



# THE GUILDSMAN

News and views from the best butchers in Britain

## TOM PARKER BOWLES TO PRESENT 2017 SMITHFIELD AWARDS

Internationally acclaimed British food writer and food critic Tom Parker Bowles will present the 2017 Smithfield Awards, as our annual showcase returns for its 30th year.



Tom Parker Bowles, who will present the Butchers Q Guild's 2017 Smithfield Awards.

"It's fantastic news for the Q Guild," said national chairman Mark Turnbull.

Although the Smithfield Awards presentation will not be held until early next year, entry forms have already gone out to all members, with an entries deadline of September 23. Judging is again at the City of Glasgow College in October. As usual, all products are judged blind by independent panels of international food and meat industry experts.

Winners will be announced at the awards presentation in Ironmongers Hall, London, on Wednesday, February 1, 2017.

Mark explained: "We have responded to members' comments about the promotional longevity of the Smithfield Awards and decided to make the presentations early in the year rather than at the end. This will allow winners to promote their products for a full 11 months within the current year of the awards.

"Last year's Smithfield Awards attracted a record entry of 472 individual products from 56 Q Butchers – more than half the national membership – and we're hoping to do even better this time around, such is their growing popularity. We are urging all members to use at least their free entry and enter 1 product."

Owton's Butchers in Southampton was crowned the 2015 Smithfield Awards supreme champion with its Dry Cured Green Streaky Bacon, which worked wonders for the shop.

Owton's director John Harding said: "Being given the accolade Supreme Champion by the Guild was utterly amazing and has not only helped us to raise the profile of Owton's within the industry, but also attract new retail customers. By promoting the award-winning bacon we have expanded our output by over 400% and the product is now sold to a major brewery and appears on all their menus."

Smithfield Awards details were circulated by Gordon Newlands in his 'Call for Entries' flyer. And if you haven't already entered, make it quick, as no late entries will be accepted!



The Owton's team - 2015 Smithfield Awards supreme champions – from left. John Harding, Gill Owton, Monica Galetti, Robert Owton, Tony Warner, and Mark Turnbull.

The Diamond award will be presented to individual category champions and one of you will then emerge as the overall Smithfield Awards supreme champion – the one all Q Butchers want to win.



Ironmongers Hall in London, again the iconic venue for the Smithfield Awards presentation



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# Piri Piri Burgers

Piri Piri Burger Mix from Lucas is bursting with flavour.

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## ALL FOR ONE & ONE FOR ALL

### National Chairman's Column

Welcome to the latest edition of the Guildsman at the end of what has hopefully been another successful summer season for you all. I hope you have all embraced the Guild's Product of the Month since its launch in April - we've certainly had a large degree of success with it. Like anything, you have to put in a little effort to work out how a product will best work for your business.

Take, for example, the Brazilian Kibes sold in packs as part of our 3 for £12 range, the Beef Tacos at £2.80 each, or 2 for £5, and the Piri Piri-filled Chicken Thighs in packs, along with the Piri Piri Sausage selling in our speciality sausage range. We had strong sales and good returns with all of them and the latest Product of the Month, Spatchcock Chicken, is already flying off the counter - no pun intended!

The Q Guild digital platform is making fantastic progress and I'm really excited by this project. The new consumer-facing website will be ready by the end of this month, along with members' pages that you will all be able to edit and update from the 'back office'. Look out for this project evolving as the year goes on and make sure you keep a check on progress by logging onto the back office on a regular basis as soon as it is up and running.

It's also that time of year where our attention turns to Smithfield Awards entries. This year sees a change to the format, with the awards dinner moving to the New Year, when we look forward to welcoming Tom Parker Bowles to present our awards. Make sure you get your entry forms completed and in on time - entries won't be accepted after the cut-off date!

Finally, I would like to encourage you all to get along to your regional meetings, with Christmas planning a high priority on a lot of regional agendas. It's an ideal opportunity to get yourself fired up, motivated and enthused about Christmas, as well as picking up new ideas from fellow members. It's one of the Guild's main strengths - the sharing of information and it's what allows us all to grow and become more successful together.



**Mark Turnbull** - Q Guild Chairman



### Gordon Newlands

Q Guild Manager

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## POSITIVE FEEDBACK & GROWTH

### Manager's Notes

To say the last three months have been busy is an understatement. There have been many issues to deal with and lots of positives coming from the membership.

