

BILLINGSGATE GOSSIP

THE LONDON FISH AND POULTRY RETAIL ASSOCIATION NEWSLETTER

SPRING 2004



New 2004 Council elected

At a meeting held at Billingsgate Market on 9th February 2004 your Council nominated Mr. Ray Sandys to serve as Chairman for a fourth year. The vote was unanimous.

Mr. Ray Sandys was delighted to accept the Chair once again. He went on to raise the issue of finding new council members. "We would ask any member, new or old, if you are interested, why not join us?"

The LFPRA usually hold four meetings a year, mostly held on a Monday, duration 3 - 4 hours.

It is your Association, so give us your ideas. The next meeting will held on Monday 5th July 2004.

Your 2004 Council:

Mr. R. SandysChairman
Mr. K. CondonTreasurer
Mr. C. CaiseySecretary
Mrs. S. LyonsJoint Secretary
Mr. E. Saunders
Mr. D. Sheppardson
Mr. G. Sage
Mr. B. Bunkell
Mr. L. Mash

Social weekend

On the Bank Holiday Weekend 29th to the 31st May The President of the National Federation of Fishmongers, Gordon Sage (Hundreds of Rochford), will host a social weekend at The Livermead Hotel, Torquay.

Open to all sections of the trade, it's a chance to meet old friends and new. So why not come along and join us there? An excellent venue with great company and a Sunday evening Banquet. Full details will be published very shortly, or you can telephone the Secretary for The National Federation of Fishmongers on 01376 571391 for more information.

...and to follow

Your Association Chairman Mr. Ray Sandys will once again hold his Dinner and Dance at The Lakeside Moat House Hotel, Grays, Essex on the 24th October 2004. The tickets will be in great demand yet again this year and full details will be announced in the next issue of The Gossip.

All London Fish & Poultry Retail Association members will be notified and your Chairman looks forward to seeing you all.

Is farmed Salmon still on your menu?

With the recent scare involving Salmon, we need to compliment Scottish Quality Salmon (www.scottishsalmon.co.uk) for their quick response and clear & concise information on how to respond to our customers.

Another plus was the response of most of the National press, with many articles answering the questions which could have been very damaging to the industry.

Most of our members readily made available as many of these reports as were needed.

Another thank you must be extended to the Press Officer of the National Federation of Fishmongers, Mr. John Adams of Cardiff.

John spent considerable time on behalf of all our members and indeed for the industry in taking many calls and gave many interviews.



Photo courtesy of Scottish Quality Salmon

Time to sharpen up

Plans are already being drawn up for the 52nd National Federation of Fishmongers Craftsmanship Competition. Full details of venue and dates will be announced shortly. The Gossip brings this to your attention now as we would like to see a greater number of entrants from London than in recent years.

With Gossip readership getting bigger with each edition, and the eGossip now going global to locations such as the Sydney Harbour Fish Market, we feel it's about time to tell the world we are not bad fishmongers either.

Fish Industry Golf Society

For the first time in its history, the Fish Industry Golf Society (FIGS), will be visiting Berlin on the occasion of their Spring meeting.

The dates will be from 28th May to 30th May, and will be held at two courses adjacent to The Hotel Esplanade, Bad Saarow, approximately one hour from Berlin. Room rates start at 71 Euros per person, plus golf.

For further information please contact Ken Gillie, Hull 01482 650330.

Greater London Seafish - Group Training Association

Dear Colleagues,

Spring is in the air and at last the days are drawing out! January has seen the launch of the Seafish 'Oceans of Opportunity' CD, promoting careers in the industry going out to 5,000 UK schools. This great CD is aimed at young people to find out more please read the full page article in this issue.

Look after your company's most important asset!

