



## **Q GUILD North West Region**

**Minutes of the regional meeting  
held on Tuesday 16<sup>th</sup> January 2018  
at Goodwins, Chorley at 7.30pm.**

**Present** - Greg Hull, Philip Cranston, Austin and Roger Anderton, Max Roberts, Mark Duckworth, Howard Callaghan, Claire Holland.

**Corporate Member** - Judith Johnson Lucas Ingredients

**Apologies** - Charles Clewlow, John Mettrick, Stuart Higginson, Jonathon Wallwork, Neil and Jan Corry

**Minutes of the meeting of 10/10/17 and matters arising** - Proposed by HC seconded by MD

### **Election of Officers 2018**

**Chairman** - Philip Cranston proposed by HC seconded by GH

**Deputy Chairman** - Jonathon Wallwork proposed by MD seconded by AA

### **Review of Christmas trade 2017**

**Andertons** - Best ever. Whole birds, ribs of beef, pigs in blankets and gammons sales up. Strong online and hamper/meat boxes sales. NY Eve Beef Fillet sold well.

**Cranstons** - Sales up 4.5%. Sold 100 bronze saddles for the first time. Most Christmas stock sold, fixed weight price on Turkeys.

**Corry's** - Turkey sales same but 30% increase in turkey breast. Beef sales down, beef rib on the bone up, lamb good but sold out of pork. Packington Cockerels were a great success. Still having staffing issues so only open 3½ days a week. Takings levelling out and opened on the Sunday which was quiet as was NY Eve. Near end of week, only had 3 turkey breast left, so stocked up at the last minute, got left with a few.

**Higginsons** - Great all round trade. Bought roastings in which proved to be a very efficient way to supply all beef requirements.

**Frasers** - (Copas) Turkey sales down, slow trade on the Sunday. 2300 large pies sold over 3 days. Only took orders for turkeys, no other products. On pack sticker with all cooking instructions.

**Callaghans** - Same as 2016, turkey breast sales up but poor beef and pork sales. NY Eve really slow. Hampers, ready meals, RTK products are all increasing. Resulting in fresh meat now 25% or less of their total sales.

**Dales** - 10% increase. Turkey joints, aluminium trays of stuffing, pigs in blankets, ribs, lamb legs and racks very strong sales. Good new year sales. Customers were eager to place orders

**2018 programme** of visits/meetings currently being worked on with information to follow but the following dates are fixed:

*a Masterclass in Meat...*

The Q Guild 8-10 Needless Road, Perth, PH2 0JW  
Tel: 01738 633160 Fax: 01738 441059 Email: [info@qguild.co.uk](mailto:info@qguild.co.uk)



25<sup>th</sup> April Regional BBQ Competition. Venue Greg Hull's residence.

13<sup>th</sup> May National BBQ Competition, Redbourne, St Albans as part of the National Conference

### Executive report

Feb 7<sup>th</sup> Smithfield Awards lunch and presentation tickets available until end of January.

Guildsman Due out to members in March

### Product of the Month

- Feb - Lucas Moroccan Sausage Mix
- March - Scobie Cherry Cola Pork Belly
- April - Dalziel Spatchcock Lemon Chicken
- May - Smithfield Award Winner
- June - IFI, product tbc

### Consumer Magazine

- due out in March/April to cover BBQ & Summer Eating
- recipes, cooking tips, relevant consumer advertising
- 100 copies per member

### Trade Partners

- Dalesman no longer key partners or corporate members
- Paragon new corporate members
- Feb 8<sup>th</sup> Visit to Dalebrook Showroom, London organised by Scobie and Junor

(Update since meeting) New Key Partner - IFI to include Traeger Grills & The Alfresco Chef

### Trade Press

The Meat Trades Journal will only be available on line but they will still run the Butcher of the Year awards, Champion of Champions and National Butchers Week

**Back Office System** - CH continuing to update the online back office system with new images, and re categorising of files.

**Audits** - Shopper Anonymous to be trialled in Scotland and then will visit 40 members shops throughout 2018

**Fees** - to remain unchanged for 2018

### Corporate member update

Judith Johnson Lucas Ingredients presented information sheets for members to takeaway which included details on their :

New smokehouse range

new larger packs of sausage mixes

reminded members of the offer of a free tub of Easicure reduced salt dry cure, via their online form [www.lucas-ingredients.co.uk/intouch.htm](http://www.lucas-ingredients.co.uk/intouch.htm)

### Any other business

PC thanked GH for his time as regional chairman.

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