

October 2009

# TASSIE NEWS



## Retail Council Report

By Thomas Beuke

The Tasmanian Sausage King and the Best Tassie Butchers Burger Competitions will now take place on Saturday 24 October. Due to circumstances beyond the control of the Tasmanian Retail Council the previously advised date was not possible. The Entry Forms and Conditions of Entry are included with this newsletter. We encourage all members to enter the Competitions.

Council has approved a new category of Australian Lamb Open Class for the 2009 Sausage King. As with the Poultry category, Council is of the view that a move out of the Gourmet into its own category will give these sausages the exposure they deserve. It may be possible to have these linked to the MLA Lamb Promotions in the future, further enhancing the promotional activity of Sausage King.

The National Newsletter has important information about the industrial relations changes brought about by the Modern Meat Industry Award and the National Employment Standards (NES), both of which commence on 1 January 2010. The National Newsletter and a copy of the new award will be mailed separately. AMIC drafted the Modern Meat Industry Award to ensure that the benefits in the current three Meat Industry Awards were maintained in the Modern Award. There are changes including the fact that there is now a single award and the requirements of NES have been incorporated. It is understood that the Tasmanian Government will pass all of its powers on the Fair Work Act and the state meat award over to the Commonwealth and that AMIC members will operate under the Federal Modern Meat Award from 1 January 2010.

The beef grading debate in New South Wales threatens to spill over to Tasmania and will be strongly opposed by the Retail Council. The current proposal is to introduce a grading of beef whereby ILBs would be required to state that it is Platinum Quality or Silver Quality or similar. If you accept to go down this beef grading path (it is claimed that it is "voluntary") ALL product offered for sale must be of that quality. The proposal is simplistic and cannot be made to work let alone be effectively audited.

There is a perception that some ILBs buy a cheap low grade product and then upgrade it and the price that it is sold at. Those of us in the business know meat retailing and know that customer satisfaction is paramount because if the customer is not satisfied with what we offer they will shop elsewhere. Meat retailing is extremely competitive and customers will vote with their feet if they think they are not getting what they pay for.

The Retail Council meetings are open for all members to attend. If you would like to participate and make a contribution to the issues which affect your business please call the AMIC office for details of the next Council meeting.



## 2009 Sausage King & Best Tassie Butchers Burger Competitions

Saturday 24th October at the Royal Hobart Show



The combined 2009 Tasmanian Sausage King and the Best Tassie Butchers Burger Competitions will still be held in conjunction with the Royal Hobart Show. Please note that the date has now moved to Saturday, 24th October.

Your Retail Council has been in discussions with the Royal Show Society, fine tuning the event so that it will be easier for members to take part, will carry maximum publicity potential and have better attendance from the public.

Judging will take place at the Tasmanian Skills Institute Butchery School (TAFE) at the Royal Hobart Showground. Entry forms are enclosed with this newsletter and we encourage you to participate in both competitions. Details of the Awards Night, which will be held on the evening of Saturday 24th October in metro Hobart, will be sent to you in a separate mailing.



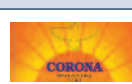
Thomas Beuke at the last National Sausage King, held in Adelaide earlier this year

Winners in each of the six Sausage King categories will represent Tasmania in the National Sausage King on 5th and 6th of February 2010 at the Gold Coast. Most states have already completed their Regional competitions with South Australia and Queensland having already selected their State Sausage Kings. Word is that they are a talented but tough bunch to beat; however, we know that any of our Tassie butchers can match their Sausage Kings sausage for sausage! So start working on your sausage and burger recipes and be sure to fill out the enclosed application forms to take part in the competitions.



Sausages from the Traditional Australian category ready to be cooked and judged at the 2008 competition

### THANK YOU TO OUR SPONSORS



# Member Profile – Robert Bannon

## Main Street Meats and Deli

Main Street Meats and Deli is a stand-alone shop on the main street of George Town that George Bannon has owned and managed for 17 years. The shop was originally set up from an empty building and is currently in the process of having a cryovac machine, a new slicer and a larger smoke oven installed.



"We are a one-stop butcher shop that also sells fresh, local fish, fruit and vegetables with a small grocery line of basics items such as bread, milk, coffee (and lots of lollies!)," explained Robert. "We make our own coleslaw as well as packets of veggies all ready for stir frying with the customer's choice of meat. We will only buy the best local quality produce. We do all our own hams, bacon, cabana, kransky, beersticks and black puddings. We also make a variety of Nichols chicken products such as chicken parcels and smoked chicken wings."

Besides Robert, Main Street Meats and Deli employs two fulltime butchers, one of whom is an apprentice as well as a casual shop assistant. "My wife Catherine helps out in the shop and our 11 year old son Brad comes in during school holidays," said Robert. "He has mastered a few tasks like linking sausages and even attended a Red Meat Networking workshop nearby in Launceston held by Brendon Watts, the Victorian Retail Chairman."

As for Robert's training, "I worked for H.W. Dornauf's for 25 years and managed the meat department at Rolf Vos and Woolworths during this time." Robert's advice to anyone considering going into this business; "Be prepared for long days and hard work."



L to R Dave Carlon, Joe Bell and Robert Bannon at your service

The shop's customer base is mainly made up of local customers. During the summer and school holidays it becomes more tourist-based. About 10% of the business is to wholesale customers. The shop also supports the Lions Club, Rotary, some local schools and charities by donating meat trays for BBQs.

"I would like to retire, but with the pulp mill pending I would still like to see the business flourish even more," said Robert, referring to the proposed Bell Bay Pulp Mill.

"Some of my days off are spent fishing in St Helens but mostly it's family time with Catherine, Brad and our 19 year old daughter Kiani. I also have a grown up set of step-kids, Peter and Katrina and a grandchild who is older than Brad!"



### FOR SALE

**SUHNER 10  
NEEDLE INJECTOR**

A1 condition

\$3500 ONO

Phone:  
Peter Johnston,  
Johnston's Gourmet  
Meats, Smithton  
(03) 6452 1416 /  
0427 521 415



### FOR SALE

**CRIOSBANC MEAT DISPLAY**

- 3.8m long – 71cm deep
- Excellent condition • \$4000 ONO

Phone: Peter Johnston, Johnston's Gourmet  
Meats, Smithton (03) 6452 1416 / 0427 521 415