Win training for 5 staff members and receive £200 off Management Development training. If your company employs less than 250 staff and is based in Greater London, Business Link will give you the chance to win training for 5 staff members and £200 toward the cost of training your managers. The initiative, developed in conjunction with Training for Change, allows you to select from the following funded training programmes:

Institute of Leadership & Management

Introductory Certificate in Team Leading (3 days) £235 (with discount)
Introductory Certificate in First Line Management (5.5 days) £435 (with discount)

Chartered Institute of Environmental Health

Supervising Health & Safety (3.5 days) £235 (with discount)
Foundation in Health & Safety and Risk Assessment (2 days) £175 (with discount)

The Seafish Industry Authority also offers some great advice about 'people management' in their 'Guide to Business Success through Your People'. This is an A4 guide which contains loads of great information such areas as motivating your people, how to review staff, an example of an equal opportunities policy statement. You can obtain a copy of this publication for £7.50 including postage and packaging from Cynthia Brigham on 01482 327 837.

FREE Health & Safety and Food Hygiene training videos and CDs

Limited stocks are currently available of free training material to help your business take on Health & Safety and Food Hygiene. These materials serve as great introductions to these important areas and can help employees get started. The training video 'Bacteria Bites

Back' is produced by the Food Standards Agency and uses interesting filming techniques to illustrate food safety. The pack includes a practical guide for managers that outlines what causes food safety problems through to good practice tips. Also available is an interactive training CD produced by 3663 and the Hospitality Training Foundation, again this is only an introduction; however it is a great place to start. For your copies please contact me in Office 28 Billingsgate Market.

Foundation Certificates in Food Hygiene

A 'must have' for all those involved in handling and preparing food can be achieved easily through a variety of routes. The two the GTA recommends are the one day taught course and the 'open learning', learn at your own pace study option. There are many providers in London that offer the taught course.

One supplier the GTA recommends is the Royal Borough of Kensington and Chelsea who regularly organise these events. For example the course is running 5, 10, 11, 17, 18, 19, 22, 23 March 2004.

The course costs £60 and includes six hours tuition and a multiple choice exam, which on passing leads to your Chartered Institute of Environmental Health (CIEH) certificate. To contact Royal Borough of Kensington and Chelsea, call 020 7341 5606 or visit www.rbkc.gov.uk/foodhygieneandstandards.

An alternative route is to use the Seafish 'open learning' module, which has been specifically written for the seafood industry. This very popular option lets students study at home when time allows, costing £35 including exam and certificate. Again it should take six hours to work through the module but this can be split into smaller chunks of time. The GTA offers on going support to students who need help and also organise the exam at a convenient time and location to suit the student.

As always if you have any ideas or comments on our work, please contact me in Office 28 or call 020 7517 3545.

Best wishes,

Adam Whittle - GTA Development Manager.

Seafood Jobfinder – Individuals looking for work in the Seafood Industry

Roy Clark

Tel: 020 8450 6319

E-mail: docious26@hotmail.com

I am an employed fishmonger in North West London who is looking for a new position due to the shop I work for is closing. I have been in the fish game since I was 15 and now I am 51 years old.

Mark Werschlein

Tel: 07963 213 303

Mark studied a course in aquaculture, while he was working for one of the biggest catfish farms in South Africa. He has four years experience in production management, processing, nutrition,

feeding, harvesting, packaging, production systems. He has been a manager on a fish farm he has also run an abattoir dealt with the training, export.

Majbaul Alam

Tel: 020 8317 1953

E-mail: m_majbaul@yahoo.com

I am a fish processing technologist from Bangladesh and I have five years working experience in processing, block frozen, IQF and value added fish and shrimp products for the UK, EU, USA and Japan market. I am currently looking for a part time job while I continue my studies.

Seafood Job Finder Success for M&J Seafood

Following on from the free advert in the winter issue of the Gossip, M&J Seafood have recruited half a dozen new staff as a direct result of seeing the opportunities at their new Park Royal (West London) Depot. This depot to be shared with their parent company the Brakes Group will open in April this year adding a second branch to the London network.

"I would like to personally thank the GTA for their help so far and also highlight other opportunities we currently have available," said Ian Robinson, Sales Development Manager who is responsible for setting up and recruiting new staff at Park Royal. "Before the last Billingsgate Gossip, there was plenty of Gossip going

M&J SEAFOOD

The fresh fish specialist

around about M&J's future plans. Not only has this been cleared up, but we have been able to recruit some excellent staff."

