

KNIFE & STEEL



The 2011 Regional Competitions Sunshine Coast/Burnett Heat

The heat was held on April 3rd at the Gympie Conference Centre with some beautiful dishes for the AMIC Butcher's Choice Competition and some surprising new sausage creations such as Turkey Cointreau & dill and Pork orange, honey & blueberry.

Congratulations to Bli Bli Butchery for a clean sweep in two divisions of the AMIC Butchers Choice Competition.

Thank you to all who participated in the event with special thanks to our sponsors and supporters on the day.



Charles Van Beelen from Bli Bli Butchery being congratulated by Richard Codd of Denco Trading Pty Ltd. Bli Bli Butchery won all three AMIC Butcher's Choice categories (as well as three placings). Well done!



Paul Rae and Rob Glenny from Master Meats Queensland receiving their award for Gourmet/Open Class in the Sausage King Competition from David Ashton of AMIST Super

SEE THE FULL LIST OF WINNERS ON PAGE 2



Paul Rae from Master Meats Queensland, winner of the Poultry category with Allan Rowan from Bunzl Food Processor Supplies



The winning Value Added dish, a chicken, spinach, feta & bacon mini roast



Peter McGuire from Bli Bli Butchery receiving 1st place for the Wet Dish category from Richard Codd of Denco Trading Pty Ltd

Thank You to our State Sausage King Sponsors



Thank You to AMIC Butcher's Choice Sponsor



2011 Sunshine Coast/Burnett Region Winners Sausage King 2011

| TRADITIONAL AUSTRALIAN | TRADITIONAL AUSTRALIAN PORK | POULTRY | LAMB/ OPEN CLASS | CONTINENTAL | GOURMET/ OPEN CLASS |
|--|---|---|--|--|--|
| Greg Waldock Greg's Quality Meats Tinana | Patrick Fogarty Moos Baaz and Oinks Caloundra | Paul Rae Master Meats Mooloolaba <i>Turkey, Cointreau & Dill</i> | Graeme Sutton Buderim Butchery Buderim <i>Lamb, Pumpkin, Fetta & Shallots</i> | Mark Irving Urangan Butchery Urangan <i>Italian</i> | Paul Rae Master Meats Mooloolaba <i>Pork, Orange, Honey & Blueberry</i> |



Greg Waldock from Greg's Quality Meats proudly shows his winning Traditional Australian sausages



Vanessa Fogarty from Moos Baaz and Oinks, winner of Traditional Australian Pork with Daryl Bein, AMIC QLD Retail Councillor



Linda, Jesse and Graeme Sutton from Buderim Butchery, which won the Australian Lamb/Open Class category



Laurie Popp from Urangan Butchery being congratulated by Errol Rees from Keny Ingredients for his win in the Continental category

WINNERS - AMIC Butchers Choice 2011

| | MEAT PIE OR PASTRY DISH | WET DISH | VALUE ADDED MEAT PRODUCT |
|------------------|---|--|--|
| 1ST PLACE | Charles Van Beelen Bli Bli Butchery Bli Bli <i>Chicken, Greek Feta Cheese, Bacon & Garlic</i> | Charles Van Beelen Bli Bli Butchery Bli Bli <i>Lamb, Sundried Tomato, Spinach & Swiss Cheese Ragout</i> | Charles Van Beelen Bli Bli Butchery Bli Bli <i>Chicken, Spinach, Feta & Bacon Mini Roast</i> |
| 2ND PLACE | Charles Van Beelen Bli Bli Butchery Bli Bli <i>Chicken, Roast Pumpkin, Sweet Potato & Chives</i> | Ian Miller Buderim Meat Hall Buderim <i>Sweet Lamb Curry</i> | Charles Van Beelen Bli Bli Butchery Bli Bli <i>Pork, Basil Pesto, Sundried Tomato & Feta Mini Roast</i> |
| 3RD PLACE | Nick Dewar Sunrise Beach Meats Sunrise Beach <i>Creamy Garlic Rump</i> | NONE | Charles Van Beelen Bli Bli Butchery Bli Bli <i>Lamb Rump with Baby Spinach, Pancetta Ham & Swiss Cheese</i> |



Member Services Manager Report

By Gail Butler

We are fast approaching the end of another financial year — and what a year it has been! Many members have experienced some tough times with floods and cyclones combined with slow sales. The resilience of our retail butchers is astonishing!

