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JANUARY 2011



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WINTER FAYRE

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## Cover picture from Foodmaker

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## ANNUAL MEMBERS MEETING



**Butchers Hall**

The Federation will be holding its 2011 Annual Members Meeting in London at Butchers' Hall on Tuesday 7th June. The day will see the inauguration of Phillip Edge as President of the National Federation of Meat and Food Traders (NFMFT) when John Taylor MBE will retire from the post exactly one year and a day from taking office.

Butchers' Hall, the historical home of the craft butcher, with its splendour and glitz will provide a perfect back drop for such an occasion, which will begin with registration at 10.30 am. The Federation's business will get off to a start with the installation of Philip Edge as National President, and will continue with the election of officers, area representatives, and the appointment of officials, all necessary for the continuance of the affairs and business of the Federation for the remainder of 2011 and into 2012.

The Principal speaker at the meeting will be Andrew Rhodes, who is the newly appointed Director of Operations at the Food Standards Agency. Andrew's role is to oversee, and to be responsible for, the inspection and regulation of the meat processing sector together with the Agency's relationship with local authorities and their environmental health departments. Following Mr Rhode's presentation there will be an opportunity for questions, which will be followed by lunch.



**Andrew Rhodes**

mini break.

All members, including Corporate and Affinity Partners of the Federation, will be invited to attend both the meeting and the lunch. However, as always, we will be limited for space and so closer to the time members will be encouraged to let us know their intention to attend, as the allocation of places for the lunch will be on a first come basis.



**The Taurus Suite, Butchers Hall**

# Federation President Challenges the Food Standards Agency Board on Cross Contamination



Federation President John Taylor

As we have previously reported the FSA have been consulting on new guidance that will mainly affect butchers. The guidance is concerned with

cross contamination issues and is in response to the South Wales E coli outbreak in 2005 and the subsequent Pennington Report. The consultation letter advised what was likely to be in the guidance in general terms but did not actually present a draft of the actual guidance notes.

In particular the FSA is looking at the dual use of machines such as vac packers, slicers and mincers which handle raw meat and ready-to-eat foods. (For a full report on this situation see the October issue of Food Trader or contact Richard Stevenson on 01892 541412.)

In late November the Agency contacted us for further evidence on the impact on butchers if additional machines had to be installed. At around the same time we learnt that the full FSA Board would be discussing the guidance at their forthcoming monthly meeting.

John Taylor immediately contacted the Agency and was able to persuade the author of

the guidance, Peter Midgley to travel down from Aberdeen to Coventry on 3rd December. John said: "This was a useful four hour meeting albeit very late in the day. I made the point strongly that there had been no previous engagement of this nature as there should have been. Butchers felt that they had insufficient input into the consultation process and were being sidelined.

At the end of the day we were not far apart but I could not get him to agree to the fundamental point about vac packers; that it is not the machines themselves that create any risk but the way in which they can be used. He did agree however that mincers are not a risk."

## The Board Meeting

Federation President John Taylor attended the FSA Board meeting on the 7th December and dominated the question and answer session at the end of the meeting with a plea that the new guidance should not be too onerous for butchers.

The guidance has not yet

been seen but apparently will include advice that dual use machines such as vacuum packers, mincers and slicers should "never be regarded as safe practise". This will be strongly backed by suggesting that EHO's should take robust enforcement action if they consider controls are inadequate.

Earlier the Board had approved the guidelines although no draft was available for scrutiny. The Board noted that there had been nearly 1,000 responses to the consultation exercise, 900 from consumers, and that there was overwhelming support for the proposals. (There is no doubt that board members were strongly influenced by this outcome.)

John forcibly pointed out that Butchers Licensing, and the principles that had supported it, had originally created a marked improvement in hygiene standards.

John added: "Vacuum packers are perfectly safe if used properly and cross contamination risks can be adequately controlled through simple HACCP based procedures. These proposals by the FSA are not based on scientific evidence and are therefore unfair, disproportionate and not risk based"

After the meeting the Federation contacted FSA officials to offer talks on trying to find common ground to come to an agreed position on the guidelines. This was agreed just before Christmas and talks will take place in late January. We will, of course, keep you in touch with developments.

## Tax Investigation Cover for NFMFT Members

With HMRC investigations on the increase it is prudent now more than ever to have appropriate cover in place. That's where membership of the Federation can help. Did you know that NFMFT membership includes a policy which will provide just such cover? So if you are currently paying your accountant £100+ for comparable cover isn't it time you looked at Federation membership.

The policy covers the payment of up to £100,000 in accountants' fees for:

- Full or aspect enquiries

- VAT appeals
- PAYE appeals
- National Insurance contribution appeals
- Social Security contribution appeals
- Includes investigations into the personal tax return of directors and partners

In addition all members get 24 hour access to help lines for

- Commercial legal advice
- Commercial tax advice
- Personal counselling



### Here are some claims examples:

A butcher received notification from HMRC that they intended to make a full enquiry into their tax return. Remembering the benefit provided by NFMFT, they made a claim. A tax expert managed the negotiations and liaised with their own accountant. Six months later the matter was settled and fees

of £18,000 were fully paid by the policy.

A policyholder received a VAT request for £35,000 but believed it was miscalculated and should have been approximately £15,000. They made a claim and a tax expert was appointed to review the file. They submitted a report to HMRC justifying a much lower demand and following some negotiation were able to settle the matter. Costs of £2,750 were met by the policy.

Current members should note that from 1st January this scheme, previously operated by DAS, will be provided by ARAG Legal Services and you will shortly be receiving relevant contact information should you have the need to seek their assistance. However, in the meantime, if you have any queries relating to this change in provider just call the Federation on Tel: 01892 541412



Friendly rivalry 2010

# Mr Cowell and X Factor

## 'EAT YOUR HEART OUT!'

**M**r Cowell and X Factor 'EAT YOUR HEART OUT!' The National Federation of Meat and Food Traders (NFMFT) have been members of the International Butchers Confederation (IBC) since the early 1990's and the relationship has always been advantageous mainly in a lobbying sense, but more recently, as the relationship has developed, in a marketing sense. The Federation's IBC representative, Neil Curtis, was particularly pleased when the IBC approached us at the beginning of the year and asked us to host the International Young Butchers Competition in 2011.

The competition is held annually and has an international reputation. The last competition was held during the spring of 2010 at the IFFA exhibition in Frankfurt, Germany. The standard on that particular occasion was, as always very high, and the 2011 competition promises to be the same. The competition will be held over a two day period and will consist of six disciplines. The disciplines involve the breaking down and rough cutting of carcass meat as well as finer work with delicatessen, Bar-B-Q, and Kitchen Ready products.

Neil Curtis, has had experience of the continental trade both during his student days and subsequent working life. He commented "the competition will be tough and will be comparable to anything you see contested on a football pitch, at that sort of level. It really is Premier league stuff". The seven teams will each have two contestants who will compete both as individuals and as teams.

All seven member nations of the IBC are expected to put a team into the competition. When asked, Neil said that the Germans and Dutch are always the ones to watch, although in recent years the French have sometimes nipped in to nick it at the end. The continentals are well practised at seam butchery techniques, and the making of terrines and pate. For most of them it is part and parcel of daily life. We do have some very good butchers in this country like Michael Whitfield, our entrant in the 2010 finals proved. 'I feel sure', Neil says, 'that with the right candidates, together with the right training and support, we could do extremely well in 2011'.