The topic of fraudulent usage of the logo has been a real pain, with six businesses (ex-members) using without permission and we are currently using litigation lawyers to deal with them. This took up a great deal of time and effort and there will be a financial cost to this action.

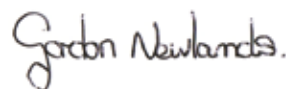
Product of the Month is proceeding well, although it is unclear as to how many are using the marketing and products?

Membership stands at 120 and I hope that another three to four butchers will join in 2016. We are growing in the right direction.

Regional meetings continue to be a good source of information and those that do not attend lose out on valuable information that can help their businesses.

Smithfield has been organised and I am looking forward to welcoming your products to Glasgow in October. Please note you receive 1 free entry into Smithfield. Please use it.

I continue to work on your behalf as your manager and will work on any topic or issue that you may have. Please contact me if any matter arises.



**Gordon Newlands** - Q Guild Manager



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for details of how we can assist you and your business.**



## **IFI Launches New Website**

Trusted and well regarded food ingredients supplier, Innovative Food Ingredients (IFI) is proud to announce the launch of their new website.

The home page welcomes visitors with a foodie, sophisticated and comforting feel. As well as the latest news and product launches, there are two distinct areas, one created especially for butchers and the other responding to the needs of processors. Visitors can expect a site that is easy to navigate, loads quickly, is customer centric, informative and is extremely user friendly. The site is concise and allows visitors to access information quickly and easily based on their own choice rather than sifting through extensive content to decide what is of interest to them.

The website also incorporates links to Twitter, Facebook and various trade organisations. A blog will be introduced soon and will include recipe, display and serving ideas and suggestions, methods of food preparation and cooking, as well as a little lighthearted humour!

David Brennand, Managing Director, confirms, "Further to seeking direction from our customers, our challenge was to provide our visitors with an enjoyable and informative experience. The website is just one element of our digital marketing strategy. We are eager to embrace the digital era and to continue to implement our exciting innovation, growth and customer service initiatives. These include; SMS marketing, e marketing and everyone's favourite, Twitter and Facebook."

Feedback from our customers is important to us so please get in touch either via our website, email or telephone!

Innovative Food Ingredients Ltd, Globe Works, Globe Lane, Dukinfield, Cheshire SK16 4RE  
Telephone: 0161 331 4923 • Fax: 0161 330 8219 • Website: [www.ifing.co.uk](http://www.ifing.co.uk)

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 Innovative Food Ingredients Ltd

## Q GUILD MEMBERS AMONG 2016 GREAT TASTE STARS

Q Guild members – both butchers and corporate – again shone in Great Taste 2016.



Of the multiple Q Guild successes in the 10,000 product entry showcase, organised by The Guild of Fine Food, the standout performer was C Lidgate Butchers in London with a hat-trick of top-rated Great Taste 3-star for HRH The Prince of Wales Sirloin Steak, Game Pie, and Thyme and Rock Salt Roasted Picanha.

The shop also clinched a trio of 2-star with HRH The Prince of Wales Rib Eye Steak, Venison with Crushed Juniper Berries, and Wagyu Rib Eye, along with a six-strong 1-star windfall with Pesto Lamb Saddle, Middle Eastern Chicken Heart Skewers, Gluten-free grass-fed Beef Sausages, Mint and Rosemary English Lamb Sausage, Lamb, Leek and Apricot Pie, and Steak and Kidney Pie.

### Other Q Butcher Winners

**Elite Meat**, Starbeck – brace of 2-star with Free-Range Pork Pie, and Chicken Liver Pate with Caramelised Onion.

**Owtons Butchers**, Southampton – 2-star for Dry-Cured Green Streaky Bacon, plus four 1-star with Smoked Back Bacon, Green Back Bacon, Venison Bacon, and Pork & Leek Sausage.

**Cranston's of Penrith** – 2-star for Cumberland Sausage, 1-star for Dry Cured Bacon.

**Blagdon Farm Shop**, near Newcastle-upon-Tyne - 2-star with Wild Roe Venison Loin.

**Moody Sow Farm Shop**, Old St Mellons – 2-star with Dry Aged Welsh Picanha Rump Roast.

**Mearns T McCaskie**, Wemyss Bay – 1-star with Smoked Back Bacon, Unsmoked Back Bacon, Italian Sausage, and Black Pudding.

