

NATIONAL NEWS

2011 Federal Wage Increase From Fair Work Australia

At the time of writing FWA has just published its decision concerning the increase to Federal Modern Award wages and allowances. The increase is 3.4 per cent, to be added to all adult wage levels in all Modern Awards and to most of the allowances. Like last year, the decision will apply from the first pay period on or after 1 July 2011. Like all such decisions, any wage increase should be able to be absorbed into any over-award payments.

New wage sheets accompany this newsletter. Be careful to pick the appropriate coloured sheets. They differ because we have the second phase-in of the transitional arrangements as

explained to members last year. The different sheets are:

- (i) White sheets applying to Pty Ltd's in NSW/SA/Qld, all employers in Victoria, all employers in ACT/NT – no transitional arrangements;
- (ii) Yellow sheets for AMIC sole traders/partnerships in NSW, SA and Qld – includes transitional arrangements.;
- (iii) Green sheets for Pty Ltd members in WA – includes transitional arrangements;
- (iv) Blue sheets for AMIC members in Tasmania – includes transitional arrangements.

The only group of AMIC members not affected by this federal decision will be sole

trader/partnerships in WA. Increases to award wages that apply to you are still set by the WA Industrial Commission and we expect a decision before the end of June.

THE MEAT INDUSTRY AWARD 2010

All 122 Modern Awards – including meat – will be subject to review in 2012. AMIC will be proposing some changes itself and we are sure the union movement will be seeking higher and more costly conditions. If we had not fought as hard as we did in 2008/2009, the Meat Award 2010 would be vastly different to what you see today. We will continue the fight in 2012 and in the next few months will be seeking comments from members.

Red Meat Network Tour to Christchurch

By Robert Constable | Pictures courtesy of Neil Roberts

On Tuesday 22nd March, 2011 thirty Australian butchers descended on Christchurch, New Zealand for the Trans Tasman Study Tour and Master Butchers Challenge.

The four day tour consisted of independent butcher shops and supermarket visits, which gave the Australian butchers a chance to compare the New



Australian team receiving their instructions for the test match



New Zealand team receiving their instructions for the test match



A worn out Australian Test Match winning team

Zealand retail market with their own.

After some great networking and consuming the odd cold beverage, the tour culminated with the Australian-New Zealand test match at Terrace Downs.

After an exciting and intense two hours, the Australian team proudly claimed victory.



Neil Roberts, Rod Sellers, Robert Constable and Bede Jarrett enjoying Terrace Downs Golf & Ski Lodge

THANK YOU TO OUR NATIONAL SAUSAGE KING SPONSORS





MLA appoints New Managing Director



On April 19th, Meat & Livestock Australia Chairman Don Heatley announced Scott Hansen as MLA's new Managing Director.

Mr Hansen, who has served as MLA's regional manager for North America for the past two years, will succeed David Palmer who announced his resignation last December.

"I have no doubt that Scott will take on this important role with great energy and commitment to drive MLA to continue to deliver the best

possible services to our industry," Mr Heatley said.

Mr Hansen said it was an honour to be selected as MLA's new Managing Director and outlined his motivation to drive the industry's service company to deliver benefits to producers. "I look forward to working with the MLA Board, the dedicated team at MLA and our industry and Government partners to continue achieving these outcomes on behalf of our stakeholders."

Current MLA Managing Director David Palmer congratulated Mr Hansen on his appointment and will continue in the role until Mr Hansen winds up his duties in the US.

For Sale - Busy Cairns Butchery

- Excellent location with great traffic flow
- Thriving trade with established, consistent clientele
- Financials available — \$1M + T/O
- All new (only 4 y/o) Plant/Machinery
- REDUCED to ONLY \$185,000.00

Enjoy warm weather and stunning scenery all year round while living the lifestyle of your dreams in Cairns!

Contact Sharon: 0401 528 440

Australian Bacon Week Winners

While Australia Bacon Week is an annual celebration of everyone's favourite breakfast food, it is more importantly a show of support for the local pork farmers as well as bacon, ham and smallgoods manufacturers that are committed to using and selling products made with 100% Australian pork.

