

# The CUTTING EDGE

Issue 41 • April 2010

## Beef Labelling Legislation

The New South Wales Parliament has passed a Beef Labelling Bill which gives the Minister for Agriculture powers in five major areas:

- A provision that the Minister may declare any Scheme in relation to beef grading and other matters.
- A provision that if any part of the AUS-MEAT language is used in meat displayed for sale then all product for sale must be described using the AUS-MEAT language.
- A provision that if Budget Beef is advertised or displayed for sale it must carry a "low grade or low quality" description.
- There is an exemption for food service retailers and
- A requirement for auditing by the NSW Food Authority.

The Bill was introduced to the House by the Speaker, Mr Richard Torbay with whom AMIC has had several meetings. From those meetings it was agreed that there should not be any Regulations to the Bill at the time it was passed and the then Minister agreed that the commencement date would not be before July 2010.

In January AMIC met with the Minister for Agriculture, Mr Steve Whan, and was advised that he would form a Beef Labelling Reference Group under the NSW Food Authority. AMIC is a member of that Committee which is addressing the detail of the Bill and is due to report to the Minister at the end of April.

The AMIC position is that:

- It does not support a legislated beef grading scheme.
- It does not agree with "low grade/low quality" in relation to Budget Beef. AMIC has offered "Budget Grade" as the alternative.
- It does not support the exemption for Food Service.

To assist meat retailers to comply with the provisions of description AMIC has sought the assistance of AUS-MEAT and developed a specialized document entitled the Domestic Retail Beef Register as part of the language. The version to be used will be finalized by May 2010 and it is AMIC's intention to have this distributed to all members.

AMIC will continue to negotiate this Bill in the best interests of its members.



## The NSW Regional Sausage King Competition - Set to Start in July

It's time to start tweaking those sausage recipes for the upcoming NSW Regional Sausage King Competition. Each year the entries just keep getting better with even past winners topping their own award-winning creations. With six categories up for grabs you can surely find one where your sausages would stand out. Or you can enter in all six!

A win or even a placing, would give you the recognition you deserve, enhance your brand and drive sales. We urge you to enter and we look forward to seeing you at your regional heat.



The New South Wales Sausage King Competition agenda is:

Region	Date	Entry forms due by	Location
Far South Coast	Friday 23 July	16 July	Bega TAFE
South West Sydney West Sydney North West Sydney	Wednesday 28 July	21 July	Nepean College of TAFE
New England Mid North Coast Far North Coast	Friday 6 August	28 July	Grafton College of TAFE
Northern Suburbs Inner Metropolitan (East Sydney, Inner West Sydney) Northern Beaches	Wednesday 11 August	4 August	Granville College of TAFE
Central West (Central West/Far West) North West	Wednesday 18 August	11 August	Orange College of TAFE
Central Coast Hunter Newcastle	Wednesday 25 August	18 August	Hamilton College of TAFE
Southern NSW (Riverina/Southern NSW) Australian Capital Territory	Wednesday 1 September	25 August	Wagga Wagga College of TAFE
Southern Sydney Illawarra (Illawarra/Wollongong) Southern Highlands	Wednesday 8 September	1 September	Wollongong College of TAFE
<b>STATE FINAL</b>	<b>SATURDAY 9 OCTOBER</b>		<b>TBA</b>

Thank you to our Sponsors



# AMIC and WorkCover NSW Partnership

On March 23rd 2010 the Honourable Michael Daley, Minister for Finance, co-signed the Partnership Agreement between AMIC and WorkCover NSW at Haverick Wholesale Meats at Banksmeadow. Also present were WorkCover NSW representatives including the Chief Executive Officer Lisa Hunt, Haverick Meat representatives and AMIC officers. Ken McKell, representing AMIC thanked Haverick Meats for allowing the official launch to be held on their premises.



John Andrews (Snr), Managing Director of Haverick Meats with Minister Michael Daley

In 1999 AMIC was instrumental in establishing the meat industry sub-group with WorkCover NSW. Its purpose was to address the concerns and needs of our members with respect to OH&S and workers compensation issues. It provided a forum for discussion and development of projects and activities relating to OH&S and workers compensation improvements for the industry.



Ken McKell, Minister Michael Daley and Lisa Hunt at the Partnership signing

Over the last 10 years AMIC has worked closely with WorkCover NSW in many projects.

One project related to the production of two safety training modules, (which are now used in the relevant TAFE course) and the production of safety material regarding the safe operation and maintenance of bandsaws.

Other activities included the development of three projects through the WorkCover NSW assist grants.

These three projects resulted in the production of practical materials as well as the running of information seminars across the state relating to:

- Risk management in the meat processing industry;
- Risk management for retail butcher shops;
- Injury management kit for the retail meat industry.



AMIC's Craig Wright and Ken McKell with Minister Michael Daley, Lisa Hunt of WorkCover NSW and AMIC's Richard Taylor

Although much has been done to improve the health and safety of workers in all sectors of the meat industry, it is of course an ongoing responsibility to continue to strive for ways to remove or reduce the number of hazards in a workplace and therefore the risk of illness and injury.

The aim and focus of AMIC and the meat industry is to be more proactive with respect to ways in which workplace incidents can be avoided. Whether that is visits to member sites, running industry workshops or providing information through our newsletters and website.

