

June 2011

MEAT INDUSTRY NEWS



The Sausage King and Smallgoods Competitions

The 2011 Regional Sausage King and Smallgoods Competitions kick off in July with the first heat in Bairnsdale. The last two years have seen an increase in participants and we expect the same this year. Feedback regarding the boost in sales from regional winners has certainly justified their entries into the competitions.



Peter with some prized sausages

Remember, all you have to do is have your product ready for collection, pay your entry costs and that's it! **Peter Spence and I collect the products from your stores and take them to the TAFE for judging.**

Judges are made up of professionals in the industry including TAFE staff, sponsors and sometimes local restaurateurs or celebrity chefs. Recent years have provided us with great newspaper, radio and in some cases TV coverage which truly shows why the local butcher network is active in local community.

Be sure to fill out your entry form in plenty of time. If we haven't heard from you leading up to your regional event you can guarantee you will hear from us!

Region	Date	Venue
South East (Gippsland)	July 7	East Gippsland TAFE Bairnsdale
North West (Echuca)	July 21	Brit TAFE Echuca
Central (Bendigo)	Aug 4	Brit TAFE Bendigo
Melbourne A (Metro)	Aug 18	William Angliss
Melbourne B (Metro)	Sept 1	William Angliss
South West (Warrnambool)	Sept 15	South West TAFE Warrnambool
North East (Wodonga)	Sept 29	Wodonga TAFE

Thank you to our National Sausage King Sponsors



Paul Di Salvatore wins the William Angliss Dux of the Year Award



Robyn Jackson Director of teaching & learning, Paul Di Salvatore and Wayne Crosbie Director Angliss International

AMIC Management & Council would like to extend their congratulations to Paul Di Salvatore on being named the William Angliss TAFE Dux of the academic year 2010. AMIC staff and a delegation of Victorian Councillors attended the award ceremony on May 18th at William Angliss in Melbourne to celebrate the achievement.

There is an award given by AMIC at our industry dinner that pays tribute to the memory of Paul's father Rocky, who was passionate about the independent local butcher network and industry training. Paul was also the recipient of the AMIC award in 2010 after strong recommendation from Ivon Shell (Senior Educator) and staff at Angliss.



L to r: Retail Council Chairman Frank Russo, AMIC Victorian Member Services Manager Mark Seymour, Paul Di Salvatore and Deputy Chairman Eddie Kowalski

"Paul's work ethic in class was second to none," said Ivon.

"He was an achiever in all areas of his training. All the teaching staff believes Paul is the sort of young man who will move forward and continue to revitalize the retail meat industry."



MLA is the proud sponsor of the William Angliss Dux of the Year Award



Member Services Manager Report

By Mark Seymour

Your AMIC Victorian Retail Council is seeking more members to become actively involved. Meetings are held in the AMIC Melbourne office every 2 months on a Monday evening at 6.30. At the meetings we discuss industry issues and we also have guest speakers such as the CEO of Primesafe, Victorian Manager of SGS and representatives of other industry organizations who attend on a regular basis. Please contact Mark at our Melbourne



Brian Casey, CEO of Primesafe, guest speaker at the May 16th council meeting

Office to register your interest or to ask any questions that you may have about your Retail Council.

We have assisted a number of members who have sought advice on employing an apprentice and it's great to hear that more stores are going down the path of offering

careers in the meat industry. We can assist you in your understanding of wages, government incentives, appropriate training organizations and apprenticeship centres for signing up new apprentices. A common theme has been that members have not gone down this path as they were not quite sure of what to do. The exercise itself is quite straight forward and we are happy to assist in any way we can.

Jock Starkie has decided to retire from his training role at South West TAFE. Jock is very highly thought of by many members and on behalf of AMIC I would like to thank Jock for his assistance and wish him a happy and healthy retirement.

Fair Work Australia has released a document on records that employers MUST keep. Included amongst the requirements are wage books, which are available from AMIC. Keeping documented evidence of employee wages, starting dates, full time, part time or casual hours worked, rate of pay, overtime, leave information, superannuation payments and termination of employment is your obligation as an employer and these will be the documents asked for if there is a claim. If you need wage books, register of injury books (also mandatory) please contact the office to order yours now. More information about records an employer must keep can be obtained from the Fair Work website www.fairwork.gov.au or the info line 131394.

Melbourne Office 9867 7294 | Mark Seymour 0430 048 680 | Peter Spence 0433 914 838

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Member Profile

Elg & Robinson - Philip Elg and Peter Robinson



Elg & Robinson was designed and built from the ground up by Philip Elg and Peter Robinson in 2009. A testament to Philip and Peter is that before building commenced they were in touch with the relevant authorities including Primesafe, auditing bodies and AMIC to ensure the plans they were putting in place adhered to regulatory guidelines. Philip Elg's hospitality history proved to be a significant advantage as he owned and operated the popular Strand Restaurant in Williamstown for some 18 years.

Peter Robinson commenced his career as a butcher as an apprentice at Willow Meats in Glen Waverley some 27 years ago. After completing his apprenticeship Peter went on to buy the store he was employed in. From there Peter and a partner operated a second store in Woori Yallock. After selling his shops Peter managed stores for Olivers and Lindens before being offered the opportunity to join Philip in the Williamstown store.