An initiative of Australian Pork Limited, Australia Bacon Week was

National Winners - Australia's Best Bacon Barossa Fine Foods, Schultz Butchers, Elizabeth West SA

Full Rasher	
1st	Metcalfe Quality Meats, Evans Head NSW
2nd	Coota Valley Meats, Engadine NSW
3rd	Pronto Smallgoods & Butchery, Carramar NSW
Low Fat	
1st	Barossa Fine Foods, Schultz Butchers, Elizabeth West SA
2nd	Stamfords of Brentwood, Brentwood WA
3rd	Kanmantoo Bacon Co., Kanmantoo SA

State Winners - New South Wales

Full Rasher	
1st	Metcalfe Quality Meats, Evans Head
2nd	Coota Valley Meats, Engadine
3rd	Pronto Smallgoods & Butchery, Carramar
Low Fat	
1st	Coota Valley Meats, Engadine
2nd	Lucas Quality Meats, Bronte
3rd	Sunshine Meats, Marickville

State Winners - Victoria

Full Rasher	
1st	Wattle City Meats, Marlborough
2nd	Heritage Meats, Geelong
Low Fat	
1st	The Smokehouse, Carrum Downs
2nd	Donohue Quality Meats, Benalla
3rd	Newmarket Food Group, Moorabbin

conceived to raise awareness of the local industry's ongoing fight against imported pig meat spearheaded by the PorkMark program.

Australian Bacon Week was held March 7 – 13 and 97 bacons from 72 manufacturers were registered as part of the national Awards for Excellence. Congratulations to all the winners.

State Winners - Queensland

Full Rasher	
1st	Barritt's Butcher, Bundaberg
2nd	Schulte's Meat Tavern, Plainland
3rd	Wavell Heights Quality Meat, Wavell Heights

State Winners - South Australia

Full Rasher	
1st	Standom Smallgoods Butchers, Hendon
2nd	Hawthorn Meat Store, Hawthorn
3rd	Barossa Fine Foods, Schultz Butchers, Elizabeth West
Low Fat	
1st	Barossa Fine Foods, Schultz Butchers, Elizabeth West
2nd	Kanmantoo Bacon Co., Kanmantoo
3rd	Skara Smallgoods, Nairne

State Winners - Western Australia

Full Rasher	
1st	Princi Butchers, Beaconsfield
Low Fat	
1st	Stamfords of Brentwood, Brentwood
2nd	Floreat Gourmet Meats, Floreat
3rd	Princi Butchers, Beaconsfield

State Winners - ACT

Full Rasher	
1st	Balzanelli Smallgoods, Fyshwick
Low Fat	
1st	Balzanelli Smallgoods, Fyshwick

State Winners - Northern Territory

Full Rasher	
1st	Shorty's Quality Meats, Alice Springs

Australian Meat Industry Council Elections 2011

Elections for the Board, National Industry Councils, the Australian Processor Council and Divisional Industry Councils, along with elections for Office Bearers of these bodies under the Rules of the AMIC Constitution take place every four years.

The election process for 2011 will be conducted between 15 August 2011 and 20 December 2011. Members have the opportunity to fill positions on the various Councils and, through this, be eligible for the Board.

Importantly, for Members to be eligible for a National Industry Council (with the exception of the National Smallgoods Council), they must

first be elected to a Divisional Industry Council at state level.

Members are reminded that to nominate or be nominated for any position requires that their annual subscription for 2011/12 must be paid by 17 August. Subscription advices will be sent out at the end of June in this respect.

Members are advised to consult the Constitution and Rules of the Australian Meat Industry Council and should you have any questions in regard to this election, please contact **Kevin Cottrill on 02 9086 2211 or 0438 100 226.**

The timetable for the AMIC elections for 2011 is:

PROCESS	DATE 2011	DAY
Closing of voters' roll – all members must be financial	17 August	Wednesday
Nominations called by Returning Officer for: <ul style="list-style-type: none"> • Divisional Industry Councils, • National Smallgoods Council, and • Pork Processor member of The Australian Processor Council 	25 August	Thursday
Nominations Close	15 September	Thursday
Declaration of Nominations	20 September	Tuesday
Ballot Papers Distributed for elections for: <ul style="list-style-type: none"> • Divisional Industry Councils, • National Smallgoods Council and • Pork Processor member of the Australian Processor Council 	30 September	Friday
Ballot Closes	20 October	Thursday
Ballot Declared – members elected	27 October	Thursday
Divisional Industry Councils meet and Nominations called, and if required, ballot conducted for: <ul style="list-style-type: none"> • Office Bearers of Divisional Industry Councils, and • Members of National Industry Councils 	Not later than 10 November	Thursday
National Processor Industry Councils meet and Nominations called, and if required, ballot conducted for: <ul style="list-style-type: none"> • Office Bearers • Australian Processor Council Members 	Not later than 21 November	Monday
The Australian Processor Council, National Retail and General Industry Council and the National Smallgoods Council meet and Nominations called and if required, ballot conducted for: <ul style="list-style-type: none"> • Office Bearers • Board Members 	Not later than 30 November	Wednesday
Board meets and Nominations called, and if required, ballot conducted for: <ul style="list-style-type: none"> • Office Bearers 	Not later than 14 December	Wednesday
Election of Board Member to fill vacancy created by the election of the Chairman	20 December	Tuesday

NEED RAZOR SHARP KNIVES?