Entries are on the increase in the Sausage King and AMIC Butcher's Choice Competitions this year. Results for the final two heats - Capricorn in Yeppoon and Tropical in Mackay will be reported in the next newsletter. Many members are taking advantage of the marketing kits produced by AMIC to showcase their wins and press coverage. The significant increase in sales is a great measure of the success of these competitions.

AMIC is receiving enquiries to update the food safety programs to include jerky products and cooked chickens. Inserts and updates are now ready to be distributed. If you have these processes within your stores Safefood Queensland requests that you update and include them in your current manual. Please phone Georgia on 07 3352 4600 to receive this important material.

AMIC has a payroll workshop module and held a workshop in the Brisbane office on June 6th for some members & their payroll staff. The aim of the workshop was to reinforce

the Meat Award, the National Employment Standards and give an overview on salary packaging and the Fair Work Australia guidelines on unfair dismissal. We may hold more workshops in the future, which we will inform you of.

The date for the AMIC Awards Dinner has been finalized for October 22nd at the Hilton Hotel in Brisbane. Further details will follow in the August newsletter along with invitations shortly thereafter.

AMIC will be participating in the MLA National Retail Innovation Expo, which will take place June 25th- 26th at the Gold Coast Convention & Exhibition Centre. The Expo is a showcase of products and services in the food industry. Invitations were posted to Queensland ILB members in mid-May as well as to NSW and Victorian members as this is a major national event. Please come and see us at Stand # 40 if you are attending.

The Queensland Retail Council is inviting members who would like to attend a Council meeting to either give their input on topics that concern them or provide feedback on issues raised. Your presence at Council meetings is welcomed so please ring if you me if you would like to attend.

Gail Butler 07 3352 4600 | 0418 373 830

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Members in the News

Bundaberg butcher wins international scholarship



A sixth-generation Bundaberg butcher was presented at Queensland Parliament House in Brisbane with a prestigious scholarship to work in Germany.

The Governor of Queensland, Her Excellency Ms Penelope Wensley AC presented the award to Geordan Bauer, 23. Geordan was among five young Queenslanders who have finished their apprenticeships to be given the opportunity to live and work overseas by the Queensland Overseas Foundation, a voluntary non-profit organisation.

The Foundation is sponsored by Queensland Industry and supported by the State Government to provide international vocational experience to specially selected young tradespersons who have completed their formal training.

Geordan said the trip will be his first outside of Queensland. "This scholarship is going to mean heaps. I will be able to learn about Germany's traditional smallgoods and regain the knowledge that has been lost over time. I can then bring those recipes back to Australia and spread that information to people who are interested and willing to learn about it."

Queensland Overseas Foundation Chairman Peter Costantini said the scholarships will benefit Queensland industries in the long term. "These Queenslanders are able to get an international vocational experience like no other. Since the Foundation started in 1976, the young people who won the scholarships offer considerable benefit to our industries when they bring their new skills and lessons back home. For the recipients of the awards, this is an invaluable opportunity for themselves and the community that they otherwise would not have."

Geordan said scholarships like these could bring much needed support to Bundaberg businesses that were affected by the floods. "There have been a few businesses, mainly along the river, that have pretty much been washed away. Bringing skills from overseas back to Bundaberg could really help me give back to the community."

You can register your interest in applying for the 2011 awards by sending an enquiry email at www.qof.org.au

For more information, please contact Patrick MacDonald (Cole Lawson Communications) on (07) 3221 2220 or 0421 520 622.

Butcher is a Sausage King

Zane Jackson | 24th February 2011



Ipswich butcher Bernie Nolan is Australia's best continental sausage maker.

AN IPSWICH butcher has snagged a prize for his snags at a national competition held this month.

Bernie Nolan from Circle T Meats in Raceview took home the top award in the continental section of the National Sausage King Competition with a tasty Spanish chorizo.

Mr Nolan was the only Queenslander winner at the event, which was held on February 5 in Launceston, Tasmania.

No stranger to winning awards for his creations, Mr Nolan said winning the national prize was a great moment.

"We've been playing with this recipe for three to four years now, that's the secret," Mr Nolan said.

"We always have a base, which we developed ourselves, and from there you add whatever you like.

"It is a bit of trial and error to get it just right."

Mr Nolan said he was proud to be recognised for the hard work that went into creating the sausage.

"I wasn't confident I'd win it, so I was a bit surprised," he said.

