

KNIFE & STEEL



Queensland Retail Council Report

By Chairman Kerry Melrose

The Queensland Retail Council has completed its meeting schedule for the year and it is therefore appropriate to look back on what has been achieved.

Meat Industry Strategic Plan The purpose of the Meat Industry Strategic Plan (MISP) is to provide a strategic direction for the industry and to ensure that major issues such as training, food safety, market access and research and development, will be addressed. An important part of developing the MISP is to ensure that there is sufficient levy funding to deliver the requirements of the Plan. Council has provided specific input to the MISP and ensured that it is in line with the Queensland Retail requirements.

Modern Meat Award The AMIC Industrial Relations group took on the many challenges which were raised by the modern award process. Council particularly required that there be a separate award for meat retailing to retain the benefits of the current award. The IR team drafted the Modern Meat Award and the AIRC agreed to retain most of the conditions AMIC inserted into that award, delivering a 16.5% saving in wages cost to employers due to the rates and levels, ordinary hours of work and penalties, if butchers were under the alternate General Modern Retail Award.

Food Safety Issues The meat industry has an abundance of control systems all introduced in the name of food safety. Members frequently ask the AMIC staff "What is next?" Council has a no compromise position on meat food safety. Our industry depends on consumer confidence in the products we sell and to this point that confidence must be maintained. However Council monitors all proposed changes in meat legislation to ensure that the cost to members is minimized and that the changes are introduced in the most effective way.

Labelling of Products is a recurring issue. Council monitors carefully any suggestion that there should be additional information on labels or at point of sale. Several matters have arisen with country of origin, nutritional information and similar changes. Council has opposed most of these proposals maintaining that the upcoming Federal Government complete review of product labelling, which will be undertaken in 2010 should address these matters.

Beef Grading Recently passed legislation in New South Wales has the potential to introduce a beef grading system at point of sale. A section of the industry is convinced that all beef products should be sold using a grading system such as Platinum, Gold, Silver, Bronze. It is claimed that beef sales will increase significantly with the introduction of such a scheme. Council is opposed to a legislated scheme for beef grading and strongly supports the Meat Standards Australia (MSA) as the appropriate grading scheme.

Your Retail Council has represented your issues strongly in 2009. It has also delivered successful Sausage King and Smallgoods contests which have provided wide promotional coverage for the Independent Local Butchers. The Awards Dinner at Sea World was probably the most successful staged by the Retail Council. In February 2010 Council will be the host to the National Sausage King on the Gold Coast. This event will again promote the independent butchers and is certain to have wide media coverage.

My thanks to the members of the Queensland Retail Council for their contributions during the year. I also thank Gail Butler, our Member Services Manager for the many hours of hard work attending to member issues and planning and delivering the many events staged in Queensland.

Your Retail Council looks forward to the challenges which 2010 will bring.

Seasons Greetings

We wish all of our Queensland Members and their families and staff a Merry Christmas and a safe and Happy New Year.



A Fun Time at the Awards Dinner

The annual AMIC Queensland Meat Industry Awards Dinner was held at Sea World on the Gold Coast on the 12th of September 2009. With performing dolphins, kissing sea lions, a superb meal, a great band and an enthusiastic crowd of 253 — it was a fantastic night! The feedback from members and sponsors has confirmed that everyone who attended had an extremely enjoyable evening.



Sam Bryce from the Freestone Group being 'kissed' by sea lion

The proceeds from the Ham Bacon & Smallgoods Competition added to the takings from auctions on the night of the dinner raised a total of \$9166.00 for the Make a Wish Foundation. A cheque was presented to Jemma Riding who has conveyed her thanks on behalf of the Make a Wish Foundation Australia to all AMIC Members and sponsors. We would like to thank everyone who participated and generously donated products for the raffles and bid on the items on offer.

Thank You to all our sponsors that made the evening so successful. To our major sponsors AMPC, Australian Wholesale Meats and MLA we thank you for your valuable support.

Should any members want photos of the evening you can access them on the AMIC website where you are welcome to copy them. If you prefer photos to be emailed to you please contact Georgia McNally at the AMIC office on 07 33524600.

The Awards Dinner showcases our retail and processing sectors. The rewarding of excellence across a range of skills processes and people management is the final event of the AMIC calendar in Queensland for 2009. AMIC would like to express our congratulations to all finalists and winners in all categories. Well done!



Jenny Kroonstuiver from Mintrac presents the Outstanding Achievement of the Year award to Shaun Magg from Carey Bros

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THANK YOU TO OUR SAUSAGE KING SPONSORS



THANK YOU TO OUR HAM, BACON & SMALLGOODS SPONSORS



AMIC at the EKKA

The 2009 RNA show from August 6th-15th was an excellent occasion to promote AMIC and the meat industry. Daily presentations, giveaways and free product tastings attracted large crowds to the AMIC Meat Hall.