**John Lawson Butchers**, Uphall – 1-star with Spanish Rack of Scotch Lamb, Steak and Haggis Pie, and Scottish Potted Hough.

**Owen Taylor and Sons**, Leabrooks – 1-star with Lamb Rump, Huntsman Pork Pie and Duck, and Apricot Cutting Pie.

**C Johnson and Son**, Upminster – 1-star with Henry Burger and Writtle Sausage Roll.

**Blacker Hall Farm Shop**, Wakefield – 1-star with Chicken Crown Roast and Mini 3-Bird Roast.

**Corporate Member Successes**  
**Macduff Beef**, Wishaw – 3-star for Pave Steak.

**Packington Free Range**, Barton-under-Needwood – 1-star with three free-range offerings; Loin, Leg and Shoulder.

**Patchwork Pate**, Ruthin – 1-star with Festive Duck Liver Pate with Brandied Fruits.

**Kelly Bronze**, Danbury – 1-star with Whole Turkey.



The 2016 Great Taste Shop of the Year award has been presented to Q Guild member Blacker Hall Farm Shop in Wakefield, West Yorkshire.

Many congratulations to them.



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**Wales:** Call Aaron Hughes on 07824 864 942 or email [aaron.hughes@dalziel.co.uk](mailto:aaron.hughes@dalziel.co.uk)

**Midlands and the South:** Call David Smith on 07778 027 711 or email [david.smith@dalziel.co.uk](mailto:david.smith@dalziel.co.uk)



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## CHAIRMEN'S CORNER



**North East**  
David Lishman

The North East group's July meeting was the first one to be predominantly on a 'vegetarian' theme. It was based around confectionery, with master baker John Robertshaw demonstrating how to create consistently good tray bakes, cakes and other sweet goods to be sold over the lunchtime counter.

Our September meeting is to be a forward planning for Christmas. Many from our members produce their own brochures for the festive period and our aim is to get the creative juices flowing and ideas shared before we've all committed to print.



**East**  
Andrew Edmonds

Everyone I've spoken to says trade is similar to last year, despite the appalling weekend weather we've been experiencing. Prices for beef have dropped to as low as 348p per kg, with pork down to £1.80, though free range pork is still reaching a premium £2.27, while lamb has been similar to last year's prices. However, producers have just started to warn that prices will start to increase on all.

Our September meeting and trade fair has been cancelled in favour of joining the Southern region's meeting. Special mention should be made of the fact that Edward Byford has retired from the secretary's role after many years of brilliant service. He is a founder member of the Q Guild and his continued service, even after retiring from butchery, has been outstanding.



**Midlands**  
Robert Jones

I hope that you have all had a busy summer trading and are gearing up for changing over to winter menus. Walter Smith has had a busy period, opening another two outlets in 2016, which is exciting, but really hard work. The Midlands group recently departed on a tour of Yorkshire Q Guild businesses, which was led by Guild manager Gordon and all reported good trade. What super-looking shops the Yorkshire members have. This is a bonus of being a member of the Guild, taking time out of your business and visiting great butchers.

There are now 120 members of the Guild and it is growing, with good members. We in the Midlands are looking forward to October 10th for our Christmas planning meeting. Can I remind all the Midlands members to bring with them information on last year's Christmas trading, as there will be a five-minute period to discuss for each member what worked for them and what ideas they may have.



**Wales**  
Martin Player

In the Welsh region, we recently got together for an evening with David Smith, of Sauce It, and Danny Upson and Ian Pullin, from Dalziel. This was held at our shop and demonstrated what the Guild is all about in getting together and learning new ideas. It was an enjoyable evening and we all feel we learned that bit more to take to our businesses.

It would be great to find new, like-minded Welsh butchers to join the Q Guild and I have contacted previous members, who are currently "thinking about it". I have also travelled to North Wales to visit an interested member, so we shall wait and see.



**London & South**  
Gary Chadwick

At Chadwick's, we are installing a full auto order system that is based on the system used by many restaurants. Our Idea is that all orders go through our internet system. In order to do this we have allowed for manual input for products that are not populated on the website. By implementing the system now, our staff and customers will be able to use to the process when it comes to placing Christmas orders.

The system will give us real time sales, customers an immediate email or phone text confirmation and a more precise process for staff to follow, with immediate recall on our notepad and collection confirmation for us and the customer.