"We have ambitious plans for expansion," explains Ian. "The company is the largest fresh fish supplier in the country. M&J Seafood are now looking at pushing the UK business over the £120m mark this year with 15 branches across the UK.

We are aiming for complete UK coverage by the end of 2005. The new

Park Royal branch is part of this expansion which will help us improve our service within the M25.

Our aim is to push our London turnover from the current £10m at our Docklands branch to £25m over the next three years.

From the summer of this year we will have 26 vans operating in the region to help us achieve this goal.

I would wholeheartedly recommend anyone to a career with M&J Seafood, as we are now such a major player in the market, not only are there career opportunities (as outlined below) at our Park Royal branch, but real career opportunities exist elsewhere within the company for motivated individuals."

Anyone interested in any of these opportunities should contact Ian Robinson directly on 020 7540 4806 / 07776 256 943 or e-mail him at: ian.robinson@brake.co.uk.

M&J Seafood currently supply over 200 fish and shellfish species, more information about the company can be found at: www.mjseafoods.com.



• Sales Development Manager Ian Robinson

Opportunities at Park Royal depot opening April 2004

- | | |
|----------------------------------|--|
| 1 x Freezer Supervisor | 1 x Block man (night) |
| 1 x Freezer Assistant | 2 x Night clerks |
| 1 x Fresh Fish Manager | 4 x Telesales (no telesales experience required) |
| 1 x Fresh Fish Assistant (day) | 2 x Accounts staff |
| 1 x Fresh Fish Assistant (night) | 2 x Sales Administrators |
| 2 x Block man (day) | 11 x Drivers |

For enquiries about The Greater London Seafish Group Training Association, please contact Adam Whittle, Office 28, Billingsgate Market, London E14 5ST.

Tel: 020 7517 3545 Fax: 020 7517 3535

E-mail: info@london-seafish.org.uk

Web: www.london-seafish.org.uk

SEAFISH offer Oceans of Opportunity

“ The UK seafood industry is growing in value and needs ambitious, determined young people with the skills and education to make a major impact on the thousands of businesses that make up the industry. Seafish recently launched its new *Oceans of Opportunity* information pack in a bid to encourage more young recruits to become the future managers, business owners and entrepreneurs of the industry. Here we find out more. ”

Oceans of Opportunity is a departure from previous Seafish careers packs, as all of the material - including new videos, case studies and leaflets - is contained within a single CD-ROM.

“The industry needs to recruit young people with the skills, knowledge and drive to secure its long term future prosperity,” says Lee Cooper, Seafish training adviser. “Our new pack will help them do this. This approach has many advantages,” he explains. “Not least among these is that young people today are switched on to computers and are more likely to respond to information presented this way.”

The CD is easy to use and contains a wealth of information that will provide young people, and those that influence them, with positive messages about the opportunities and exciting challenges available through a career in seafood.

The messages are based on the experiences and views of people already working in the seafood industry and these messages are delivered through interviews on seven videos within the CD.

Its contents have been designed both to inform and influence potential

recruits to the seafood industry. “The development of the pack would not have been possible without the considerable investment of time by the many individuals who provided video interviews and whose views form the core of the information pack,” says Lee.

In addition to the CD and folder, schools will be sent guidance on how to use the pack effectively and will be encouraged to provide feedback to Seafish on ways in which it can be improved in future years. “We have already sent the pack to headteachers and careers advisers at more than 5,000 secondary schools and sixth form colleges throughout the UK,” Lee explains.

“We timed this launch to coincide with the schools’ requirements to deliver careers advice to pupils and we confidently expect our materials to be warmly received. Oceans of Opportunity will give young people balanced accurate information and views on our industry and ensure that they are better informed about both the challenges and opportunities of a career in seafood.”