The Federation (NFMFT) have been canvassing for contestants since the beginning of the autumn. To date we have ten nominees from all over the Country. And as they say,

**'IN NO PARTICULAR ORDER'** they are:

**Richard Clark**, age 18 who works for Daniel Walsh at Meat Express in Eltham, South London.

**Sean Connolly**, age 17 who works for Steve Polley in Lydd, Kent.

**Matthew Gothard**, age 21 who works for Chris Green in Atherton, Warwickshire.

**Sam Lowdon**, age 19 who works for Q Guild butchers Vic Gibson in Croydon, South London.

**Bradley Botterill**, age 19 who works at Eaton's Butchers in Tickhill, South Yorkshire.

**James Barker**, age 19 who works at Haighs Farm Shop, North Yorkshire.

**Ricky Moran**, age 22 who works at Middle Farm, Nr Firl, Sussex.

**Owen Harris**, age 21 also working at Middle Farm, Firl, Sussex.

**Matthew Hill**, age 20 who works for J & M Walman Butchers Nr Bicester, Oxfordshire

**Bryce Lawson**, age 23 who works for John McMurchie in Hatton-le-Hole, Tyne and Wear.

Roger Kelsey, the Federation's Chief Executive, has been travelling the country to interview the contestants. He says 'the competition amongst the contestants is strong' and that when visiting them, he is looking for three elements. The first is, when each one is interviewed at their place of work they have to demonstrate their individual skills.

**Continued**

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UK entrant 2010 Michael Whitfield

'I don't expect the contestants to be of competition standard at this stage, but they do need to demonstrate a level of skill and knowledge as well as enthusiasm, to encourage us to take them that stage further'.

Also, Roger looks at their working environment. "This is because", Roger explains, "there will be two, perhaps three periods of intensive training to get the candidates up to competition standard, and it will be vital for them to go back to their place of work and practice what they have been taught. Obviously, the more conducive their working environment is to do this, the better chance they have of doing well individually in the competition, and the better chance the team will have for winning".

This brings us to the third element that Roger looks for, which is the support and enthusiasm of the proprietor and shop manager. "It is vital that these people are on side with this, because the contestants will have to take time out of the shop for both the competition, and for the periods of training, as well as having time to practice making the products they have been coached in. We, the NFMFT, will pick up the costs if they and the lads will give their time'. So, Roger will be looking for a combination of all three elements when evaluating the ten candidates he has seen.

Once the candidates have been evaluated and the successful contestants have been chosen, they will be informed early in the New Year. Each will then be given a training programme and assigned a mentor who will visit them at their place of work. The purpose of having a mentor is to monitor progress between training sessions and to help with any difficulties the contestants have. The contestants will be trained in the six disciplines which cover:

**Terrines, pies, and gelatines**

**A cooked Stuffed or Cured Meat**

**Boning, Rough and Fine cutting a Top and Rump of Beef**

**Preparation and Display of Bar-B-Q products**

**Preparation of Two Kitchen Ready products**

**Preparing and presenting a traditional Roasting Joint**

As yet, the detail of all the disciplines has not been finalised by the IBC. The final details are expected during January.

The competition itself will take place in June next year. The competition headquarters will be at the Holiday Inn Hotel in Kenilworth, Warwickshire. The contestants, along with others involved, will be housed there and will stay for three nights from Sunday the 19th through to Wednesday the 22nd June.

The first part of the competition will take place at Leeds City College (Thomas Danby Campus) on Monday the 20th. In the evening, there will be a medieval banquet at Warwick Castle.

On Tuesday the 21st, part two of the competition, which will consist of the finer work disciplines, will take place at the 'Meat Up' exhibition in Stoneleigh Park. The day will end with the final Judging, and the prizes

will be presented to the successful individuals and team during the evening at a Bar-B-Q event.

Each country competing will enter two contestants up to the age of 24 years who will compete both as a team and as individuals. Each country will enter a jury member to judge the competitors, including those from their own country.

This is the first time the Federation has organised a competition of this type and magnitude, and according to its CEO Roger Kelsey, the Federation is determined in making it a success. Roger says that the budget for running the competition together with the resource needed to putting a team forward is big, so the Federation is looking for sponsorship, and lots of it. First stop will be the Affinity Partners and Corporate members. Some have come on board already, after that it will be opened up to others.

NFMFT President John Taylor MBE, who for many years has been a vociferous and consistent advocate of training in the craft skills of the industry, says "I am highly delighted that the IBC has come to us for this competition next year". He continues "it is a marvellous opportunity for the young men who have put themselves forward for this, to demonstrate the skills they have and to prove that with the right sort of support, which the Federation is giving them, they are able to compete with the very best in Europe".



#### SPONSORS INCLUDE





David Mounfield (right) collecting his award from adjudicator John Holden

## Butcher, Baker, Traditional Pie Maker...

### ...TRIUMPHS AT THE NORTH EAST ROADSHOW

**Y**ou can't beat a traditional pork pie when it comes to demonstrating product excellence among butchers. And that was certainly the case at the latest BPEX product evaluation event.

Butchers congregated at the Great Yorkshire Showground for the North Eastern leg of the BPEX roadshow on Wednesday, 17 November, and watched as judges put 277 products through their paces. Coming out on top and claiming the 'Overall Winner' title on the night was a 'Traditional Pork Pie (1lb)' from J A Mounfield & Son.

The Selby-based butcher triumphed in another category; the Speciality Hot Eating Pie with a 'Farmhouse Chicken &

Ham Pie', before being crowned the North Eastern Champion.

Proprietor David Mounfield said: "We're delighted but surprised, given we had a power cut just as the pies were being cooked and almost didn't make it! We've had success with the Pork Pie before but we're always looking to improve it and the product evaluation events help us do this. So much so, that we've now got it just right and actually scored maximum marks for these two pies. We also entered a couple of new products this year, although both achieved 'gold' awards we've some feedback and there is room for improvement.

"We're a family run business and our success is down to a great team effort, plus we only ever use the best ingredients.

Our meat is sourced from local farmers and we have our own abattoir on site, so we have strict control over quality at all times. We take pride in producing good food, without compromise."

There was also double glory for Arthur Haigh Ltd and Kendalls Farm Butchers, who each went away with two category champion titles. Another category winning butcher was the recent Champion of Champions, Bolster Moor Farm Shop. Young butcher Luke Haigh put forward four sausages for evaluation, achieving a gold award for each. The nineteen year old was also thrilled to discover that his 'Thick Pork Sausage' was also deemed the best in the Traditional Pork Sausage category.

BPEX butcher and product development manager, Keith Fisher, said: "The North East Roadshow is always a popular event and this year certainly didn't disappoint. More than sixty butchers participated, while half the products entered

picked up a gold award – a fantastic result.

"The awards not only highlight the level of skill on display, but they are a great way for butchers to demonstrate to customers the quality of products they have available and really give themselves an edge over their competition. We congratulate all of those who did well and hope that the awards play a positive part in boosting their profile."

The Product Evaluation Events are organised by BPEX and recognise and reward product excellence and innovation among butchers. The judges use the following criteria: overall appearance; size and colour; ease of cutting; texture and structure; and most importantly taste and smell.

The next stop on the 2010/2011 tour is at the Reebok Stadium, Bolton on Wednesday 19 January 2011.

For more details or to download an entry form, visit [www.porkforbutchers.co.uk](http://www.porkforbutchers.co.uk).