It will also reduce the paper chase to a receipt with an automated number for preparation - so no more rooting through reams of files looking through names alphabetically. We hope to demonstrate the system and process to the Southern membership at our meeting in September.



**North West**  
Greg Hull

Welcome back to Mettricks and Anderton's to the Q Guild. It was good to see them at our last meeting and sharing ideas.

Inspired by the Q Guild Product of the Month, at our regional meetings we are now asking members to bring along at least one product which is selling well in their shops, so others can see it, taste it and get instructions on how to make it. We saw around eight products at the last meeting and the members attending took new ideas back to their shops.





The



Group

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Embrace winter flavours with our extensive range of festive products, which now include our flavoursome New Gourmet Meatball Mixes and New Champion Chilli Pork Pie Mixes.



*New Meatball Mixes*



*New Bacon Cure*



*New Pork Pie*



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\* Requires a minimum order of 5 cases.



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We're now looking towards Christmas and have been invited to MRC's factory for our next meeting to sample some new products from their range. Hopefully, we'll have plenty of information in the minutes of this meeting for other members to take on board.

In the shop, we've just about put away the smoker we bought at the BBQ Competition after having some success over the last few months selling pulled pork & cooked ribs.

We're currently at the beginning of a digital facelift and rebranding at our shop. This will be reflected in-store with a refurbishment of the front shop.



**Scotland**  
John Davidson

Well... if that was summer, we've had it. There have been some lovely, warm summer spells, but the cool, damp and breezy evenings that have prevailed for what seems like months now have certainly put the dampeners on many evening barbecues. However, trade has been exceptionally good in many respects, with excellent returns in the face of rising raw meat costs.

It would be fair to say 'Brexit' is now showing its true colours, as anyone who is purchasing from outside the UK will no doubt be well aware of the impact our weakening currency is having on importation costs.

Writing this report from what used to be the 'pumping heart' of the Scottish Beef industry I find it hard to put into words how disappointing it is to witness yet another abattoir close its doors in the face of so many butchers.

Having the knowledge and understanding in this field of our industry has been extremely advantageous in my time as a retailer. Accordingly, with such knowledge I fully understand the economics behind the movements being made by our industry leaders. Unfortunately, it seems the Scottish Beef industry is now almost wholly in the hands of a minority who are committed to the supplying of supermarkets.

The economies of scale "Butcher v Supermarket" is a very real issue - nothing new and not something that is going to disappear or become any easier on us anytime soon. I do, however, hope this is a time of opportunity for the smaller abattoirs across Scotland to 'gain' in our specialised sector without exploiting the lack of suppliers delivering to our fellow craftsmen.

With Christmas not far round the corner now, main focus has moved from the barbecue arena to costings, price lists, Christmas

brochures and our festive poultry suppliers. Forward planning is key at this time of year although much of our plans are already laid down at the beginning of the year.

Hopefully, with the end of harvest now in sight, we will see an increase in prime livestock coming off the grasslands on our run-up to December. This is a prime time for Q Butchers to show off the best of our meat, thus encouraging our customers to make the return visit to place their festive orders over the next few months. Pile the cabinets high, garnish to the hilt, give a little smile and listen to the till go ching!



A smoking barrel!

## NORTH EAST MEMBERS SPEND A DAY IN THE SMOKE!

Q Guild North East members enjoyed a smoking course in the Lake District in June.

Vice-chair Kat Nicholson, of Nicholson's Butchers, Whitley Bay, reports: "Myself and nine members took part in a one-day course at Smoky Jo's Cookery School at the Wild Boar in Windermere. It was specifically adapted for butchers and concentrated on the different types of smoking, specifically for meat.

The course was run by owners of Smoky Jo's – Jo and Georgina – who made the day. They were both enthusiastic and also a great team. We learned about both hot and cold smoking and the stages involved with each type, the preparation required to ensure effective smoking and tips on how to achieve the best results. We prepared and smoked a chicken breast and a fillet of salmon.

The day consisted of some basic theory into smoking and the types of foods, brining of the meat (if required), introduction into the types of smokers and woods, and firing up of the smokers, followed by a lunch of the foods that had been smoked that day. Highlights were smoked butter, smoked olives and smoked sausage.

Six of us stayed on for dinner, which was a feast of all smoked items the hotel prepared for us – meat, prawns, mussels, scallops... and much much more! All thoroughly enjoyed the course and have started to put into practise some of the things learned during the day. Smoked garlic is selling well for me... next step is smoked butter!