Nirey electric knife sharpeners really work. **WE GUARANTEE IT!**

Every skilled butcher knows how vital well-sharpened knives are. They're not only much safer to use, but by holding their edge longer, make cutting, trimming and filleting quicker and easier, while retaining moisture in the meat.

Get the easy-to-use sharpener that will save you money and time, and help make a safer working environment.

Commercial **KE-280** **\$456⁵⁰ RRP**
plus postage & handling



Features a patented, angle controlled cushion contact system, which produces razor sharp knives and polished edges in seconds

DESIGNED FOR CONTINUOUS COMMERCIAL USE

Now used by thousands of Butchers throughout Australia!

Available from:

QUEENSLAND - SHARPEDGE Brisbane 07 3200 7187 | VADALS Brisbane 07 3907 7878 | CQ BUTCHERS & CATERING SUPPLIES Mackay 07 4957 6888 | SVENDSEN BUTCHERS SUPPLIES Cairns 07 4035 7333 | EKO SOLUTIONS Bundaberg 07 4131 6100 **NEW SOUTH WALES** - NEILD & CO PTY LTD 1800 643 589 **VICTORIA** - SCHWARZ 03 8586 6000 **TASMANIA** - WARE BROS CUTLERY 03 6234 2286 **SOUTH AUSTRALIA & NTH TERRITORY** - MASTER BUTCHERS CO-OPERATIVE LTD 08 8262 5433 **WESTERN AUSTRALIA** - MBL FOOD SERVICE 08 9334 9600

ORDER YOURS TODAY!
For your nearest stockist,
Call **1300 650 656**
Visit www.totalknifecare.com.au
Email info@totalknifecare.com.au

TKC
TOTAL KNIFE CARE
ON THE CUTTING EDGE

AUSTRALIAN IMPORTER **TOTAL KNIFE CARE** Call **1300 650 656** for Distribution Enquiries

For Sale Cohuna Butchers (Northern Victoria 3568)

- Good lease and reasonable rent
- Excellent fridges and machinery
- Refrigerated vehicle
- Only butcher in town
- Supplying the only supermarket in town
- Turnover \$830,000+ annually
- Huge potential

Paid \$200,000 spent \$70,000 - will sell for \$180,000

Contact: Des 0407 799 705

Seeking: Butcher-Asst. Production Manager Based in Port Moresby PNG

Papua Niugini Freezers (a division of BNG Trading Co.), the largest manufacturer of smallgoods in PNG, is looking for a qualified butcher to join our very experienced Aust. Production Mgr as the Asst. Production Mgr. This is an exciting opportunity given the growth of the business in the last 5 years and the continued prospects.

experience in smallgoods production, be used to managing a team, have a high level of commitment, and be ready for a challenge and a proactive approach.

An attractive expat salary package, (airfares, accommodation, vehicle) + an incentive component will allow the successful applicant to share in the company's results.

The ideal candidate should be a qualified butcher, have 2 years

Please email applications to: jwallace@bngrtradingco.com

We need to talk...

Customers are the core of your business, and a happy customer is one who comes back because they believe they can get what they want at your store. The customer ultimately decides whether your idea of value equals theirs.



sales@less2pay.com.au

Ph: 07 3839 7583 Mobile: 0422 482 790

www.less2pay.com.au

Promote your business - the clever way!

Your business is important to you, it's important to us as well because we believe that you play a vital role providing real choices for shoppers, so, it's important that they are aware of how you can work with them to help them and their families.

At less2pay.com.au we provide you ways to keep your current customers happy by reminding them of your products and services, as well as helping you attract new customers by sharing your value with them.

PS: Don't be fooled by our name, it's not only about shoppers, it's about saving you money on marketing and technology too!



Members EFTPOS Deal with CBA – Update

Tap into faster sales with Contactless

As a member of AMIC you get special rates on EFTPOS facilities from Commonwealth Bank, including a free upgrade to contactless payments.

Contactless is an innovative payment technology that can cut the time taken to process payments of up to \$100. Customers can simply tap their MasterCard® PayPass™ or Visa payWave card against the reader and go. No signature or PIN needed. There are some great benefits to merchants including cutting customer queue times, increasing staff efficiency and increasing your impulse sales.

To find out more or upgrade your terminal, call our dedicated support team 24 hours a day 7 days a week on 1800 022 966.

Partnering with

CommonwealthBank



Important information: Not available to all customers. MasterCard and the MasterCard Brand Mark are registered trademarks of MasterCard International Incorporated. PayPass is a trademark of MasterCard International Incorporated. Commonwealth Bank of Australia ABN 48 123 123 124