• There are seven videos on the CD-ROM



Simon Newne: photo by Dominic Harris

Contact Lee Cooper on
01482 327 837
or e-mail: oceans@seafish.co.uk



Billingsgate Seafood Training School

The Seafood School was pretty quiet in December and the first part of January - it seems that people have other things on their minds at that time of year! However, things are warming up again now and we are back into the swing of school, public and commercial courses.

New this year is a series of courses by CJ Jackson, former principal at Leiths cookery schools and co-author of "Leiths Fish Bible". The full day course which is open to everybody, includes a section on preparing fish and shellfish as well as how to cook them. The first two on "Shellfish" and "Catch of the Day" have been fully booked.

While Lyn was off on her holidays in January, Adam went to a presentation hosted by Greenwich Education/Business Partnership to accept an award on behalf of the school. They said some very nice things about us:

"This exceptional course 'From Fish to Food' has been enjoyed - free of charge - by a wide variety of secondary schools in Greenwich. This lively and innovative course is delivered by a professional team of culinary experts and includes a



Adam Whittle receives the award from Councillor Janet Gillman, the Mayor of Greenwich, on behalf of The Seafood School.

captivating knife skills and cookery demonstration. Lyn Gower's dedication to educating students in the importance of fish in the diet has been acknowledged nationally in the Telegraph Food Supplement... for organising a successful pilot programme for a Greenwich Primary School".

Of course this commendation is really for Ken, Charlie, Ruth and Paula who put in tremendous efforts to make sure that the students get the most out of their trip to Billingsgate. They ARE our "professional team of culinary experts".

Ken and Charlie keep reminding us that they are retired and are supposed to be taking things easier so, as the school gets busier, we are in dire need of other fishmongers, retired or not, who would be able to help with delivering courses to schools, commercial customers and the general public. If you can help in any way, phone or pop in to the office.

We have another City & Guilds 2 day course for fishmongers coming up on 15th & 16th June. This course is FREE, it is subsidised by Fishmongers Company and City & Guilds and results in the City & Guilds Profile of Achievement Award. If you or any of your staff would like to take advantage of this, or want more details, get in touch at the address below.

If you are interested in helping in any way, want details of any of our courses or have any ideas for events we could hold at the school please contact Office 28, Billingsgate Market, phone 020 7517 3548, e-mail: info@seafoodtraining.org

Are we all really listening?

- A recent visitor from a leading Supermarket chain to the market asked, "Why did nobody ask if I needed any help?" He could have been a future customer. Do we all assume that everybody in the market already knows how and what to buy?
- Four young lads presented a Marketing strategy to promote the Billingsgate Seafood School (a college project). Part of their presentation was possible solutions to promote the school. They contacted various radio stations to establish the cost of Radio Advertising. A very interesting idea. Well done lads. Perhaps we should listen to a few more younger people.
- Are you aware that there are over 200 species of fish and shellfish available? How many will you provide for your customers? How many can you see in your local supermarket? Perhaps the (fish) world could be your oyster?
- Please try and find time to see the C.D that SEAFISH have produced, Oceans of Opportunity. Although this has been prepared as a careers in the seafood industry pack, we think you will find it full of interesting information on how wide this industry really is.
- If we start to listen more, perhaps we could all become better informed? For example, would it not be good to know who and why groups or individuals are visiting the market .
- If you don't read The Gossip, how would you know what excellent courses and demonstration are taking place in the Seafood School?
- The London Fish & Poultry Retail Association notice board is always available or better still why not ask for a general market notice board, for all the various sections of the market to use.

New addition

Could this be the birth that football has been waiting for? A new centre forward for the year 2020! Or could it be the birth of a new dancing sensation.

Either way we would like to say congratulations to Lee and Jane Barr on the birth of their Son, Billy Barr on 8th January 2004.

Our very best wishes to Billy, Jane and Lee.



Who's that girl?

When the market floor is going about it's business, How many people have noticed a lady, quietly sitting on a small stool amongst the boxes ,usually with ice and water seeping under her feet?

At about 5.45 am on a Wednesday morning, this lady can be found deeply engrossed capturing her chosen subject , porters, salesmen, boxes, fish, trolleys, and expressions. Nothing seems to be missed.