Winning line-up for North East evaluation

The full North East Product Evaluation Event category champion results are:

CATEGORY	CHAMPION	WINNING PRODUCT
<b>OVERALL CHAMPION</b>	<b>J A Mounfield &amp; Son, Selby</b>	<b>Traditional Pork Pie (1lb)</b>
Traditional Pork Sausage	Bolster Moor Farm Shop, Huddersfield	Thick Pork Sausage
Speciality Pork Sausage	Beavers Butchers, Ripon	Cumberland Sausage
Lamb or Beef Sausage	Gordons Butchers and Fine Foods, Tyne & Wear	Lamb and Mint Sausage
Traditional Pork Pie	J A Mounfield & Son, Selby	Traditional Pork Pie (1lb)
Speciality Cold Eating Pie	Voakes Pies, York	Pork, Chicken and Stuffing with Cranberries
Speciality Hot Eating Pie	J A Mounfield & Son, Selby	Farmhouse Chicken & Ham Pie
Home Cured Bacon	Arthur Haigh Ltd, York	Back Bacon
Home Cured Gammon	Geo Middlemiss and Son, Otley, Leeds	Wharfedale Smoke Gammon
Young Sausage Maker	Craig Wilson, D J Fenton, Doncaster	Pork and Black Pudding Sausage
Speciality Pork Product	Kendalls Farm Butchers, Pateley Bridge, Harrogate	Haggis
Black Pudding	Arthur Haigh Ltd, York	Black Pudding
Ready Meal	Kendalls Farm Butchers, Pateley Bridge, Harrogate	Pork Medallions

# New Spring event for butchers



Looking for an event specifically for your industry? Then look no further than Butchers' Fair Spring!

Butchers' Fair Spring, will be held at Newbury Racecourse in Berkshire on Sunday April 10th, and is a completely new event brought to you by Meat Trades Journal and William Reed

Business Media. It is supported by the NFMFT and has been launched due to demand from independent retail butchers. Visitors to the new family day out at Butchers' Fair Spring can expect to find plenty of inspiration and see all of the exciting new products and equipment being launched for early in 2011.

By visiting the show, butchers and those working in the food service arena will come away with plenty of business boosting initiatives and good ideas on how to improve product quality and business performance.

There's live activity as well, including competitions, seminars and master-classes in key craft butchery skills and product areas demonstrated by competition and award-winning butchers. And there's more. The Butchers' Fair 2011 will be sited alongside the long-established Bakers' Fair that attracted over 400 visitors to the most recent one-day event at Bolton arena. So if you make

or sell any bread or pastry-based products – or have been considering adding these lines alongside your established meat products – then you can take a look in for free and see not only how your product range compares, but how you might go about extending your own range into this complementary food area.

Full details of the competition classes will be announced shortly by the NFMFT and in Meat Trades Journal.

So make it a firm date in your spring diary. It's a one day special event specially tailored to your unique business needs.

# National Butchers' Week 13th - 20th March 2011

Butchers will be urged to pull out all the stops this March when the fourth National Butchers' Week gets underway. MTJ along with sponsors and supporters has been pulling together a wide range of plans and initiatives to help give the week as much exposure and energy as possible, from offering materials to butchers to promote themselves, through to encouraging schools across the country to get making burgers and sausages with their local butcher.

This year MTJ, which organises the week, is aiming to position the butcher as the one-stop-shop for all meaty knowledge, and we will be encouraging shoppers to "Ask the Expert" when it comes to finding out how to make the most of their meat.

Ed Bedington, editor of MTJ, said: "We'll be encouraging shoppers, through our PR activity, to visit the high street butcher if they want to really find out more about their meat, be that where it comes from, how it's produced and butchered, right down to the best ways to prepare and cook it. To help push the PR message MTJ will be conducting a consumer survey which will assess the overall level of knowledge among UK consumers when it comes to meat.

To support the campaign and the week, MTJ is producing aprons



with "Ask the Expert" emblazoned on the front, alongside the National Butchers' Week logo, and it has also produced "Ask the Expert" balloons, which are available in free packs to the first 200 butchers to contact the MTJ team. MTJ has also been running a series of articles on simple but effective promotional and marketing schemes to give butchers ideas and information for the week - these will continue to run until the start of National Butchers' Week and previous articles are available online at this link: [http://www.meatinfo.co.uk/news/categoryfront.php/id/213/National\\_Butchers\\_Week.html](http://www.meatinfo.co.uk/news/categoryfront.php/id/213/National_Butchers_Week.html)

To encourage a more positive look at butchery from an early age, MTJ will also be, once again, promoting meaty lesson plans to primary schools across the UK. Bedington said: "Last year we devised a sausage making



lesson plan to tie in with the national curriculum and encourage schools to connect with their local butcher to help introduce children to the delights of sausage making.

"This year, we will be undertaking the same exercise, but have added an extra lesson plan for making burgers into the mix. Last year this scheme proved a big success with a large number of schools calling on their local butchers to join in the fun. Hopefully this year will see even more get involved."

Butchers can also use the teaching resources on [www.meatinfo.co.uk](http://www.meatinfo.co.uk) to approach

their local schools and encourage them to take part. National Butchers' Week is supported by the National Federation of Meat and Food Traders, the Scottish Federation of Meat Traders Association and the Q Guild.

Sponsoring the awards are Eblex, Bpex, Hybu Cig Cymru — Meat Promotion Wales, Dalziel, Weddel Swift, Lucas Ingredients, MRC The Flava People and Gordon Rhodes (Dalesman).

To register for your free balloons, or order some aprons, contact Rachael Cannon on 01293 610433 or email her on [Rachael.Cannon@william-reed.co.uk](mailto:Rachael.Cannon@william-reed.co.uk)



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# Red Nose Day is back on Friday 18th March 2011

Red Nose Day is heading your way on Friday 18th March 2011 – and there can be no one more generous than butchers when it comes to raising much needed funds for worthy causes. So why not use the opportunity to have a laugh at work and help change lives while you're at it. It may feel like a way off yet

but the celebrity-packed extravaganza will be here before you know it. So save the date! And whatever you do on Friday 18th March make sure you join the entire nation and do something funny for money! The cash you raise for Red Nose Day helps to transform the lives of poor and vulnerable peo-

ple across the UK and Africa. People like 17-year old Miriam in Kenya who, up until recently, was struggling to survive on a rubbish dump, scavenging for food. Thanks to a Comic Relief funded project, Miriam is now training to be a hairdresser and beautician. This will enable her to earn a living so that she can provide for her baby away from the dangers of life on the dump. It's the money that you raise for Red Nose Day that helps people like Miriam to turn their lives around. £40 can provide basic eye care training to a volunteer in Kenya to help people in their community keep their sight. £35 could run a helpline for a whole month offering advice and

support to young people in the UK who are self harming. For more information on how you can get involved go to [www.comicrelief.com](http://www.comicrelief.com)



## Exhibition will feature plenty for butchers



MEATUP - the new exhibition dedicated exclusively to the UK meat industry - is going from strength to strength and, according to organisers YPL Exhibitions, is set for a very successful launch in June 2011.

The new MEATUP show was announced in March 2010 and since then has received the endorsement of all the leading trade bodies in the UK, plus supporting organisations alike, including NFMFT, NACB, BPEX, Q Guild, NFU and BPEX. The show will feature major competitions over the two days of 21st & 22nd June 2011 one of which will be the International Young Butchers Competition, hosted by NFMFT.

New exhibitors recently confirming stands at MEATUP include ROCOL, DeWied UK Ltd, Phoenix Select, Unitech Engineering and Freund (UK) Ltd, Dalziel Ltd, Parkers Food Machinery Plus, and HERMA UK Ltd have also recently booked stands and, with new enquiries being received each week for space, Angela Coffill the sales executive for MEATUP is certain that the event will be a highlight in 2011 and a key event in the UK meat calendar.