Daily demonstrations of beef, lamb sausage and mince making plus a BBQ show were ably presented by a fantastic team made up of Bill Langley, Stan Cornish and Fred Robinson who added a great sense of fun and humor. We appreciate everything you do to promote the industry and our organization on behalf of our members.

The crowd showed great interest in the display of cuts of meat and the art of cooking meat products correctly. Tips were also given on how to attract children to the dinner table by making meals fun.

Red Meat It's Amazing was the theme promoted in the Meat Hall. Over 26 boxes of MLA Entice Magazines and 28 boxes of MLA Lamb recipe books were distributed to the show-going public. Our thanks to MLA for their continued support.

McCormick was a new network sponsor that contributed to the RNA event, with samples and giveaway products conducted

every hour after the meat presentations. Slow cooker recipe books, Keens curry powder sachets and a variety of large packets of seasoned spices were passed out much to the delight of the crowd. AMIC would like to thank Stuart Redman and Julie Reid from McCormick for their amazing contribution and the products provided during the 10 day event. McCormick also provided two Slow Cookers filled with product to *Make a Wish Foundation Australia* for their charity auction. We look forward to future networking events with the McCormick group in 2010.

At 12.00pm on the final two days of the show, the AMIC team with Councillor Robert Retallick as the auctioneer conducted a charity auction to raise funds for the *Make a Wish Foundation*. Items donated for the event included many of the entries in the 2009 Ham & Smallgoods Competition, bags of sausages made at the show along with a signed framed jersey of the Queensland Bulls. A huge thank you to all the members who donated smallgoods entries - it made a huge difference to the results for this very worthy cause. Robert Retallick did a fantastic job pushing up bids for all items. The auction raised \$4,116.00 - the highest collected at an RNA event. The funds were formally handed over to the *Make*

a Wish Foundation at the 2009 AMIC Awards dinner in September.

Our sincere thanks to our Sponsors Nolan Meats Pty Ltd and MLA for their continued support at the RNA 2009.



Margo Hayes, winner of the AMIC sponsored SSF Melrose OBE Memorial Trophy for her champion lightweight carcass



l to r: Stan Cornish and Fred Robinson demonstrating cooking techniques to the public



l to r: Greg Butler, Glen Bourke & Gary McPherson of MLA prepare for a demonstration



McCormick products for the Make a Wish auction



Nolan Meats Pty Ltd giving out samples of Nolan's private selection



Smallgoods display

A Fun Time at the Awards Dinner



Paul Lawless of Annerley Meats receiving his Award for 30 Years as an AMIC Member from Member Services Manager Gail Butler



Glen Burke from MLA (centre) presents the Innovation in Value Added Red Meat Products award to Andrea & David Bobbermen from Clancy James Wholesale Meats



Terry Siddons from AWM (l), presents the Retail Excellence award to Rhonda & Rob Ashton from Ashton's Butchery



l to r: Bill Brown of Devro presents the Customer Service award to Charles Van Beelen from Bli Bli Butchery



Allan Rowan, Bunzl Food Processors (r) presents the Shop of the Year award to Brad Cammack from Rode Meats



Jenny Kroonstuiwer from Mintrac presents the Large Processor Excellence award to Sam Bryce (l) and Duncan Bryce (r) from the Freestone Group



Jenny Kroonstuiwer (l) from Mintrac presents the Small Processor Excellence award to Danny and Alyson Gleeson from Gleasons Quality Meats



Graeme Fitton from JMD Ross Insurance presents the Outstanding Retail Achiever of the Year award to Sandy Wendt from Queensland Country Meats



l to r: Richard Codd from Denco Trading Pty Ltd presents the Apprentice of the Year award to Courtney Ravlich from The Butchers Block



Jemma Riding from Make a Wish Foundation of Australia Ltd presents a Sponsor Appreciation award to the AMIC Retail Chairman Kerry Melrose



Kerry Melrose, AMIC Retail Chairman (r) presents the Major AMPC Processor Sponsor award to Greg Carey from Carey Bros



Kerry Melrose AMIC Retail Chairman (r) presents the Major Sponsor Award to Glen Burke from Meat & Livestock Australia



Jenny Kroonstuiwer from Mintrac presents the Processor Best Practice award to Terry Nolan from Nolan Meats Pty Ltd



l to r: Rolf, Marianne, Peter, Sylvia, Paul and Richard Schulte of Schulte's Meat Tavern receiving the AMIC Recognition Award for Contribution to the Meat Industry



A sea lion "kisses" AMIC's Administration Officer Georgia McNally

A Fun Time at the Awards Dinner



Peter Galbraith from Vadals (l) presents the Smallgoods Cold Meat Platter award to Antony Van de Drift from Gotzinger Smallgoods