She tells us that she likes to draw people at work and for some years she has drawn people in operating theatres, markets, smokehouses, oyster farms, restaurants and now the famous Billingsgate . " I do hope that I do not get in the way. I do find all the porters and traders so very tolerant".

The Gossip thinks that this is fantastic and takes the opportunity to introduce Virginia Powell. Virginia studied at The Chelsea School of Art (1959 - 1961). She has been commissioned by various large companies and charities and has exhibited in both the UK and the USA.

SOLO EXHIBITIONS

1969/1972	GREEN & ABBOTTS LONDON W.1
1976/1987/1989	MICHAEL PARKIN GALLERY LONDON SW1
1981/1984	MACLEAN GALLERY LONDON W.1
1987	AUSTIN DESMOND <i>Lithographs.</i> SUNNINGHILL
1990	JUDD STREET GALLERY <i>Lithographs & Etchings</i> LONDON W.C.1
1994/1997	CHELSEA & WESTMINSTER HOSPITAL LONDON
1995	CASSIAN DE VERE COLE FINE ARTS <i>Lithographs & Etchings</i> LONDON
1998	HASBRO CHILDREN'S HOSPITAL, PROVIDENCE, R.I., U.S.A.
1999	'SOUTH OF THE RIVER' WALCOTT SQUARE GALLERY LONDON
2001	'MOSTLY FOOD' FRANKLINS' RESTAURANT LONDON
2002	'SEAFOOD JOURNEYS' PERALTA PICTURES LONDON
2003	BILLINGSGATE MARKET LONDON

Virginia said" I am so pleased that Ken (Condon) introduced me to Billingsgate". Virginia is one of Ken's previous customers. " I also enjoy a coffee and bacon buttie from Crissys while listening to Ken and Charlie putting the fish trade to rights. You will not need to put on your makeup or



strike a pose, but who knows when or where you might fit into the picture. Virginia tells us she hopes to display her works later in the year.

- 'Oysters & mixed shellfish on a pink cloth'. One of Virginia's commissions for Loch Fyne Oysters Ltd.



• Virginia Powell

A bit old hat

Surely this could only happen to a independent fishmonger. We have all heard the customer say " I used to be in the fish trade " or "my dad was a fishmonger", but you do not expect to hear " I was a fish porter and I still have my original porters hat, when I come next time I will give it to you, if you would like it "

A likely story! Several weeks passed with no ex- porter to be seen. Then an unknown porter duly arrives, hands over hat, refuses any offer of cash or goods. The delighted fishmonger said "I feel as if I have the best days trade ever". The hat is now a great talking point for all of his customers and creates a great deal of interest. We are attempting to find information about this unknown porter as he could have a great story to tell. The hat had a usual lining of old news papers dated 1974. Does anyone know how many porters hats are still in circulation?

The state of Independents

At a recent dinner, the conversation always seemed to lead back to the lack of independent fishmongers. It was therefore rather nice to hear of one of our younger members getting a pat on the back.

It went something like this. "They are all very pleasant and very helpful, everyone seems to be pleased to discuss what you require or ready to recommend the best buys".

So hats off to Jason Budd and Staff trading as F.C. Soper, Evelina Road, Nunhead, Peckham. Let's hope our association members are aware that there are still many people who like to be served in the right manner .

Fishmongers and Poulterers' Institution

Once again The Gossip would like to bring The Fishmongers & Poulterers' Institution to your attention, this charity is so close to our trade. It is there for our fellow trades people and there kin, who may find themselves in need of help. The charity needs *your* help if it is to try and help as many people as possible. So please when you think of your usual gifts to charity, give a thought to the Institution. There are collection boxes in the Superintendents office and in the G.T.A. Office.

Charlie Caisey won't be embarrassed if you want to offer him the odd coins, note(s) or cheques. He'll even take the usual 'market humour' in good faith! Thank you.

Do you enjoy reading The Gossip?

If you do, then tell us. If not, then tell us why not. Drop us a line and you could be in the next issue! Send your letters, pics or general gossip to:

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