"I knew it was a good sausage, but didn't know it would go on to win.

"A guy from South Australia has had a stranglehold on the continental category recently, so it was great to win."

To reach the National Sausage King finals, he had to beat other Queensland butchers to take out the state title, which he did in August last year.

Circle T Meats is located in the Raceview Shopping Centre.

Snagging a win

SUNRISE Beach Meats butcher Nick Deward had a smile as big as a bratwurst after taking out four awards in the 2011 Sausage King Competition this week.



Sunrise Beach Meats owner Nick Deward

The 22-year-old claimed a tasty triumph for his creations, which all came about after toying with the ingredients, in the Sunshine Coast/Burnett region competition.

He claimed gold in the gourmet section for his bacon and leek sausage creation, silver and bronze in the continental category for his German bratwurst and boerewors and a Butcher's Choice Award for his creamy garlic rump in the pastry.

"It's not too bad," the modest man said.

Winners in the Australian Meat Industry Council run competition go onto a state competition at the Ekka. State winners then compete for the national title.

Members in the News

Sausage Kings more banger for buck

THESE are not your father's sausages. Turkey, Cointreau and dill. Pork, orange, honey and blueberry. Not all bangers are created equal. These are king.

The Australian Meat Industry Council agreed, naming Master Meats Queensland the regional Sausage Kings in their poultry and gourmet-open class competition categories last weekend.

The Sausage King competition asks butchers from different regions to bring their best bangers to the table.

The winners will progress to a state competition to be held at the Ekka. State winners will compete for the national title, creating one sausage to rule them all.

The Mooloolaba butchers behind the gourmet snags which took the judges by storm, Paul Rae and Rob Glenny, said if you could think it, you could sausage it.

"Anything you can cook on a plate you can put into a sausage," Paul said.

"As a smallgoods specialist, I have a lot of knowledge about how you can put those flavours in."

Paul and Rob opened Master Meats in November and the store has quickly become known for its organic, free range and gluten-free range of butcher's delights and small goods.

When it comes to sausages, the Coast is spoiled. Caloundra butchers Moos Baaz and Oinks claimed the traditional pork category and Buderim

Butchery snagged the lamb title.

If sausages do not get you sizzling, do not worry – Bli Bli Butchery took out a rash of awards in the meat pie or pastry dish, wet dish and value added categories while Buderim Meat Hall and Sunrise Beach Meats also scored a mention.

"People expect a lot of choice from their butchers now and you have to be able to give it to them," Bli Bli Butchery's Charlie Van Beelen said.

"We tell people to tell their guests and family they made it.

"We don't care, just as long as people are happy."



Mooloolaba butchers Paul Rae and Rob Glenny have been named the district's Sausage Kings for their gourmet snags.

Top Snags Bag Medals



Gold medal sausage makers John Heath and Len Shaw from Shaw's Meats.

SECOND-year apprentice butcher John Heath from Shaw's Meats has bagged a swag of medals at the Sunshine Coast/Burnett Region 2011 Sausage King Competition.

He may have only been in the industry for a couple of years but the young apprentice has a winning way with snags says boss Len Shaw.

Shaw's Meats won gold medals in the poultry, gourmet open class, Australian lamb and traditional Australian categories. Their sausages also won two silver and a bronze.

While the butchery has done well in previous year's competitions, Mr Shaw said this was the most medals they had won in one hit.

Gympie butcher Matt Stevenson from McIntosh Meats knows how to create a good snag too. Now he has the gold medal to prove it. His succulent pork sausages took out the class for the best Australian traditional pork sausage.

The regional cook off took place last Sunday at the Gympie Conference Centre. The annual National Sausage King competition is run by the Australian Meat Industry Council. It is designed to bring butchers from different regions together, allowing them to show off their premium products.

The competition starts at a regional level, before moving to the state finals and then the national final.

The humble sausage has risen from cheap and cheerful filler to a healthy, gourmet delight – and according to Mr Stevenson, it is still a family favourite.

"They are always very popular with people because they are nutritious and affordable," he said.

Charles van Beelen's Success at the ITF Taekwon-Do World Championships



Charles van Beelen of Bli Bli Butchery competed in the 2011 ITF Taekwon-Do World Championships in Wellington. Not only is Charles an award-winning butcher (see page 1), he is also a prize-winner in taekwon-do. He took out 3rd

Place Senior Male Power Breaking and 3rd Place Senior Male Team Power Breaking. Congratulations Charles on your achievement!

