

Joined up approach brings benefits



**Managing Director
Raymond Wight**

Here at Scotch Premier Meat we are starting to be build on the benefits of the joined up approach from all the companies

in the new ANM Meat Division.

We have full approval from the vets now on the lamb line in Inverurie and it is up and running and things are going steadily.

We have a full trained staff of 16 on that line after starting from a zero trained base in May. We are killing some 2000-sheep a week, cutting 1000 and selling another 1000 whole to butchers' shops.

We are exporting a lot of lamb saddles to Italy and we also sell a lot to Donald Russell here in Inverurie.

We are now looking to build on that customer base and add to it. Italy is as good a market as you can get for saddles. But with less lamb expected to come in from New Zealand I am expecting us to do more in the domestic market here.

We currently kill 2000 sheep, 900 cattle and 300 pigs week here and my aim is to do more cattle and sheep.

Practical challenges

There are obviously practical challenges to overcome as we are surrounded by houses.

When the plant was originally built it was in the countryside but housing development has spread out around us.

We are putting in a new computer system, Livestock Tracker, to allow us to manage our business better by having better stock control, yield control and feed more information back to farmers.

Pass code

Each farmer will have an individual pass code to get into his own site and see their livestock grades and other information. We can feed a lot more detail back to farmers to them improve their business.

The new system is about 75% there and we are dealing with the inevitable teething problems. The challenge for us is that we have got to make the information work for us and for the farmer. All of our customer farmers, who number several hundred, will be able to be linked to it.

Investment

It is a six-figure investment for us and was needed as our previous system, which was more than 10 years old, was outdated and in



Raymond Wight meets the Princess Royal during a visit to Jim Royan's butcher shop in Elgin.

serious need of modernisation. We are installing the basics and then building on add-ons.

The advantages for us are traceability – once the animal is scanned in we can follow it all the way through. We also have instant stock control and we can real information all the time about what is on the premises, the type, the age and other details.

Other companies have had this sort of system for years and we are now catching up and I am hoping it will help transform our business. It will help us dramatically.

Business is better, there is less imported meat coming in and there is more demand in the UK for local, home-produced produce. Provenance and traceability are more important now. I think prospects are looking good for next year.



Italian buyers Matteo Di Poli and Morgan Montescambi of Comint enjoy their first ever Scotch Premier Meat Christmas Carcass show. (See full report on pages 20-21)

FACT FILE

- Scotch Premier Meat currently employ 155 staff
- Weekly throughput of 900 cattle, 2000 sheep and 300 pigs
- 7500 boxes of meat produced every week
- Scotch Premier export beef and lamb to top class restaurants abroad
- Export destinations include Holland, Italy, Cyprus, Hong Kong and Sweden.