Kerry Melrose AMIC Retail Chairman (r) presents the Major Sponsor award to Terry Siddons from Australian Wholesale Meats



Errol Rees from Kerry Ingredients (r) presents the Smallgoods award to Barnie Nolan from Circle T Meats



Errol Rees from Kerry Ingredients presents the Smallgoods Pre Scalded Sausage award to Laura Spatola-Lewis from Heinz Meats



Peter Galbraith from Vadals (l) presents the Smallgoods Cooked Comed Silverside award to Guy Hauser from Terry O'reals Quality Meats



Peter Galbraith from Vadals (r) presents the Smallgoods Award for Leg Ham on the Bone to Gary Middlebrook from Elite Meats

Member Services Manager Report

By Gail Butler

The IR seminars explaining the new Modern Meat Award have been completed with a copy of the Modern Meat Award issued to all members. The Small Business Fair Dismissal Code Checklist and the leaflet from the Fair Work Ombudsman on employee record compliance have also been mailed out. If any members require extra copies of the material please ring Georgia McNally as we have spare copies.

It was great to catch up with members from Rockhampton, Mackay, Townsville and Cairns and even better to see sales increasing in most ILB outlets. A review of the stores has proved that ILBs have, in a difficult climate, extended the range of value added products and introduced simple marketing strategies into their local market on the value and nutritional advantages of red meat. A real focus on the consumer is evident in all stores visited.

The 2009 events calendar for Queensland has been completed and AMIC would like to thank members and sponsors for their contributions this year. The National Sausage King Competition will be held at the Kurrawa Surf Lifesaving Club on the Gold Coast February 5th & 6th 2010. Our contestants will make a mighty comp of it and we would like to see Queensland make a clean sweep of this event. Good Luck to our National entrants.

AMIC has designed a Food Safety Training Program and members may request a copy to train their staff. The program benefits are:

- It proves a duty of care by the operator
- It is your insurance policy against any potential food safety risks and possible litigation
- It may improve staff awareness of food safety issues
- It may improve workplace practices

The program can be emailed or sent as a hard copy for your convenience. This program was designed by our National Office and is simple and easily delivered. Once the training has been completed by staff, the training schedule signed by the attendees should be filed with your training records. Please phone Gail Butler in the AMIC Office should you wish to receive the Food safety Training Program. The program is free to members of AMIC.

There are many tools provided by AMIC and the Register of Injuries book offered earlier this year is one that has been very beneficial to Members. Please call Gail if you need one.

We still have 200 Red Meat hats for purchase at \$3.00 each! What a bargain! Please ring Georgia McNally if you wish to place an order.

I'd like to wish all members a prosperous and joyful Christmas and a wonderful New Year!

Georgia McNally/Gail Butler 07 3352 4600

Queensland Country Meat Processors Association Technology Tour of New Zealand

During September QCMPA and AMIC members conducted a Technology Tour of New Zealand. The aim of the MLA sponsored Tour was to visit equivalent sized processing companies to share ideas with a particular emphasis on R&D which might need to be undertaken in Australia to adapt identified New Zealand solutions to Australian conditions.

DAY 1 WEDNESDAY - AUCKLAND

The tour group visited Meat Cuisine, a meat wholesaler selling via the internet as well as door to door throughout Auckland. The internet sales to the consumer were of particular interest to the group. Terry Lillis explained that the success of the business was attributed to installing a good computer system with the ability to amend the site with *Special Sales Opportunities*. The maintenance of the site is out-sourced to enable staff to concentrate on the business. Sales are to 5-star restaurants with products vacuum packed and delivered to the doorstep.

At Nutrifare members viewed the production of prepared meals for restaurants, hospitals and associated industries.

They then toured the Auckland Meat Processors Ltd (AMP) abattoir where they viewed stimulation and meat technology processes. AMP is a substantial slaughter operation that processes livestock on behalf of its partners and also on a contract basis for a number of substantial domestic customers (supermarkets). The plant is export licensed under both USDA and EU criteria and is capable of providing appropriate halal certification where required.

The plant mainly processes beef and sheep but also handles venison, goat and pork. The abattoir has invested in technology of material handling and packaging processes which are handled by Robotics and computer driven logistics.

At Entec Systems members inspected a pilot plant established over a landfill that converts methane, which is naturally produced, into fuel to drive a generator of electricity.

DAY 2 - HAMILTON

The tour's first stop in Hamilton was Food Processing Equipment (FPE), which supplies equipment to the red meat and abattoir industries as well as the smallgoods, poultry, seafood, fruit, and pet food industries. FPE also provides training, technical expertise in usage & installation and professional after-sales service.

At Ruakura Abattoir, Rendertech Limited manufactures a range of advanced and innovative products for processing byproducts (blood processing) from the meat poultry and fishing industry to produce high quality fats, oils and protein meals.