# NEW-LOOK Q GUILD WEBSITE

The Q Guild website is undergoing a transformation that will give it a fresher look and feel. The new site will be responsive so it fits to the screen size of the device that you are using.

The all-round user experience has been improved to make information, recipes, and most importantly butchers easier to find and interact with.

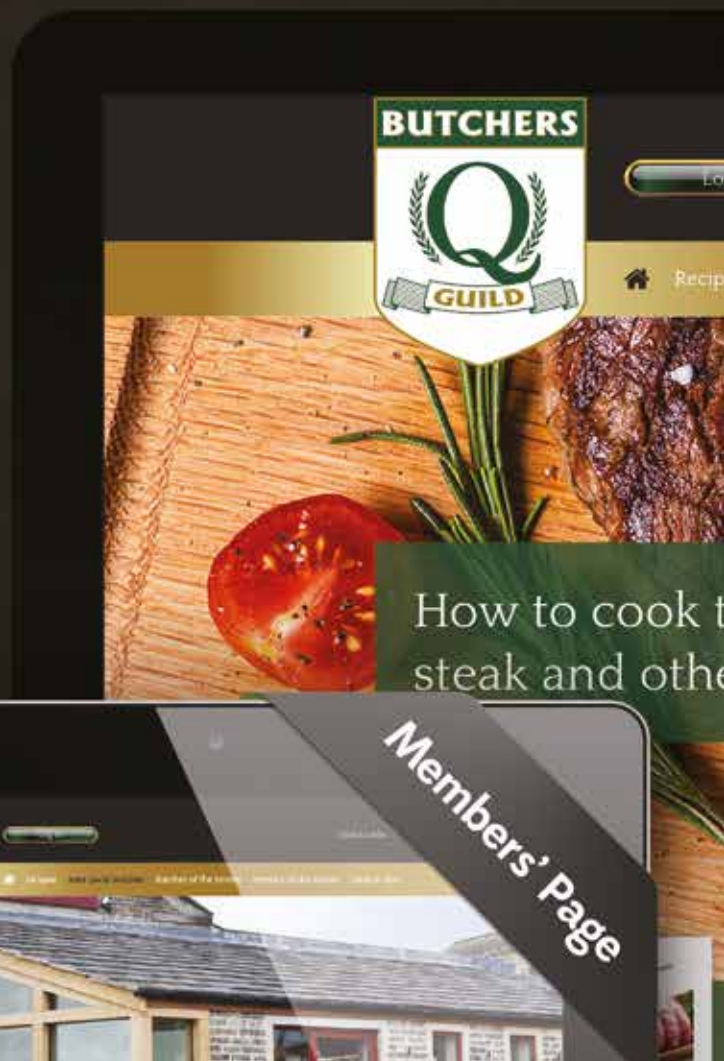
Not only that, each Q Guild butcher will receive their own page on the site (like the example in the iPad) with information, contact details, a map, links to their own website and social media pages, and there is even space for a news story. Q Guild members will be given log in details to be able to update their page as and when they please. To populate the site for launch day, all butchers will have been sent a form to complete with their logo, an image of the butchers' shop and some information about them. If you haven't completed this form already, please do so as soon as you can so that you have a presence on our website.

There will also be a specific section open to The Q Guild Member Club only, filled with recipes (for both you and your customers), promotional assets (like images and videos), industry news and much more. This will allow you to produce Q Guild branded promotion quickly and easily.

The Q Guild Product of the Month, which is reportedly going down great guns among the membership, also features prominently, as do Butcher of the Month features, ideal for the general public.

The updated website has been designed by Prototype Creative in Rotherham, who also design a significant amount of Q Guild promotional material including The Guildsman for us, and is progressing well and will be live in the not too distant future.

*"We're continuing to move with the times. The new website is both invigorating and stimulating, and, together with our social media presence and regular activity, should do much to promote the Q Guild both near and far,"* said Gordon Newlands.





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## HARTSHEAD MEATS

### Corporate Member Profile

Hartshead Meats was established by Managing Director Richard Mullaney 20 years ago. The Mullaney family started out farming generations ago, focusing on beef cattle and it was from this passion that Hartshead Meats was born.

We are a family-run wholesale meat business operating our own purpose-built abattoir. We are situated at the foot of the Pennines, with the majority of our cattle sourced out of Yorkshire and the South Pennines, taking advantage of the protein-rich grazing and easy access to locally grown grain. Our cattle are predominantly heifers. We are 100% self-sufficient, with no inter trading.

