

October 2009

# MEAT INDUSTRY NEWS



## Victoria Retail Council Report

By Brendon Watts

The Victorian Retail Council continues to address the issues relating to staff availability in our state.

AMIC has been approached by William Angliss Institute of TAFE and Sarina Russo on a possible project to attract more retail apprentices into the industry. The current economic circumstances have reduced the employment opportunities for young people and a meat retail apprenticeship is highly valued. If you are interested in participating in this project please contact the AMIC office or William Angliss.

**The beef grading debate in New South Wales threatens to spill over to Victoria and will be strongly opposed by the Retail Council.** The current proposal it 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 Victorian Retail Council totally supports any legislation which will underpin Truth in Labeling and has written to the proponent of the system with this offer and a request to assist in development of a system which will not add costs to our members.

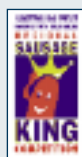
**The National Newsletter has important information about the industrial relations changes brought about by the Modern Meat Industry Award and the National Employment Standards (NES), both of which commence on 1 January 2010.** AMIC drafted the Modern Meat Industry Award to ensure that the benefits in 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. AMIC is providing member training for these changes in seminars held throughout Australia. If you have not attended a seminar we encourage you to do so as it is an informative workshop and will assist you to operate under this new regime.

**The Victorian Sausage King continues to provide the opportunity for our members to promote themselves in our Regional competition.** The Australian Lamb category, introduced for the first time this year, has been very successful. As Victoria is the leading lamb state it is not surprising that some very innovative sausages are appearing in the contest.

The last round of the Regional Sausage King will be completed in the immediate future and the Final will be held at William Angliss on 22 October. The State Sausage Kings will be announced at the Victorian Awards Night to be held at the Crown Entertainment Complex on 21 November. This is a night not to be missed. See page 7 for details and reserve your place for an entertaining and sociable evening with your fellow members.

**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.**

## The 2009 Victorian Sausage King and Smallgoods Competitions



This year's Competition kicked off with the North East heat in late July and is now almost complete with just the State Final to go on 22 October. In this issue we'll cover the first four heats and report on the final four in the December issue.

We have seen a notable increase in participants in every region with fantastic quality of product submitted in all categories in both Competitions.

Alf Di Cenzo once again produced a gourmet sausage — the "Zia Teresa" — pork, pine nuts, camembert and asparagus that had the Melbourne judges in rapture in the very hotly contested Gourmet category.

First time entrant in the 'Melbourne A' heat, Matthew Fraser of M.G. Fraser Selected Meats in Strathmore took out the Lamb/Open Class category and also placed in the Poultry. "The man in the hat" Paddy Maginn of Paddy's Meats in Kew triumphed in the Traditional Australian and Poultry categories in the same heat.

Steve and Jane Bonney of Prahran Continental entered two products in the Smallgoods Competition (Strasbourg and Kabana) and came second by the narrowest of margins in both — so watch out for Steve next year.

**Thank you to our sponsors, judges, helpers and participants who have all made the 2009 Victorian Sausage King and Smallgoods Competitions a wonderful success.**



AMIC's Member Services Officer (and former butcher!) Peter Spence cooking at the South West heat



Chef Roman Giacometto — a very discerning connoisseur, especially when it comes to the judging of the Sausage King Continental category, shown here at the Melbourne A heat



Delicious hams ready for tasting at the William Angliss Institute of TAFE



Award winning gourmet sausage



# The 2009 Victorian Sausage King and Smallgoods Competitions

## The South West Region, Warrnambool

South West TAFE in Warrnambool once again provided a fantastic venue to host the South West Regional heat of the Competition. Thank you for the warm welcome from Paul Meredith, Jock Starkie, Wayne Perry and David Suggett of South West TAFE.

The regional newspaper, *The Standard* was on hand to cover the event. Our current Australian Poultry Sausage King, Craig Henderson of Henderson's Butcher Shop in Ocean Grove was pipped at the post this year by Jason Twaddle of Terang Central Meats with a delicious Chicken, cheese, curry, parsley & onion sausage. However, Henderson's was still a strong contender with a number of Craig's entries coming in second place in more than one category.