Angela comments: 'We are in front of our target and very pleased with the positive response we are getting. Our exhibitors reflect all types of businesses and that is great for the show as we

will be offering visitors plenty to see and discuss. There will be plenty for retail butchers with companies like Weddel Swift and Towers Thompson attending, plus major ingredients companies including Lucas Ingredients, RAPS UK and MRC.'

Steve Derrick of Lucas commented: "Having a dedicated exhibition for the meat trade is an excellent idea. In particular it's very good to see that retail butchers are not being forgotten and will have plenty to see and do. We are looking forward to meeting many old and new customers in June."

Commenting on the prestigious International Young Butcher competition hosted by the Federation on 21st June, President John Taylor said: "This is a major European event and the NFMFT is delighted to help stage the competition in 2011. MEATUP was the obvious choice as the venue next year and we are grateful to the organisers of the show who are working closely with us to ensure we have a really exciting competition which will showcase the very best European butchers can offer."

Companies interested in exhibiting should contact Angela Coffill on [angela.c@yandellmedia.com](mailto:angela.c@yandellmedia.com) or call 01908 613323. Visitor registration will open in March 2011. In the meantime those wishing to register their interest in attending as a visitor

should email [emma.c@yandellmedia.com](mailto:emma.c@yandellmedia.com) to be sent a reminder once visitor registration is open.

The MEATUP exhibition will be staged at Stoneleigh Park, Warwickshire on 21st & 22nd

June. The venue is easy to reach and offers free parking. For more information and to see a list of exhibitors booked so far visit the MEATUP website at [www.meatup.co.uk](http://www.meatup.co.uk)



The 2010 International Young Butcher competition took place at the IFFA show in Frankfurt. In 2011 it will feature at MEATUP in the UK.



Competitors from across Europe are attending the International Young Butcher competition on June 21st and visitors will see a fantastic range of skills.

# Row Grows over Abattoir Inspection Charges

As reported in December the Food Standards Agency is proposing massive increases in inspection charges for slaughterhouses. Some abattoir owners have calculated that their bills will quadruple.

Industry representatives have pointed out to the FSA that they have no control over how inspections fees are set. They pointed to large unexplained overheads that still seem very significant despite three years of cost cutting exercises. Inefficiencies and over generous pension schemes have also been strongly pointed out.

There are also worries about the future. What incentives will there be for the FSA to drive down costs when full cost recovery is established? Industry is also greatly concerned that extra charges for TSE controls may be introduced next year.

So far there has been no word from the Government on inspection charges but it seems likely to become a hot political potato eventually because the proposals have come to the fore due to spending cuts.

Lower throughput plants are to be protected from too severe increases but at the moment the

proposals only define this sector as those killing below 20 units a week.

Federation Policy Director William Lloyd Williams from Machynlleth has been busy lobbying FSA officials and Welsh politicians and has further meetings planned for January.

William says that the new charges could mean smaller operators having to ration his kills. He said: "This could mean getting to busy times like Christmas and having to turn business away to avoid going over the limit. And what happens if a farmer asks me to despatch an animal with a broken leg for his own consumption? Will private kills count towards my unit allowance?"

Being in the small abattoir sector is like eating your dinner with boxing gloves; you take a bite only to be punched in the face."

Some of Williams' efforts are already getting through. Welsh rural affairs Minister Elin Jones said recently: "The future of small slaughterhouses is vital to the Welsh food industry and they must stay open if we want to see food in Wales sold in farmers markets and butchers."

# Waste Charges

A delegation from the International Butchers Confederation recently went to the European Commission to discuss implementation of the new Animal By-products Regulation. Senior official Tim Gumbel confirmed that the regulations were on track to be introduced on the 4th March 2011.

It has been decided that "small quantities" of category 3 waste (fat and bone) will be defined as 20Kg a week with the possibility of individual member states being allowed to raise this figure to a maximum 50Kg.

The regulations will allow small quantities of butcher's fat and bone waste back into landfill but 50Kg does not seem generous enough to make a lot of difference.

We await news from DEFRA on how they intend to implement the new regulations.

# Origin Labelling on its way

The new EU Food Information Regulations, which will eventually replace the current Food Labelling Regulations, have passed through another critical stage in Brussels. The proposals will now go back to the European Parliament for a second reading. The new regulations could be finally adopted before the end of this year in theory but delay is quite likely. Final implementation will not be until 2015/16.

Member states are still in favour of mandatory origin labelling for fresh, chilled and frozen meat.

Loose or non-prepacked foods will remain exempt from most labelling requirement with the exception of allergen information.

# Son of Scores on the Doors is Here

The new scheme has now been officially launched and you can expect increasing publicity in the new year. As we reported a few months ago it will be known as, The National Food Hygiene Rating Scheme.

The bright green and black stickers will no doubt soon become very familiar.



# Cloned Meat

The The Food Standards Agency Board have finally clarified the situation regarding meat and milk from cloned animals. They have agreed that marketing of products obtained from cloned animals should be subject to novel food authorisation. However there are no food safety grounds for regulating foods from descendants of cloned animals.

Mandatory labelling of meat and milk from descendants of cloned animals would be unnecessary and disproportionate, providing no significant food safety benefit to consumers.

# foodtrader is putting on weight!

In order to keep pace with the changing patterns in the high street we are increasing our size and distribution. Food Trader is moving into the leisure, hospitality and lifestyle food services as well as all our UK butchers shops.

We are now going bi-monthly (next issue will be March) 40% more pages, 50% larger distribution, targeting the decision makers, buyers and sellers in the meat and food sector.

# Marketing opportunities

Burns Night	25th January
Valentines Day	14th February
Bacon Connoisseurs Week	21st-28th March
Nat Butchers Week	14th-19th March
Easter	25th April
St George's Day	23rd April
May Bank Holiday	2nd May
British Sandwich Week	9th-15th May
Spring Bank Holiday	30th May



## The perfect companion



With **The National Federation of Meat & Food Traders Credit Card** you can enjoy more than just a great rate. We work hard to deliver our members a premium service credit card which excels at all levels, so you can expect the best benefits and services at your convenience. With around the clock fraud protection<sup>^</sup> and quick, secure online access to your account, you can enjoy having one of the best financial products available.

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\* From the date your account is opened.

^As long as you call us as soon as the card cannot be found or if you notice any unusual transactions on your account.



## TECH MAN

**Richard Stevenson, Technical Manager at NFMFT answers member's queries on food and trading law and other business issues.**

**Q. I have been called for jury service. Is there any way of getting out of it if you are self employed?**

**A.** No! There is no automatic exemption if you are self employed even if your business is very small. However you can apply for a "discretionary excusal" to the clerk of the court. They are encouraged to be sympathetic to small business owners, particularly in cases where it can be shown that there would be a major impact on you or your employees.

You would have to write to the clerk and give him as much information as possible. Mention things like "...severe problems,... hardship,... jobs threatened" etc - just to make sure they get the point. Try to include staff in this scenario because if it was just you affected the courts do actually refund any proven loss of earnings to the jury member.

The bigger your business is then the more likely you are to have senior capable staff around and therefore you are less likely to have an excusal agreed to.

Another alternative is to ask

for a deferment. This is normally only to allow for previously arranged personal commitments. You could use this method to avoid busy periods however you will be called again within two years and you will not be able to defer a second time. When you have served on a jury once you will not be called again.