Charles shares his experience from the Championships.

"I've been doing Taekwon-do for about 15 years. I train at the Sunshine Coast and am now a Fourth Degree Black Belt.

The World Championships are held every two years and this year I took part in my fifth. I

first represented Australia in Poland in 2003, then Germany, Canada, Argentina and now in New Zealand. The competition is for Juniors - 14 to 18 years old and Seniors - over 18. We had a team of 40 and at 55, I was the oldest competitor. Most people thought I was one of the coaches!

I promised my wife Judy this would be my last World Championship. I've said that for the last three world champs, but my hands and feet are getting pretty messed up now so this was really my last. The next one is in Spain in 2013 and I would love to go as a coach, but that depends on cash. We don't get any support from the government so it's all out of our own pockets."



The Young Guns Training & Development Workshop



Liz Allen (front row, left) with the Young Guns who attended the Workshop

This year's Young Guns three-day workshop in Warwick in May certainly had a variety of activities, excellent guest speakers and very successful site visits. Jeffrey Anderson facilitated the classroom presentations. The program was designed around feedback gathered from last year, with an intention to provide a cross section of activities to cater for everyone. Attendees ranged from 17 years old to more senior ages, but the common sentiments amongst the group were enthusiasm, a desire to learn and willingness to participate in all activities.

The consensus amongst everyone attending was that they all got valuable hands on experience with the opportunity to work with new technology that they have not been exposed to in small plants.

Our thanks to Daryl Jones and his team who invited the Young Guns to the T & R Pastoral Wallangarra for a site visit to view the facilities, new technologies and the Paddock to Plate process, including packaging and shipment.



The abattoir is well situated in regards to environmental issues for neighbours, such as noise and smell

areas in the production line with improved efficiency and better finished product outcomes.

Greg Carey conducted in-house micro testing on cattle, lambs and pigs.

Joe Browne is a professional buyer of lambs with 20 years experience in the industry. Joe spoke to the group about Lamb Purchasing and Feedlot



Joe Brown with a hands on demonstration of lamb purchasing

Management and covered the selection of quality stock and domestic & export markets where the young Guns were introduced to up to date market technology and information.



Hides should be folded flat on a pallet for best results

Don Lincoln presented Curing Hides and Skins, which covered the many aspects to proper handling of hides, which is vital to the quality of end product.

Ross Keane presented a very impressive overview on the selection and purchasing of livestock. The independent Chairman of RMAC brings a wealth of experience in the industry, having had direct involvement across the cattle, sheep and goat sectors, lot feeding (cattle and lambs), processing (beef and small stock) and stock and station agency. Ross was also the Dinner guest speaker and spoke to a captivated audience about many aspects of international markets and processing systems.

Liz Allen – MLA's Innovation Development Manager, gave an overview of MLA's marketing campaign, the Red Meat Networking Club and the National Livestock Identification System (NLIS).

We are very grateful for MLA's support of this program particularly from Liz Allen throughout the three days. Danny Gleeson of Gleeson's Quality Meats must also be recognized for his input into these workshops and the respect shown towards him by the whole group.

AMPC, MLA and AMIC all recognize the ongoing need to develop structured career paths for meat industry participants at every level.



Congratulations Warren Nicholls Awarded MINTRAC's Trainer of the Year



Warren Nicholls, Axial meat trainer

Warren has been a meat retail (butcher) trainer with Axial for over 13 years and has trained more than 1000 apprentices. He

Axial would like to congratulate Warren Nicholls on this honour. At Axial, we all know that Warren is committed to providing the highest quality training and support for apprentices, but it's great to see his dedication to the meat industry recognised nationally.

plays an integral role in mentoring students throughout the entirety of their trade training.

"I enjoy helping my apprentices along their chosen career path in life and to see their full potential. I aim to get the best out of the kids, encouraging them to do the best they can possible do."

We are very proud of Warren and his achievements and wish him the warmest congratulations.

For further information about Axial's meat retail (butcher) traineeship and apprenticeship training please contact 1300 729 425 or visit www.axial.com.au

For Sale – Established Smallgoods Business Greater Brisbane Area

Expressions of interest are invited for the purchase of a well established smallgoods business and assets.