Our lambs are sourced from independent markets in the North Yorkshire Dales and local farms on the Pennine borders. We are Red Tractor and Eblex approved.

Over the last 12 months, we have continued to invest and grow. Earlier this year saw the completion of a new chiller to accommodate our continuing growth. Investment is



**HARTSHEAD MEATS LTD**



**MEAT WHOLESALERS**



continuing, with a new hardware and software system being installed in September. This will improve efficiencies in all areas of the business to give enhanced customer service and help us manage our expanding customer base to service wholesale, retail and online markets.

Our focus is always on providing premium quality for our customers. We supply many prestigious wholesalers and catering butchers who demand only the best products. Both Richard Mullaney and Sales Manager, Andy Smith, will always go the extra mile for their customers.

Richard's father, Alan Mullaney, our chairman, is heavily involved in the business, buying at several markets throughout the week. We remain a family business, passionate about farming and our business.

We are proud to be a member of the Butchers Q Guild and look forward to continuing to serve the Guild's butcher membership.

Contact Hartshead Meats on 01457 837658, or email [hmeats@pmullaney.com](mailto:hmeats@pmullaney.com)



## DON'T FORGET

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### FOR EXAMPLE

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Unbar Rothon director Richard Rothon with a jar of the new seasonings.

## UNBAR SEASONINGS

### Curry Flavour

A major expansion of its hugely successful Butchers Pride range of premium quality seasonings and marinades has been unveiled by Unbar Rothon. Joining Chilli Cor Blimey, Indian Summer, Piri Piri and others is an exciting selection of six new sausage seasonings, plus four more which are certain to add an additional dimension to the stuffings sector.

Attracting particular attention in a qualitative test market were both Pork & Toffee Apple and Pork Curry with Mango Chutney. The former enjoys the bitter sweet taste of toffee carefully balanced with cinnamon whilst the latter has warming spices and tangy mango chutney.

The other new sausage seasonings are Pork & Apple; Leek & Chilli; Spicy Apple & Black Pudding; Parsnip Honey & Thyme; and Smokey Garlic & Thyme with the last two being suitable for vegetarians.

Certain to drive volume sales in the stuffings sector are four new seasonings – Orange & Cranberry, Leek & Black Pepper, Red Pepper & Shallot and a classic Sage & Onion.

*"These flavours are designed to enable butchers and manufacturers to widen the choice of products available beyond our award-winning, day-to-day classic flavours, all of which we continue to have available,"* said Unbar Rothon director, Richard Rothon.

Unit weights vary according to the recipes but all are designed so that butchers can prepare 10lb. or 10 kilo batches of product.

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- **LONGEVITY** - Keeps goods inside at a constant temp for upto 92 hours with freezer packs. Keeps cool longer than anything else on the market!
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Note: These bags are a new high-value item & therefore requires a joint commitment from as many Q Guild members as possible. The total minimum order of Chill Buddy material requires 5000 bags or more, all at the same size. The outer cover can be personalised from 250 bags upwards. We recommend a selling price of £10.00 per bag including 2 colour branding, 2 positions. Please contact us if you are interested in this patent pending Chill Buddy hamper bag.

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# SPREADING THE WORD FOLLOWING Q GUILD SURVEY RESPONSES

In answer to queries from individual members about high bank charge levels and pension scheme auto enrolment preferences, the Guild consulted the general membership. The responses – listed below – were informative and management feel they could be of value to all.

## Bank Charges

1. We use Barclays and pay 65p per £100 to put cash in, 35p per cheque – that's in or out - and 90p per £100 to get change out.
2. We have been using G4S for over a year. They collect three times per week and we find them very professional.
3. We bank all our cash with Giro bank (The Post Office), which is part of Santander and are charged 27p for every £100 cash banked. We then write a cheque on the Santander account and pay that into our own bank – the Clydesdale, who, incidentally, charge the same as Lloyds.
4. We bank with the Co-op and then transfer by BACS into our Barclays' account a set amount once a week. We only bank cash and cheques and collect change with the Co op (via our local post office). All our terminal payments go into our Barclays account and we pay all our creditors by Bacs – no cheques are written on our Barclays account. Been with this just over a year and with Barclays before. bank charges were about £200 per month and far worse at Christmas. Works fine. Bank charges now about £12 per month. Whoopee!