The only definite exemption is for severe health or mental health issues.

The average juror serves for 8 days during which time you may have 2 or 3 different cases depending on the court. If a particular case is expected to be long running the clerk will normally take this into account and select actual jury members accordingly. It would be a good idea however to mention this at the beginning.

Anyone aged between 18 and 70 with 5 years residency and listed on the electoral role can be called for jury service in the UK. Any staff member called for jury service has to be given time off.

**Q. After years of trying to supply my local school I**

**have now been accepted provided that I am independently accredited. What does this mean and do I have to submit to this?**

**A.** This has become an almost universal request from any business customer in recent years. This is particularly the case in the public sector and especially since the last tragic E coli 0157 outbreak in South Wales in 1995.

Independent accreditation basically means that you contract with a firm of hygiene auditors who will inspect your business on a regular basis. The results of these inspections are made known to your customers. Generally you will have to achieve very high levels of legal compliance as well as maintaining excellent levels of recommended best practice. The inspections are very thorough and study all your systems, procedures and documentation in addition to the actual visual inspections of your premises, equipment, facilities and staff etc.

Firms who carry out this work must use suitably qualified

inspectors (often ex-EHO.s) and are themselves subject to strict auditing procedures under EC and British Standards legislation.

There is no legal requirement for you to agree to a request for independent accreditation from a customer and you can tell them to get lost; although you will of course, in all likelihood lose that customer.

Your customer will have been told by their local authority, or head office in the case of a commercial customer, to insist on this requirement as part of their due diligence procedures. Insurance companies will often insist on it as well.

The good news is that once you are accredited for one customer it will also work for all other customers. The public sector is always being encouraged by central government to procure goods and services locally from small businesses wherever possible. Also many supermarkets, restaurants and pubs are keen to source locally these days. You should also get less hassle from your own EHO - but I can't guarantee that.

**Q. Do you recommend any particular firm of auditors for this accreditation?**

**A.** You could consider using a company called SALSA (Safe and Local Supplier Scheme). They were set up three years ago by a group of trade associations to particularly specialise in helping smaller businesses. Their joining fee is currently £50 and an annual inspection is a reasonable £450.

## MEET OUR CORPORATE MEMBERS



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# Investment Markets – Where should Investors be looking now?

Investors' finances have been in a state of uncertain flux ever since the Government bailed out Northern Rock in 2007.

The subsequent banking and global economic crisis left consumers wondering whether they should sell equities and invest in safer havens such as cash, gold or gilts. Britain may well be officially out of recession but the outlook is as uncertain today as it was three years ago. Will the UK economy suffer a double-dip? Will the sovereign debt crisis spread across the Channel? Will shares fall further?

Up until a couple of months ago investors probably thought they were out of the woods given the stock market's year long revival. But the sovereign debt crisis has put a spanner in the works and share prices have fallen since mid-April. Many investors, already wondering whether there is worse to come, would not have even countered the biggest oil spill in US history and the collapse in BP's share price as a result.

At least the Coalition's swift announcement of spending cuts in May gave some much-needed respite to the gilt market, which endured a terrible period in the run-up to the General Election. The gilt market is still volatile and this will have ramifications for bond markets which make it ever more important to consider a diverse approach to fixed interest, where opportunities for reasonable returns still exist in both investment grade and non-investment grade.

Understandably, many investors are in a cautious mood and they have been looking at traditional safe haven shares such as pharmaceuticals, tobacco, food retailers and telecoms. The added benefit is that many such shares offer the carrot of dividend payments too.

Dividends are a crucial part of total return and the good news is that the prospects for dividends have improved this year after a poor 2009, which saw many companies scrap or reduce their annual payout.

With clouds still hovering over the UK economy, FTSE stocks that derive a significant chunk of their earnings from

overseas have also been getting attention from investors and it is why blue-chip defensives have started to win favour.

On the international front, China continues to heavily influence the performance of global markets. Certainly investors who bought the China story early will have seen decent returns; the question they might be asking themselves is whether they should be taking some profits and redirecting them elsewhere.

The reason? Several analysts fear that China's property market has overheated – values have increased sharply in the past five years sparking fears of a correction. The key, fund managers say, is whether

Government intervention to stabilise the property market will work. Many managers remain optimistic that this will be the case and say that its long-term prospects remain as strong as ever.

All the uncertainty has played into gold's hands. It has been one of the undoubted investment winners of the past three years. Its price has doubled and has sat above the \$1,000/oz level for some time now, as risk averse investors have hunted down safe assets.

Gold advocates argue that the fundamentals support the gold price but given its performance some wonder whether the easy money has been made. There are an increasingly wide range of ways available to investors wanting to gain exposure to gold price movements including commodity-based exchange traded funds and investment funds.

No one can predict what will happen – as the BP saga starkly illustrates - and many suggest the best way to avoid boom-and-bust cycles is to make objective investment decisions that ignore fashions. The advice more often than not is not to panic.

There is the well-trodden argument that "it's about the time in the market, not out of it that counts". It is an argument that makes sense, but it can seem flippant when it comes to the prospect of losing your hard-earned cash.

# Pensions - look again at your options

The continuing turmoil in the financial world has affected us all, and for investors there have been a whole array of challenges. For people with existing pension funds, or those contemplating retirement planning, two key issues dominate.

On the one hand, volatile global stock markets have caused a slump in the value of many pension funds, which has hit those due to retire in the short to medium term. And at the same time, retirement funds are coming under increasing pressure because the majority of us are living longer.

In 2006, new rules on pensions were introduced. Old complex regimes were swept aside and a new single, simple system was introduced making it easier to plan for retirement. This has proved a blessing with volatile markets and increasing life expectancy, never before has it been more important to consider some serious retirement planning.

Increased longevity and changes in retirement lifestyles have piled pressure on pension funds. In 1981, a person's pension was expected to last 16 years but now that pot of money needs to last for 22 years. (Source: Government Actuary's Department – January 2009. Assumes pension benefits commence at age 65.) To put this in context, a pension fund of £100,000 provided an annual income of £6,250 in 1981, yet to achieve the same annual income today would require a pension fund of £137,500, an increase of more than a third. (Source: Institute of Actuaries, Annuity Mortality Tables.)

With this and the recent slump in pension and values, a re-focus on retirement planning is essential. The golden rule is to find out exactly how much you are going to need in retirement – and to start planning for it now.

Decisions made now will dictate the standard of living that can be enjoyed in retirement. The earlier you start making those decisions, the easier it becomes to create the retirement lifestyle you want. But with people living to a greater age, retirement can, in some circumstances last longer than the time we spent working. Therefore it is essential to accumulate more when we are earning to meet the costs of living longer. Although the state pension provides a limited income (currently £5,077.80 p.a. for a single person, £8,119.80 for a couple - couple figure is based on the husband's NI contributions only - taken from 2010/11 figures), it falls drastically short of what is really needed to fund a comfortable lifestyle.

Outliving savings and running out of money could become a harsh reality if there is a lack of proper retirement planning in making private arrangements. Yet according to the Pensions Commission report "Pensions: Challenges and Choices", 12 million people are at risk of outliving savings by not saving enough for retirement, while around a third of all workers between the ages of 30 and 60 are not contributing to a pension at all. (Source: www.poverty.org.uk – January 2009)

To plan properly, you need to determine how large a pension fund will be needed to ensure that your retirement is a comfortable one. After taking into account what you will need to fund everyday life, you might want to look at areas of expenditure on leisure activities like holidays, travelling, hobbies and treats for the grandchildren. Or you may consider semi-retirement, maintaining some level of employment while you are happy to work. Making a calculation for your retirement fund is entirely personal, as is selecting the most appropriate investment vehicles for that fund, but these are not areas you should attempt without taking advice from a trusted and reliable wealth management professional.