We must mention Cliff Dalgliesh of Heritage Meats in Geelong West who took out 1st place in both the Traditional Australian and Lamb/Open Class categories together with a 2nd in Continental with a beautiful sundried tomato and basil sausage. The coveted Gourmet category winner was Jamie Cotton of Hamilton City Butchers with his Herb, red wine and cheese sausage that left the judges wanting more!

With most categories being split by just one vote to decide the places, it just goes to show the quality of the product and passion of our members in the South West of Victoria.

Congratulations to all of our participants for producing some magnificent products. With entries such as Lamb with lime, chilli & coriander, Chicken with cheese, spinach & tomato, a beautiful cheesy red wine & garlic snag and an impressive array of hams, bacons & smallgoods, we definitely look forward to coming back for more than just whale watching in Warrnambool!



Melanie Askew, David Suggett, Heather Reardon and Julie Bertram judging at the South West heat



Judges Paul Meredith and Jock Starkie



Judge Melanie Askew, Business Development Manager SW TAFE tallying up scores

## The Melbourne Heats

The first Metropolitan heat ('Melbourne B') was held at William Angliss Institute of TAFE where Ivon Shell and his staff made our arrival and set up a breeze. **William Angliss takes immense pride in showcasing these awards and students are encouraged to witness the judging and the products on display.** AMIC's



One of these people is NOT a TAFE chef

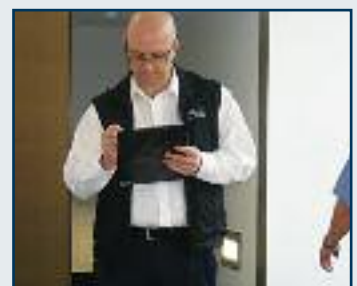
chef du jour Peter Spence worked alongside apprentice chefs in the restaurant as they prepared their lunch service.

Long time discerning judge Mr. Richard Baker takes great pride in the fact that many of the butchers entered did their apprenticeship courses with him who still refer to Richard as "Mr. Baker."

**Competition in this region is intense with over 20 entries in most of the categories.** Brad and Tracy O'Malley of Red Hill Gourmet Meats seem to have a mortgage on the "Gourmet" category taking it out for the third year in a row. This year they also won the coveted Ham on Bone award in the largest field we have seen in this category so far. Some old favourites were toppled and some new names can be seen on the

winners' lists as well as a return to form for a few previous title holders.

**The second Metro round ('Melbourne A') also saw an increase in entries and new participants.** The standard in '09 has truly impressed our rotating judging panel and new judges and sponsors of the event such as Royston Bennett of AMIST Super and Paul Bellchambers of DTS have been astounded by both the quality and the quantity of the products entered.



Paul Bellchambers of State Sponsor DTS Laboratories at the Melbourne B heat

Andrew Vourvahakis of Andrews Choice rejoined the competition in '09 with a bang, winning the Continental category with his Thurlinger Bratwurst, winning the Ham off the Bone with his Praga Ham and placing with his Ham on the Bone.

The ever shy Stevie Hollis of Main Street Butchers notched up another first prize with his Chicken and cheese Kabana and the ever popular "Eddie the Butcher" proved his expertise this time in the Strasbourg category.

**Thank you to all who entered and made both events successful and some of the closest we have ever held.**



Michael Tan of MLA judging at the Melbourne B heat



Don Buchanan of William Angliss TAFE scrutinizing sausages



That looks good!