5. We would pay 70p per £100 with NatWest. To get round this, we have a private account into which we pay the cash. As the cash is in the account immediately, I believe you could make a transfer on the same day. We, however, write a cheque from that account to pay into our business account at the same time as counting the cash. We then bank both at the same time. Not perfect I know, but better than paying 70p per £100.
6. At the moment we are paying 55p per £100 with the RBS. I am changing to the Clydesdale bank just shortly, who are offering 25-month free banking.
7. We use a HSBC internet account. It's £7/week and you can pay in cash up to four times a month into the deposit account. But, all transactions must be done online.
8. We pay 45p. Security Plus charge us £18.20. If they bring change, there is an extra charge of £9.75. We then get charged 12p per £100 for the cash centre to process the cash.
9. We currently pay 36p per £100. Cash collection works out more expensive for us.
10. Only suggestion I have is don't bank it and pay one supplier cash. That's what I do.
11. I'm with Barclays. They charge 9p per £100. I'd be interested to know more about G4S and how that works. One option others could look at: I've done a deal with a local business that has a speed bank that they fill. They were getting charged per £100 to withdraw and fill the ATM. I'm a cash business, so they collect £5K once a week and BACS £5K back to me the same day. This saves us both £2,340 per year. It works well and others may be able to do this.
12. A worrying tale. This member arrived at the night safe to discover it was super-glued up and was then followed by a strange car. Obvious security target! As a result, this member now uses a security company to collect cash, using the front door to demonstrate cash is removed from the premises. They say that the cash centre charges and security company uplift can still be cheaper than paying cash into a bank, but does take longer to credit.



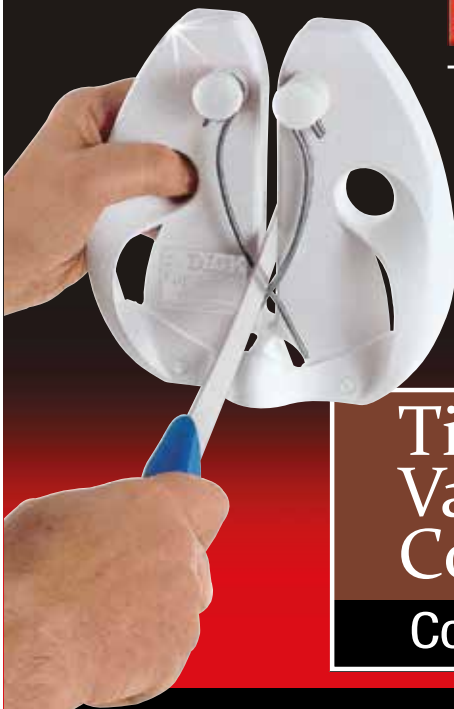
## Pension Auto-Enrolment

1. We have gone with Peoples Pension. They are independent and have administered for the building and engineering industry for years. They are extremely helpful and great over the phone. I did it all myself – set up etc. Low cost to set up and low maintenance. Is it the best returning pension though? God only knows, none will give you any figures!
2. We are using Now pensions, which my accountants are running for us.
3. I nearly went with the company that does my pension, but it was going to cost a fortune. In the end I went with my accountant, who set it up for a fraction of the cost. Not fancy, but enough to tick all the boxes.
4. We are using NEST – the Government's own pension scheme. The rating was good and there are no set up costs, unlike some private schemes. We are in the process of hitting certain deadlines, as our staging date is in November. It all seems relatively straight forward so far.
5. I set ours up in January this year. I decided to go with the Government-recommended NEST. The set up is easy and they keep in regular contact via email, reminding you about payments. I go into our NEST account every Monday and action our payment, as we pay our staff weekly.
6. My stage date is November. I am behind schedule at this time, but am going to look at the one operated by the Federation of Small Business and discuss with my accountant. I'm hoping it's a simple off-the-peg solution, but would be very interested if anyone has further advice. Has anyone used the FSB? Is the NFMFT offering a scheme for butchers?



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1 in 2 consumers throughout the UK expect independent stores, such as butchers, to stock higher quality fresh red meat, such as Scotch Lamb PGI.