Cambridge Stud is the home to bloodstock stallions such as Sir Tristram, Zabeel, Keeper and Lucky Unicorn. (The latter is a son of champion sire Redoutes Choice.) Zabeel is the only stallion that has sired four individual winners of the group 1 Cox Plate, Australasia's greatest weight for age race. The presentation and the grounds of Cambridge Stud, owned by Sir Patrick Hogan, were immaculate. Many Australian and other overseas breeders visit the Stud each year.

At Ruakura Research Centre the group inspected this facility built to encourage companies to be in close proximity to take advantage of R & D applications.

Members observed a demonstration by Ango Knife Sharpness Analyzer of knife sharpness assessment using the analyzer. The presentation provided the group with independent information about knife quality, sharpness and preparation.

DAY 3 - ROTARUA

Members visited Eastpack Ltd, a kiwifruit manufacturing plant where a guided tour was organized in groups of three. The company exports both Kiwi Green and Kiwi Gold fruit to countries across the world. Eastpack has a committed staff with production decisions and problem solving handled in teams. The tour group was very interested in the latest packing technology.

Asado Food Solutions Ltd focus on the production of high quality meat products for both the domestic market and export markets (particularly Japan). Cooked poultry, beef and lamb products and the production of meat based stock, jus and sauces are manufactured on site.

Asado has very strict OH&S policies and specializes in impressive turn-around times from concept to product development to the placement of order to delivery times. Cooked poultry, beef and lamb products and the production of meat based stock, jus and sauces are manufactured on site.

Members then visited Lowes, a hide production facility at Te Aroha. Lowes produces hides for the fashion industry in Italy with Gucci and Prada purchasing the leather for high-end fashion. The plant tour was very interesting and the quality of the products was very impressive.

The technology tour was successful with members being exposed to a variety of new technology and ideas which will now be discussed in detail at the next QCMPA workshop.

QCMPA and AMIC express their appreciation to Meat and Livestock Australia for its assistance in the planning and the delivery of this technology tour.



Auckland Meat Processors Ltd abattoir



The final resting place with memorial for champion stud Sir Tristram at Cambridge Stud



The group was impressed with Lowes hide facility at Te Aroha



The Eastpac Kiwi Fruit Plant



Kristine Garlinge of MLA with Zabeel at Cambridge Stud



The group at Rendertech in Hamilton



l to r: Scott Glasser, Danny Gleeson, Paul Schulte, Rob Ramage, Bernadet Carey & Wayne Carey at the General Meeting in Auckland

'Meating' your commitment to food safety



Safe Food Production Queensland (SFPQ) is now inviting all Queensland butchers to renew their accreditation for 2010.

Renewing your accreditation demonstrates to your employees and customers your ongoing commitment to producing safe and suitable meat and meat products.

You should have recently received a renewals pack in the mail, outlining your current accreditation details, fees and payment options.

This year SFPQ offers you the opportunity to renew your accreditation online. Details about this have been included in your renewals pack.

For further information about renewing your accreditation please contact SFPQ on **freecall 1800 300 815** or visit www.safefood.qld.gov.au/renewals

World Skills Competition



l to r: Silver medallist Luke Taylor, Gold medal winner Craig Ashton & bronze medal winner Lincoln Walker

The 2009 World Skills Australia Regional Meat Retailing Competition for Queensland was recently held by the Southern Queensland Institute of TAFE at Dalby Agricultural College. Mr Tony McDonald SQIT's meat retail teacher said he was "very impressed with such a high standard displayed by all participants in

a closely contested competition."

The gold medal winner Craig Ashton from Ashton's Butchery in Pittsworth will now represent the South East Queensland region at the National Titles in Brisbane in May 2010.

The Winner will then go on to represent Australia in London in 2011.

Silver medal winner was Luke Taylor, employed by Downs Group Training at Queensland Country Meats at Roma and the Bronze medal winner was Lincoln Walker from Allora Butchery.

The next World Skills Competition will be held in 2011.

Members in the News



Welcome to Our New Members

- Everetts Quality Meats, BJ Everett & NJ Everett, Lissner
- Shaw's Meats, BA Shaw & LA Shaw, Gympie
- Cardwell Butchery, Collen Ihle, Cardwell
- Labrador Halal Quality Meats, Aneta Alavanja, Labrador
- Palmdale Halal Quality Meats, Syed Haider, Upper Mount Gravatt
- Sherwood Road Butchery, Troy Rowstan, Sherwood
- Gympie Meat Hall, Gary King, Gympie
- Kurtys Quality Meats, Karen Adams, Stafford
- All About Meats, Jason Whitaker, Sunnybank
- Saintsational Sausages, Paul Preston, Maleny
- Noosa Outlook Prestige Meats, Adam Neilson, Tewantin
- MM Smallgoods, Ian Pearce, Morningside

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