The same applies to those who have been building up a pension fund for many years and are worried about the ability of their fund to provide a sufficient income through their later years, particularly in these recently turbulent financial times.

For those due to retire in the short to medium term, while there is little that can be done to recoup recent losses, an advisor can recommend a more cautious investment profile to help protect money from further losses. If retirement is imminent, the best strategy is to maximise the potential for income from the money that you actually do have.

Since the introduction of the new pension rules in 2006, the options you can now consider at retirement have increased, and there is so much more flexibility. However, selecting the method by which you take your pension benefits is a complex process and it is essential to seek professional advice before taking any key decisions.

To receive a free guide covering Wealth Management, Retirement Planning, Inheritance Tax Planning or Long Term Care Planning, please contact James Duncan DipPFS, Certs CII(MP & ER) on 01268 419085, 07712 450807 or email james.duncan@sjpp.co.uk.

# Bring your customers back from the supermarket.

**Exclusive to Federation members only.**



As a member of the NFMFT you will be only too aware of the threat the Supermarkets present and yet the independent butcher normally can offer the consumer far more; from specialist cuts of meat, sausages, pies to local and traditional recipes. Many of you will have experienced the migration of your customers on the grounds of convenience and yet the added value that you offer should be far more appealing.

Promoting your own business against the might of the supermarkets in an area can be an expensive and time consuming exercise and getting your individual message across without dilution virtually impossible. Collectively however, butchers working together can influence a greater number of customers whilst highlighting the butcher's shop as far more than just a meat supply outlet.

Stable Marketing has teamed up with the Federation to publish tailored magazines bringing together and showcasing the combined skills of neighbouring butchers that will be circulated in and around your locality.

Each publication will be bespoke to the area combining the output of up to 5 independent butchers; all must be members of the Federation to qualify for inclusion. The publication will comprise 16 pages and the participating butchers will each have their own dedicated section to promote their own businesses while other editorial will collectively promote the benefits of shopping locally at an independent butcher. There will also be supporting editorial from the Federation. The publication will be distributed to households in a selected area around the individual businesses.

The Dedicated editorial gives individual butchers an opportunity to present their own recipes and house specialities and could also offer an incentive by way of a voucher.



If you would like to be part of this exciting project please either ring Stable Marketing on:

01622 840033, or email us on [sales@stablemarketing.co.uk](mailto:sales@stablemarketing.co.uk) or visit our website on: [www.stablemarketing.co.uk/nfmft](http://www.stablemarketing.co.uk/nfmft)

Please do remember you must be a Federation member to take part in this exciting opportunity.

## CUT of the MONTH

Making the most of available under-utilised cuts



The seasonal nature of meat supply and demand means certain beef and lamb primals are more widely available at given times. Promoting alternative cuts from these primals helps the industry to reduce overstocks and provides butchers with an added profit opportunity.

Our regular 'Cut of the Month' feature, created with EBLEX's Master Butcher Dick van Leeuwen, will help YOU maximise profits from beef and lamb cuts when they are in abundant supply.

Dick has over 35 years experience in the meat industry and has pioneered seam-cutting techniques in the UK.



January:

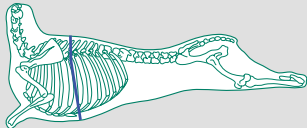






Master butcher Dick van Leeuwen recommends...

### Rack – Shoulder six ribs

As the name suggests, the Rack – Shoulder six ribs (code: Forequarter L01 I) is produced from the six-rib forequarter and makes an exceptionally good value, tender and succulent rack of lamb. Additional value can be gained from adding a herb crusted coating, while the rack can also be divided up to produce individual cutlets if required.

#### Rack - Shoulder six ribs

#### Forequarter L01 I

			
<p>1. The forequarter is to be removed from the carcass between the 6<sup>th</sup> and 7<sup>th</sup> ribs.</p>	<p>2. Forequarter.</p>	<p>3. Sheet bone the ribs and backbone, taking care not to cut into the underlying muscles.</p>	<p>4. Leave the neck fillet attached to the bone.</p>
			
<p>5. Saw rib bones 60mm from backbone.</p>	<p>6. Remove the neck bones.</p>	<p>7. Prepared shoulder rack.</p>	



EBLEX cut of the month is also featured on [www.eblexretail.co.uk](http://www.eblexretail.co.uk). PDF's of the specifications for the featured beef and lamb cuts are available for butchers to download, print and keep from the 'Cutting Specifications' section.

# APPRENTICESHIP

The Federations apprenticeship scheme has now been running for 6 years in conjunction with M E A T Ipswich.

The scheme has been very popular and very successful. Meat Ipswich have trained hundreds of youngsters all over the country and the vast majority have successfully gained nationally recognised qualifications.

MI deliver their training both on the job, by sending assessors to shops, and also at their excellent facility in Ipswich, Suffolk.



The Federation is delighted with this great enhancement of the Apprenticeship Scheme and we warmly welcome Leeds City College aboard. We now have the best of both worlds with two of the country's leading training providers.

**GET YOUR YOUNGSTERS TRAINED UP NOW  
CALL US NOW ON 01892 541412 TO DISCUSS YOUR OPTIONS.**



"Wishing you all a very happy and prosperous New Year. We are delighted to work with a wonderful range of butchers, training some superb young people for the next generation of butchers. Let's be honest the average butcher is nearer my age than theirs".

Jane Dale with her team.

## A MAJOR NEW ADDITION TO THE SCHEME

We are pleased to announce that Leeds City College will from now on also be providing the necessary training and back-up to enhance the Federation's scheme further and take it into the new decade.

The famous Thomas Danby campus of Leeds City College have over 50 years experience of delivering high quality training at all levels both on-site, at their superb purpose built facility, and working out in industry alongside independent family butchers.

"We are seeing a real upsurge of interest in butchery courses at the College," said programme leader Chris Moorby.

"Local farm and butchery shops are keen to prepare and supply good quality and locally sourced meat and they recognise the need to have well trained, knowledgeable employees. Apprentice training has taken off particularly well."



Chris Moorby.

## Staffs butcher Allan Bennett takes Best in Show Award at English Winter Fair Event



Steve Derrick of Lucas Ingredients (right) congratulating Alan Bennett on his win

Allan Bennett Ltd of Codsall, near Wolverhampton, Staffs, dominated the BPEX-backed sausage classes amid stiff competition at the recent English Winter Fair farming and food showcase, Stafford, topping a trio of sausage categories and winning best in show.

The competition highlighted top quality Pork Products made with British pig meat was backed by the British Pig Executive - the national body for the promotion of domestically produced pork - and judged by a panel representing butchery, retail and catering sectors. Entries for the 2010 competition topped organisers expectations with entries received from producers stretching across the Midlands and Wales.

Allan Bennett Ltd took top honours in Traditional Pork Sausage, Speciality Pork Sausage (with a pork and leek variety), and Speciality Lamb/Beef Sausage (with a lamb and apricot) leading up to the Supreme Sausage championship and Best in Show awards.

