.

*Notion-Lite products are designed and manufactured in the UK by IMC Group, a 25-year established manufacturer of **Wireless Monitor alarms and Auto Control systems which are certified by BSI, UKAS, IAF, ANAB** and come with the manufacturer's 12 month warranty.*

For more information or a budget quote contact Barry Davis – WMA Director Scotland.

Scotland Head Office, 2 Broompark West, Menstrie, Clackmannanshire. FK11 7AL
t. 01259 761218 m. 07544 338317

Email barry@wmaltd.co.uk

Website: www.wmaltd.co.uk/notionlite



SCOTTISH PORK SAUSAGE COMPETITION

Sponsored by Lucas Ingredients

Sunday 14th May 2017

Entries must be submitted to the Competition Registration by 11.30am
Entries should be pre paid and in the post to SFMTA by Monday 8th May.

MEET THE FEDERATION AT THE FAIR

Please introduce yourself to a member of the Scottish Federation of Meat Traders staff on the Scottish Meat Training stand. We want to meet you and hear your opinions. Tell us what you think of our service and services that you would like to see from SFMTA.



SOME OF THE SFMTA SERVICES

MEAT PRODUCT REGULATIONS

We will take your recipes and translate them into the legal format required for your tickets and labels.

LEGAL ADVICE

SFMTA keeps a watching brief on a whole raft of Food Safety Legislation, extracting and communicating changes to Members on a "need to know" basis.

EMPLOYMENT LAW

As a Federation Member, access to free advice on all employment issues is just a phone call away! Our advisers Lindsays are available 24/7 and if you follow their advice you will be covered for any tribunal costs.

HEALTH AND SAFETY

Our legal obligations grow day by day and the cost of non compliance can have a major influence on a small business.

If you require information on risk assessment, manual handling or accidents at work or any other safety related matter you can contact the Federation offices or their advisers NHASO.

MEMBERS ONLY WEBSITE

Almost 1900 pages of information and support material.

AND MUCH MUCH MORE