Elg & Robinson is located directly opposite a Coles store in Douglas Parade Williamstown and has 3 full time butchers and 2 sales/counter staff. It offers a wide array of products including their Victorian award winning Ham on the Bone and a range of smallgoods that are manufactured in the shop. **Their variety of gourmet pies, soups and lasagna provide good winter meal ideas for the local clientele, which can be complemented by "Elg and Robinson" labeled wine, also sold in the store.** There is a separate display area for an excellent array of seafood products which has proven to be a very popular inclusion in the store's stock.

In 2010 Elg and Robinson won the coveted "Ham on the Bone" category in the AMIC Smallgoods Competition. Peter

says the benefit of the win was instantaneous and provided a great marketing tool for both the store and the product with sales increasing dramatically. They have also won the Hobson's Bay Retailer Award which is a local area competition supported by the Council and local press. The builder and architect of the store also received an award for store design.

Philip and Peter believe in supporting the local community and help the Williamstown C U Football Club as well as many local schools and junior sporting clubs. Peter explains that if the organization is within their local area, Elg & Robinson are proud to be of support.

Elg and Robinson pride themselves on supplying "top end" quality and their description of business is a good one to go by. **Peter sees the store not as a butcher shop but describes Elg and Robinson as a "fresh food specialist."** Being in their third year of trade at this store and despite many years of experience, Peter says he is always learning and paying attention to market trends as they wish to build on a good start and solid foundation for the future.

In 2010 Peter Robinson was elected to the Victorian AMIC Retail Council and he has a passion for the industry and its future direction. He is always a solid contributor to Council meetings and has welcomed other AMIC members to their store for a tour and discussion about business and industry in general.

Outside of work Peter enjoys time with his kids, good food, a nice white wine and tries to relax from the demands of the business. His advice to anyone seeking a future in the industry is to embrace as much information as you can across as many areas that you can, ranging from products to new technology and move forward with the times.



Peter Robinson slicing up salmon



Westside Meats A New Awards Dinner Sponsor



Westside Meats is proud to sponsor AMIC's Awards Night where many of our business associates and fellow AMIC members are honoured for their accomplishments in the meat industry.

For the past 37 years Westside Meats has been a wholesaler of quality beef, lamb, goat and carton meat – the butcher's butcher to the region's hard working meat retailers. We acknowledge their diligence and passion for their job and are pleased to give something back to them in the form of the most memorable night in the industry's calendar.

Urgent Sale

Kings Family Butcher Shop

42 Aberdeen Rd, Macleod

- Excellent husband & wife team shop
- Extremely profitable – approx \$8,000 - \$10,000 takings p/w
- Rent only \$1714 monthly
- One of about 20 specialty shops/ services on the street
- Ample parking
- Opposite Macleod train station
- Near new fixtures & fittings including mincer, saw & new scale

Urgent sale due to family commitments

Offers \$130,000+ considered

Please call Paddy 0402 855 020

Mickey's Meats

180 Campbell Street, Swan Hill

\$175,000 + SAV



CHOP, CHOP - DON'T SNOOZE & LOSE

Sack the Boss & get your hands on this iconic local business. You'll bristle with pride when you take control of the business (& your destiny).

Set in the high foot traffic area between Australia Post & Target on Swan Hill's main street, this booming little butcher shop is racking up the rewards...so chop, chop.



Contact: Cameron Smits of Wood & Co Real Estate on 5033 2000 or 0457 800 007

A Word from the Auditor

By John Buchanan

SGS, the appointed auditor for all Victorian AMIC ILB members, advises on Product Specifications.

One of your requirements under the Food Standards Code is to have available information of all ingredients used in your products upon request of customers.

The main way that you will be able to do this is to have the Product Specifications from your supplier for all the ingredients, premixes and marinades that you use. Even the wood chips you use in your smoker will have a specification to show they are suitable for use with food.

It is important that you periodically check these specifications against the ingredient list on the packaging of the product you are buying to ensure they haven't changed and check again when you have changed brands.

As the general public is far more educated on food issues especially allergens and food intolerances, you will at some time be requested to provide this information. Remember when showing this information to customers that it is a reflection of your business. Have it in a neatly in a folder or on laminated cards so the presentation is professional, like the way you run your business.

Take care to separate flavourings and marinades that contain allergens in your display cabinets (e.g. peanut satay sauce) to avoid any potential cross contamination.

If you have any further queries about these issues please contact your auditor or an AMIC representative.

The William Angliss Encouragement Award

Corey McGregor, younger brother of Anthony McGregor of McGregor's Broadway Quality Meats in Reservoir was the recipient of the William Angliss Encouragement Award, sponsored by AMIC.



Robyn Jackson Director of teaching & learning, Corey McGregor and Wayne Crosbie Director Angliss International

Welcome to New Members

- Gourmet On Main The Meating Place
Mark Walles, Hastings
- Salvatore Regional Butcher
P Fernandez & S Fusca, Ballan