Located on a major arterial road on the outskirts of Brisbane, in a prominent flood free area, this business offers a food processing factory of over 400 sq m with a retail butcher shop. The premises have six cold rooms and a freezer. The ham and bacon processing equipment of quality German design and manufacture.

This is an opportunity to purchase a valued business name, premises and equipment at a negotiable price from the proprietor who is seeking a different business experience.

Contact may be made through:
Smallgoods Business Owner
PO Box 45, Kelvin Grove BC QLD 4059
Email: administration@amic.org.au

Electricity Deal



We recently sent out brochures for a deal that can possibly save up to 18% on your energy bills.

All electricity users in South East Queensland are able to switch suppliers – they will know who they are if they were originally with Energex (now Origin or AGL).

For customers supplied by Ergon (the "Ergon region"), there is increasing competition, so this also opens an opportunity to get better pricing in that area.

Unfortunately, for businesses north of Townsville, the price of electricity is still regulated by government and unless you are spending something like \$30,000 a year, there is not much that can be done presently.

Also, shopping centres tend to manage electricity pricing for the whole centre and this may restrict your opportunities. Maybe then pass the brochure on to your centre management?

Exactly how much you may save depends on individual circumstances, but we encourage you to complete the forms we sent out in late May and fax them back. Remember, you can use this service for your home and even offer it to your employees.

Welcome to New Members

- Parkside Plaza Meats, Stephan Morgan, Kirwan
- Zedmax P/L, Brett Brooks, Beenleigh
- Paradise Point Butchery & Seafood, Barry W & Jackeline Fair, Paradise Point
- Schulz Wholesale Meats, Bevin Schulz, Yamanto
- Jonsson's Farm Market, Doug Cross, Stratford
- Oxenford Meats, Cameron McConnell, Oxenford
- Wooroolin Country Meats, Tina Kenyon, Wooroolin
- Melrose Wholesale Meats, Kerry Melrose, Sherwood
- Petersen Family Butchery, Lance Petersen, Manly West
- Strathpine Halal Meats, Nazia Hussain, Strathpine
- Halal Meats, Feroze Khan, Albion
- Big Country Meats, Peter Rafter, Buddina
- Rick's Magic Meats Pty Ltd, Richard Davidson, Rochedale South

Member Profile

Peter Stanton & Patricia Nicklin – Kilcoy Butchery

By Georgia McNally



Kilcoy Butchery is an old fashioned country butcher store that adheres to their "Paddock to Plate" philosophy, ensuring their final product hitting the market is always top quality.

Kilcoy Butchery has a strong and loyal customer base from Kilcoy, Brisbane and the Sunshine Coast as well as customers that travel to stock up on meat for weekend barbecues to feed the hungry water-skiers and campers at Somerset Dam. If you are lucky you may even spot V8 Supercar driver Craig Lowmes in the shop, as he is a fan of their products.

Customer service is imperative to Peter and Patricia. They follow their business motto "What we do is good business practice - not rocket science," and after five decades of continuous service, business is still going strong.

Owners Peter Stanton and Patricia Nicklin purchased the shop 23 years ago from Ivan, Peter's father who originally bought it in 1958. Peter and Patricia came from very different backgrounds and never thought that they would end up as owners of a butcher shop. Peter, an economics university graduate returned from Britain with Patricia in the middle of the 1974 floods. This was a real eye opener for Patricia, going from the industrial town of Wolverhampton in the UK to the small town of Kilcoy, where there were no buses or trains.

Kilcoy Butchery has enjoyed Sausage King Success in the past, with places in the Regional Competition and also a 3rd place in the Poultry category at the Queensland State Final.

Peter and Patricia have installed a custom built display cabinet and the shop front has polished timber doors with original brass fittings and a new bull nose awning.

Peter went on to become a cattle buyer, a career that he held for 10 years. After being taught the tricks of the butchering trade by his father, he purchased the family butcher shop. Peter and Patricia employ two staff, Shane Neilsen, who manages the business in Peter's absence and apprentice Liam Wriede.

The success of Kilcoy Butchery is due to the hard work and effort that both Peter and Patricia have dedicated to the business. As they are looking to retire soon the advice they will be passing on is "Be dedicated to what you do, always present the product to the best of your ability."

Peter and Patricia's 400 acre farm in Mount Kilcoy breeds and fattens Black Angus cattle that they sell in the shop, creating the "paddock to plate" food production that has been a part of the business for more than three decades now.



We need to talk...

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