The approach of good communication and consultation between WorkCover NSW and AMIC is the main driving force behind the creation of this new partnership.

As expressed in the partnership agreement the underlying principles of the two parties are:

- Communication and consultation that focuses on improving health and safety and injury management outcomes in the meat processing and retailing industry.
- Industry leadership, which promotes and values improved OHS and Injury Management performance, and the importance of effective workplace consultation.
- Genuine cooperation between WorkCover NSW and AMIC to help industry develop practical, cost effective solutions that deliver sustainable OHS and IM outcomes.

AMIC sees this partnership as not so much a start of a formal communication channel between AMIC and WorkCover NSW, but the cementing of a relationship to pursue a common goal.

**The Partnership Agreement will initially apply for one year but will be an ongoing project between the two parties. Members will be advised in advance of a number of metropolitan and regional workshops that will be conducted over the next 12 months.**



AMIC's Ken McKell and Minister Michael Daley cementing the agreement

# Member Profile

## Phillip Byrne – Macarthur Country Meats



Macarthur Country Meats is located opposite a supermarket in Camden, a semi-rural town on the outskirts of Sydney.

Phillip Byrne left school in 1972 as a 14 year-old to start an apprenticeship with Bernie Provost at The Oaks Butchery. "My first shop was in Picton, then Leppington for nine years, Bradbury for four years and now in Camden for the last seven years.

"My wife Julie, daughter Sheldon and son Josh all work in the shop. We also have Chris, who just finished his apprenticeship this month, Kellie the cashier and Derek who keeps everything clean. Our friendly staff offers quality, personal service."

**"We are always looking to make changes to our products or services in order to improve business and improve motivation,"** said Phillip. "We have remodelled to include  $\frac{3}{4}$  size glass windows as well as a new open-face dairy display cabinet. I also have some striking pictures of meals with meat on display, which may prompt some customers to consider trying these recipes themselves."

**"We vacuum pack meat for some customers to take overseas with them and private cut and pack farmers stock. We buy cattle from the local saleyards and ensure that we serve the best quality products."** Phillip's motto is "Don't sell anything that you wouldn't eat yourself."



The shop offers a variety of value added products including cutlets, schnitzels, kebabs, rissoles and pastries. "Our customers consist mainly of locals, including one loyal lady who followed me through four shops just for our crumbed steak!" exclaimed Phillip.

**In 2008 Macarthur Country Meats took out both first and second places in the Gourmet/Open Class category of the Sausage King Competition in the South West Sydney region.** First place qualified them to take part in the State final. In 2009 they came second in the newly established Lamb/Open Class category. "This made sausage sales go up by 300%! It also helped with other meat sales," remarked Phillip.

The business has also been a finalist in the Small Business Awards for the past five years, winning it in 2009.

Macarthur Country Meats is very generous when it comes to supporting charities. Not only do they give to their local Lions, Rotary and Bowling Clubs, they also donate a percentage of customers' sales to the schools their children attend.

**Phillip's advice to those considering a career in the meat industry is, "It's hard work at times but can be very rewarding."** He plans on staying in the industry for the next 10 – 15 years and then travelling around Australia. In the meantime, on days off Phillip enjoys the occasional game of golf.



Chris (l) and Phillip ready for their customers

## Welcome to New Members

- Stockman Fine Meats, Martin Iffland, Sutherland
- Bushell's Traditional Butchery, A.N. & J.M. Bushell, Greta
- Jetty Butchers Hook, Shane & Julie Carr, Coff's Harbour
- Bay Village Meats Pty Ltd, Tony Dunstan, Callala Bay



## Butcher Shop For Sale

Established business located between Wollongong and Sydney in a well populated thriving suburb. Shop is in the main street with plenty of parking. Owner is retiring.

- Turnover approximately \$900,000 to \$1 million
- Three man shop plus casual
- Lease negotiable.
- Trading 7 days
- EFT facility
- Plant and equipment are in excellent condition including new modern counters
- POA plus SAV

**Phone owner after  
7pm on 0401 406 968**

## For Sale

Excellent Opportunity to own a business in Sydney Inner Metro.

- Trading as a successful family owned butcher shop for 24 years in the main street
- Fully operational with all equipment in excellent condition
- 2008 Fiat Ducato refrigerated van included
- Secure parking at back for 2 vehicles
- 52m<sup>2</sup> fully functional office space above the shop included in sale
- Annual Turnover exceeds \$750,000

**Call Gus on 02 9713 7232  
or 0400 360 069**

## Equipment For Sale

- Two open-faced refrigerated meat cabinets
- 2.4 m long
- Motors included
- Shelly brand
- \$5,000 each
- In very good condition

**Call Alan at Sawtell  
Quality Meats on  
(02) 6653 1320**



# NEILD & Co. PTY. LTD.

AUSTRALIAN OWNED

MANUFACTURERS & WHOLESALE DISTRIBUTORS

## WHEN IT ABSOLUTELY, POSITIVELY, HAS TO BE THERE

**RING FREE CALL: 1800 643 589**

**FOR MOBILES: 02 4353 3844**

**Visit [www.neild.com.au](http://www.neild.com.au)**