### Other winners were:

#### Traditional Pork Pie

Mellors Farm Butchers of Tuxford, Notts

#### Speciality Pie (cold eating)

Geo Turner & Sons of Pelsall, Staffs, (Pork & Duck pie)

#### Speciality Pie (hot eating)

Robert Bowring of Mansfield Woodhouse, Notts, (Steak & Stilton pie)

#### Home Cured Bacon

Essington Fruit Farm, Essington, Staffs

#### Home Cured Gammon

Geo Turner & Sons of Pelsall, Staffs

## GATWICK REFRIGERATED VEHICLES

### LARGE REFRIGERATED VEHICLES

**New Mercedes Sprinter 310 CDI MWB (3.5M) high roof, 2700 rear doors, fitted with Hubbard 385AM equipment and GRP insulation freeze or chill, POA**

**10 reg. Volkswagen Crafter CR35 109 BLUE TDI long wheel base (4.0M) high top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill 10,000 miles only POA**

**09 reg. Volkswagen Crafter CR35 TDI long wheel base (4.0M) high top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill TWO IN STOCK 20,000 and 23,000 miles only POA**

**09 reg. Iveco 35S12 extra long wheel base fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill TWO IN STOCK 12,000 and 19,000 miles only POA**

**58 reg. LDV MAXUS 35 120 long wheel base hi top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill 19,000 only POA**

**58 reg. 2009 Ford Transit 350 115 fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill 27,000 only EXTRA HEAVY PAYLOAD POA**

**58 reg. LDV MAXUS 35 120 long wheel base hi top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill 28,000 only POA**

**08 reg. Mercedes Sprinter 311Cdi Medium wheel base (3.5M) high top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill TWO IN STOCK 28,000 and 32,000 miles only POA**

**08 reg. LDV MAXUS 35 120 long wheel base hi top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill 27,000 only POA**

**08 reg. Citroen Relay 35 L3 H2 120 HDI long wheel base high top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill 37,000 miles only POA**

**57 reg. LDV MAXUS 35 120 long wheel base hi top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill 22,000 only POA**

**57 reg. Mercedes Sprinter 311Cdi long wheel base (4.0m) high top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill 40,000 miles only POA**

**57 reg. Mercedes Sprinter 213Cdi medium wheel base (3.5m) standard roof fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill 60,000 miles only POA**

**57 reg. Mercedes Sprinter 311Cdi long wheel base (4.0M) high top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill 69,000 miles only POA**

**07 reg. Mercedes Sprinter 311Cdi Medium wheel base high top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill TWO IN STOCK 70,000 miles and 72,000 miles POA**

**56 reg. (2007) Ford Transit 350 long wheel base hi-top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill 38,000 miles only POA**

**56 reg. (2007) Mercedes Sprinter 311Cdi long wheel base (4.0M) hi-top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill 62,000 miles only POA**

**06 reg. Peugeot Boxer 2.2 HDi long wheel base hi-top fitted with Diava equipment with single phase over night standby and insulated to chill specification 70,000 miles POA**

**06 reg. VW LT35 TDI 109 long wheel base (4.0M) hi-top fitted with new Hubbard 385AM equipment and GRP insulation freeze or chill 50,000 miles only POA**

**06 reg. Ford Transit 350 140 six speed gearbox fitted with 385AM equipment and GRP insulation to chill specification 89,000 miles POA**

### MEDIUM SIZED REFRIGERATED VEHICLES

**New Ford Transit 260TD 85psi SWB r/locking, fitted with new Hubbard 360AM equipment and GRP insulation, freeze or chill. POA**

**New Mercedes 111 Cdi Vito long wheel base, fitted with Hubbard 360AM equipment and GRP insulation freeze or chill POA**

**09 reg. Ford Transit 260TD 85psi short wheel base fitted with new Hubbard 360AM equipment and GRP insulation chill or freeze 8,000 miles only POA**

**09 reg. Ford Transit 260TD 110 psi short fitted with new Hubbard 360AM equipment and GRP insulation chill or freeze 12,000 miles only POA**

**09 reg. Mercedes Vito 109Cdi compact fitted with new Hubbard 360AM equipment and GRP insulation freeze or chill 15,000 miles POA**

**09 reg. Ford Transit 260TD 85psi short wheel base fitted with new Hubbard 360AM equipment and GRP insulation chill or freeze 12,000 miles only POA**

**08 reg. Renault Traffic LL29 115 long wheel base (Cab air con) fitted with new Hubbard 360AM equipment and GRP insulation freeze or chill 18,000 miles POA**

**08 reg. Citroen Dispatch 1200 2.0 HDI L2 H1 fitted with new Hubbard 360AM equipment and GRP insulation freeze or chill 22,000 miles POA**

**57 reg. Fiat Ducato L1 H1 100 2.0 HDI fitted with new Hubbard 360AM equipment and GRP insulation freeze or chill 26,000 miles POA**

**57 reg. Citroen Relay L1 H1 30 100 2.0 HDI fitted with new Hubbard 360AM equipment and GRP insulation freeze or chill 25,000 miles POA**

**57 reg. Citroen Dispatch 1200 1.6HDI L1 H1 fitted with new Hubbard 360AM equipment and GRP insulation freeze or chill 19,000 miles POA**

**07 reg. Mercedes Vito 109Cdi compact fitted with new Hubbard 360AM equipment and GRP insulation freeze or chill 19,000 miles POA**

**07 reg. Ford Transit 260TD 110 psi short fitted with new Hubbard 360AM equipment and GRP insulation chill or freeze 34,000 miles only POA**

**07 reg. Citroen Dispatch 1000 1.6 HDI L1 H1 fitted with new Hubbard 360AM equipment and GRP insulation freeze or chill 23,000 miles POA**

**07 reg. Ford Transit 260TD 110 psi short fitted with new Hubbard 360AM equipment and GRP insulation chill or freeze 30,000 miles only POA**

### SMALL REFRIGERATED VEHICLES

**New Ford Transit Connect T200 SWB diesel fitted with new Hubbard 360AM equipment and GRP insulation, freeze or chill POA**

**New Ford Transit Connect T230 LWB diesel fitted with new Hubbard 360AM equipment and GRP insulation, freeze or chill POA**

**59 reg. Ford Transit Connect T200 SWB diesel fitted with new Hubbard 360AM equipment and GRP insulation 12,000 miles only, freeze or chill POA**

**58 reg. Citroen Berlingo L1 H1 1.6 HDI 625 LX fitted with new Hubbard 360AM equipment and GRP insulation 16,000 miles freeze or chill POA**

**57 reg. Citroen Berlingo LX75 HDI side loading door fitted with new Hubbard 360AM equipment and GRP insulation 31,000 miles freeze or chill POA**

**07 reg. Ford Transit Connect T230 long wheel base Diesel side loading door fitted with new Hubbard 360AM equipment and GRP insulation; 24,000 miles freeze or chill POA**

**07 reg. Ford Transit Connect T230 long wheel base Diesel side loading door fitted with new Hubbard 360AM equipment and GRP insulation; 30,000 miles freeze or chill POA**

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LEASING & FINANCE SPECIALISTS

## FREE EMPLOYMENT DOCUMENTS!

Did you know members can to obtain free from the Federation, contracts of employment, sickness forms and relevant guidance notes. These documents can either be downloaded in the members forum on the Federation's website at [www.nfmft.co.uk](http://www.nfmft.co.uk) (logging in is simple using your 6 digit membership number and surname entered in CAPS) or alternatively just e-mail [info@nfmft.co.uk](mailto:info@nfmft.co.uk) or call 01892 541412 and documents will be despatched to you via your chosen method.



