



Q Guild Scottish Region Meeting

Meeting and visit

Mearns T McCaskie, Wemyss Bay

Monday 4th September 2017, 3.00pm

Present: Robert Patrick (chair), Drew McKenzie, Ian Jack, Nigel Ovens, Douglas Scott (minutes).

Apologies for absence were received from: John Davidson, Alan Kennedy, Haigs, Graeme Johnston, Duncan Fraser, Tom Grierson, Stewart Collins, Judith Johnston (Lucas).

Robert Patrick thanked Nigel for hosting this meeting. NO served up an impressive selection of his party food suggestions for those present to taste. (pictured below)

Matters Arising: none that wouldn't be covered by the agenda.



a Masterclass in Meat...

The Q Guild 8-10 Needless Road, Perth, PH2 0JW
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Product of the Month:

The forthcoming Products of the Month for October, November and January were unveiled. Promotional materials will be distributed next week. DM recommended removing the inner fillet and flattening a chicken fillet for the January POTM chicken pizza.

Christmas Planning

RP had not heard about turkey prices. IJ and DM would use Kellys, NO will use Copas. NO said one of his party food successes was chicken wings that he was getting £6 per kilo, steamed to 110 and seasoned, marinated.

IJ said that they would just order same turkeys as last year, keep orders tight.

RP will open the Sunday before Christmas but not at New Year.

DM felt that previous Christmas trading on a Sunday turned out to be only order collection. He felt that he would not open on the Sunday. NO will treat as a normal 24th & 31st December. IJ will not open on 24th and 31st.

Open Forum

IJ said that nothing has changed much in Stranraer but three changes have affected his business. One member of staff left after 42 years, he has gained a baker order and a business with several stores is now taking his products.

NO reported it had been a bad summer for barbecue trade. Stew, Mince and Steak Pie trade had been good. Sales have been picking up and he is going for SALSA accreditation.

DM felt that trade was ok. Overheads are high and staffing levels need to be closely watched.

Next four months would be important and margins have to be maintained. He is promoting products where margins are good and doing less wholesale work than ever. He reported that interest in commercial properties in Port Glasgow is improving. RP said August had been a good month.

Smithfield Awards

Reminder - entries close on 25th September and they have to be entered online at www.qguildentries.co.uk Of the members present only RP was sure that his business would enter.

AOB

IJ said that he been named Independent Retailer Meat Supplier of the Year in Scotland. He was not sure how this had come about but everyone congratulated him on what was a very marketable award.

Date of next meeting: tba

Tour of McCaskies meat processing plant. - [photos at https://bos.qguild.co.uk/members-news](https://bos.qguild.co.uk/members-news)

The new build which was finished in November 2016 is a state of the art design filled with equipment that could stage its own trade fair. Amongst all the mincers, clipper, blast chillers, Rational ovens, Nigel's pride and joy is the Frima VarioCooking Centre that can deep fry 20 kilos of chicken at the one time and capable of cooking 90 kilos of diced stew in 45 minutes. Deep fry 3000 Haggis bonbons in a day by forming in meatball machine and breadcrumbing. NO highlighted this as a product where enhanced margins were possible.

RP thanked Nigel for his fascinating boss' tour and for the hospitality extended to the Guild members.

Meeting ended at 5.30pm

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