Source: Kantar Worldpanel, IGD 2016

For further information: Call Graeme Sharp at the Scotch Butchers Club on: 0131 472 4042  
[www.scotchbutchersclub.org](http://www.scotchbutchersclub.org) [www.qmscotland.co.uk](http://www.qmscotland.co.uk) @Scotch\_Butchers



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## Q GUILD WELCOMES NEW MEMBERS

Our membership – both Butcher and Corporate – continues to thrive. Since the last issue of *The Guildsman*, we are delighted to welcome the following to our ever-growing ranks.

### New Butcher Members

Family-run Brendan Anderton Butchers, based in Longridge in the Ribble Valley. Brendan Anderton and sons, Austin and Roger, are all graduate members of the Institute of Meat, with Roger last year becoming the youngest-ever butcher to qualify as an IOM 'Master Butcher.' It also has a catering arm, Anderton's Ribble Valley Butchers, along with a second shop in Clitheroe.

Fourth generation Scottish family butchers Grierson Bros in Castle Douglas, Dumfries and Galloway, run by father and son, Clark and Tom Grierson, which has traded from the same shop for close on a century.

James A McMurchie Butchers in Hetton-le-Hole, County Durham, founded in 1968 by James Albert McMurchie and taken over by youngest son John, who has traded from his current shop since 2010.

In Kent, Peter Speaight Butchers. Peter has been trading from his current shop in the old village area of Royal Tunbridge Wells since 2008. The business was first established by his father, also Peter, in 1972, being taken over by his son in 1984.

William Peat Butchers in Barnard Castle, County Durham. Teesdale's oldest butchers; the Peats, were selling meat as long ago as the late 19th Century. Jim Higginson opened his first shop in 1978, buying the Barnard Castle shop - now run by David Higginson and one of seven outlets trading as Castle Bank Butchers – in 1993.

### New Branch Shops of Existing Members

Tilehurst Village Butchers, near Reading, with a further two butchers counters it runs as concessions on behalf of Budgens and Dobbies in Mortimer Common and Shinfield.

Lincolnshire-based Simpsons Butchers, the 2015/16 MTJ Butchers Shop of the Year, with another outlet at Four Seasons Garden Centre, Sleaford. The business now holds membership with all six of its shops.

### New Corporate Members

(contact details of all corporate members are on Pg.15 – use them wherever possible)

Free-range poultry producer Caldecott's, of Wythall in Worcestershire. Range includes The "Robert Caldecott Celebration Turkey" (Bronze), "Cotswold Free Range Chicken by Robert Caldecott" and the "Robert Caldecott Celebration Cockerel."

West Yorkshire-based Cosmos Labels in Saltaire, Bradford. The company produces self-adhesive labels, including generic and printed scale labels, digital labels, specialist labels, thermal till rolls and credit card rolls, barcode labels, packaging labels and thermal transfer ribbons. It also runs a standalone office supplies division.

Q Guild manager Gordon Newlands said: *"There has been a major increase in membership of the Guild over the last few months, both from new members and more existing members who have included their branch shops, along with new corporate members. The Q Guild continues to go from strength to strength."*

## DON'T MISS THE BOAT

**Sept 20th** – Executive Meeting, York

**Sept 23rd** – Smithfield Awards entries close

**Oct 18th/19th/20th** – Smithfield Awards Product Evaluation, City of Glasgow College

**Oct 31st-Nov 6th** – British Sausage Week

**Feb 1st, 2017** – Smithfield Awards Lunch & Presentation, Ironmongers Hall, London

## REGIONAL EVENTS

### East

**Sept 19th** – Attend South meeting

**Jan 17th, 2017** – East AGM

### South

**Sept 19th** – Godfrey and Co visit and Q Guild meeting

**Nov 7th** – Xmas Meal/Social evening

**Jan 16th, 2017** – South AGM

### Midlands

**Oct 10th** – Xmas Planning, George Hotel

**Jan 9th, 2017** – Midlands AGM

### North East

**Nov 15th** – Christmas Meal

**Jan 10th, 2017** – N/East AGM

### North West

**Sept 21st** – MRC The Flava People-Factory visit and Q Guild meeting

**Oct 18th** – Chorley, Christmas Planning

**Jan 11th, 2017** – N/West AGM

### Scotland

**Sept 26th** – Visit to Rodgers Butchers Factory and retail shop, Q Guild meeting and Lunch

**Nov 28th** – Meeting, Perth

**Jan 15th, 2017** – Scotland AGM

### Wales

**Sept 19th** – Attend South meeting

**Jan 16th, 2017** – Welsh AGM