**NEED HELP WITH FOOD HYGIENE & TRICKY EHO VISITS? We can help! 01892 541412**



Foodmaker's staff are committed to professional development and their training and experience enables them to make ingredients work in new and creative ways, selecting from a wide range of raw materials.

The production plant is located in the UK and is fully HACCP compliant. All raw materials and packing are purchased according to strict specifications and are routinely checked before they are accepted. Foodmaker is centrally-located in Corby, Northamptonshire and is proud of its reputation for a reliable delivery service.

To request a free sample pack, or to take advantage of the introductory offer, go to [www.foodmakerdirect.co.uk](http://www.foodmakerdirect.co.uk) to open an account. Alternatively, call 01536 400560 for more information.



## Seasonings now available online from Foodmaker



Foodmaker has launched Foodmaker Direct at [www.foodmakerdirect.co.uk](http://www.foodmakerdirect.co.uk), where butchers, independent food producers and food service companies can buy a range of dry food ingredients in handy pack sizes. The products include seasonings for sausages, burgers, meatballs, pies and pasties, as well as coaters, glazes, gravy mixes, sauces and many other products.

Foodmaker has been producing high quality dry food ingredients for almost 30 years, originally trading as McAuley Edwards Limited in 1983. It has built a reputation for product innovation, quality and consistency in its blending facility for large-scale food producers.

John Cooper, Managing Director of Foodmaker says: "Foodmaker is dedicated to delivering value to customers through quality products, innovation, responsiveness and excellent customer service. Although we normally distribute products in larger volumes, we felt that smaller, independent food producers shouldn't have to miss out on our range of quality ingredients and specialist knowledge. So we developed Foodmaker Direct - the website is easy to use and provides a secure, convenient online purchasing facility."

### Try before you buy

Any business setting up an account on [FoodmakerDirect.co.uk](http://FoodmakerDirect.co.uk) can request a sample pack of 10 different products. You can choose the butchers' selection, which has products for use with meat, or a catering selection which has a wider range of products.

### Special promotion – 50% off first online order

To celebrate the launch of [Foodmakerdirect.co.uk](http://Foodmakerdirect.co.uk), Foodmaker is offering new customers 50% off their first order. The offer applies to orders of £15 and over and is limited to the first 200 applicants.

### Larger volumes also available

Butchers and food service companies that cater for larger numbers can also buy Foodmaker products in greater quantities. Because of Foodmaker's experience in blending, the company has the flexibility to provide its products in a range of pack sizes.

### Quality assurance

Customers can be assured that Foodmaker takes its legal and ethical responsibilities in food safety and quality very seriously. It is accredited to the British Retail Consortium (BRC) and the principles of its Food Safety and Quality System comply with the requirements of the BRC. It is also independently verified for conformance. In addition, Foodmaker is a member of the Seasoning and Spice Association (affiliated to the Food and Drink Federation) and Leatherhead Food Research. As Foodmaker is a DuPont-owned company, it also follows strict internal quality procedures dictated by its parent company.

## Know your margins from your mark-up? Get a business health check with EBLEX

It's important to understand the difference between margin and mark-up as it could be the difference between profit and loss! That's why EBLEX has updated its costing calculators to help abattoir owners, butchers and meat buyers give their business a 'Health Check'.

The EBLEX Added Value Cuts Calculator is designed to help businesses selling beef and lamb products to work out their gross margin and establish if they are pricing correctly, as well as seeing just how much profit they are making.

Mike Whittemore, EBLEX retail project manager, explained: "A mark-up of 25% produces a profit margin of only 20%. That's because the mark up is an amount or percentage calculated on the cost price of the product to achieve the selling price, and the gross margin is the amount or percentage between the selling price and the cost price". The gross margin is calculated on the difference between the gross profit and the selling price. It's important that independent retailers understand the difference."

The calculators, which are available for all businesses retailing beef and lamb to use free of charge on the EBLEX Trade website come in two formats;

example calculators and blank templates.

The example templates are included to show how gross margins are calculated for a side of beef and lamb carcass, and primal cuts of beef of lamb including a beef rump and a leg of lamb.

The blank templates are available for businesses to complete with their own information enabling them to calculate their own gross margins for a side of beef and a whole lamb carcass, as well as beef and lamb primal cuts.

Mike added: "The Business Health Check is a simple and free way for businesses to work out their margins. It's a really useful and vital tool because it can mean all the difference between profit and loss, which in the current climate is very important.

"We've tried to make the calculators as simple and easy to use as possible including the example calculators which show various values and outcomes, so users can see how they work before inputting their own information."

To access the Business Health Check, simply log on to [www.eblextrade.co.uk](http://www.eblextrade.co.uk) and click on the Retail area on the landing page. Then click on the Business Health Check lozenge on the right hand side of the homepage which will launch the programme.

## Butchers Meetings JANUARY

19 **Portsmouth & District MBA General Meeting**  
(Mrs W J Land: 02392 642753)  
19:15 Royal Naval Club, Old Portsmouth

## FEBRUARY

7 **Lincoln & District MBA Meeting**  
(Mr H E Wilkinson) 20:00 Unison Club, Beaumont Fee, Lincoln

14 **Spalding & E Elloe BA AGM**  
(Mrs M Barnes: 01775 713482) 19:00 Blue Bell Inn,  
Whaplode, St Catherine. Meal to follow

21 **Southend & District Meat Traders AGM**  
(Mr C Harrison Tel: 01702 479715)  
7:00pm Burton's Farm

### LANCASHIRE AREA COUNCIL MEN'S DINNER

16 February 2011

Burnley Football Club, 19.30 hrs  
For further information contact secretar

Mr D McGrath: 01254 202607 / e-mail: david.mcgrath3@ntlworld.com

### NORWICH & DISTRICT MBA DINNER DANCE

19th February 2011

The Brooke Hotel, Bowthorpe 6.45pm for 7.15pm  
For further information contact secretary  
Roy Seeman on Tel: 01263 720921

## MARCH

7 **Lincoln & District Committee Meeting**  
(Mr H E Wilkinson: 01522 750283)  
20:00 Unison Club, Beaumont Fee, Lincoln

14 **Spalding & E Elloe BA Meeting**  
(Mrs M Barnes: 01775 713482)  
19:30 Lincolnshire Poacher, Double Street, Spalding

15 **Sheffield Beef & Pork BA Meeting**  
(Mr T Wilmot: 0114 274 5039 )  
19:30 Nether Edge Club

For your convenience there is now a diary dates submission form on the NFMFT website (Events Section) at [www.nfmft.co.uk](http://www.nfmft.co.uk)

## CLASSIFIED ADVERTISEMENTS

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[www.bwfc.co.uk/page/StadiumInformationIndex](http://www.bwfc.co.uk/page/StadiumInformationIndex)

8 February 2011  
**EAST MIDLANDS**

The Newark Showground (Cedric Ford Pavillion) Newark NG24 2NY  
Tel: 01636 705796 or go to  
[www.newarkshowground.com](http://www.newarkshowground.com)

23 February 2011  
**WEST MIDLANDS**

The Three Counties Showground (Savern Hall)  
Malvern Worcs WR13 6NW  
Tel: 01684 584900

30 March 2011  
**SOUTH OF ENGLAND**

South of England Showground (Queens Jubilee Hall) Ardingly  
Haywards Heath West Sussex RH17 6TL  
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## THE MARKET PLACE

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We have a range of garments which include Jackets, Trousers and Coats



Sunlight can also provide Washroom products



Sunlight's anti-bacterial mat