1st in the 'Melbourne A' Kabana category



A Strasbourg entry in the Smallgoods Competition



A class of future butchers taking a look at the entries



A teacher visiting from China in total awe of the competition

## REGIONAL WINNERS SMALLGOODS 2009

Category	North East Region 22 July 2009	South West Region 6 Aug 2009	Melbourne B 20 Aug 2009	Melbourne A 27th August
<b>1ST Ham ON The Bone</b>	John O'Connell - Taurus Gourmet Meats, Seymour	Brendan Bouchier - Brendan Bouchier's Mortlake Butcher, Mortlake	Brad & Tracy O'Malley - Red Hill Gourmet, McRae Orange glazed Cointreau ham	John Gallinaro Bologna Smallgoods, Reservoir
<b>2ND Ham ON The Bone</b>	Rose Formichi - Formichi Smallgoods, Wodonga	Cliff Dalgliesh - Heritage Meats, Geelong West	Greg Behrendt - Greg's Tender Joint, Belgrave	Peter Robinson - Elg & Robinson, Williamstown
<b>3RD Ham ON The Bone</b>	Michael Dove - Belmore Butchery, Yarrowonga		Peter Bouchier - Butchers of Distinction, Moorabbin	Andrew Vourvahakis - Andrew's Choice Smokehouse, Yarraville
<b>1ST Ham OFF The Bone</b>	Michael Dove - Belmore Butchery, Yarrowonga	Tony Lewer - Portarlinton Butchers, Portarlinton - Smoked ham	Aaron Hirst - Aspendale Quality Meats, Aspendale - Smoked Virginian Ham	Andrew Vourvahakis - Andrew's Choice Smokehouse, Yarraville
<b>2ND Ham OFF The Bone</b>	Rose Formichi - Formichi Smallgoods, Wodonga	Damien Marvey - Golden Plains Supreme Meats, Bannockburn - Cameo ham	Mark & Melanie Pittock - Balnarring Village Meats, Balnarring	Peter Robinson - Elg & Robinson, Williamstown
<b>3RD Ham OFF The Bone</b>	Martin Krueger - Colliver Road Butchers, Shepparton	Brendan Bouchier - Brendan Bouchier's Mortlake Butcher, Mortlake	Tim Cumming - Coolart Country Smokehouse, Somerville	Andrew Vourvahakis - Andrew's Choice Smokehouse, Yarraville
<b>1ST Bacon</b>	Mick Frederick - Morrison Street Continental Butchers, Wodonga	Ray Wilton - Wiltons Lara Centreway Meats, Lara - Short middle bacon	Peter Bouchier - Butchers of Distinction, Moorabbin - Free range bacon	Colin Kearley - Clarendon Meats, South Melbourne
<b>2ND Bacon</b>	Michael Dove - Belmore Butchery, Yarrowonga	Brendon Bouchier - Brendon Bouchier's Mortlake Butchers, Mortlake - Traditional rind off	Greg Behrendt - Gregs Tender Joint, Belgrave - Short middle rindless	Rod Faulkner - Yarra Glen Quality Meats, Yarra Glen
<b>3RD Bacon</b>	Robert Frost - Donohue's Meats, Benalla	Tony Lewer - Portarlinton Butchers, Portarlinton - Traditional rind on	Bill Woolnough - Belgrave Meats, Belgrave - Middle bacon	Ed Kowalski - Eddie the Butcher, Newport
<b>1ST Strasbourg</b>	Michael Dove - Belmore Butchery, Yarrowonga	Chris Howarth - Highton Quality Meats, Highton	Michael Farinaccio - Fresh Country meats, Ashburton	Ed Kowalski - Eddie the Butcher, Newport
<b>2ND Strasbourg</b>	John O'Connell - Taurus Meats, Seymour		Greg Behrendt - Greg's Tender Joint, Belgrave	Steve Bonney - Prahran Continental, Prahran
<b>3RD Strasbourg</b>	Martin Krueger - Colliver Road Butchers, Shepparton		Peter Bouchier - Butchers of Distinction, Moorabbin	Peter Robinson - Elg & Robinson, Williamstown
<b>1ST Kabana</b>	Robert Frost - Donohue's Meats, Benalla - Polish Kabana	Brendon Bouchier - Brendon Bouchier's Mortlake Butchers, Mortlake - Traditional Kabana	Michael Farinaccio - Fresh country Meats, Ashburton - Traditional Kabana	Stephen Hollis - Main Street Butchers & Smokehouse, Healesville - Chicken & cheese Kabana
<b>2ND Kabana</b>	John O'Connell - Taurus Meats, Seymour - Chicken, fetta & chives	John Goodall - Goodall's Quality Meats, Hamlyn Heights - Chicken Kabana	Stan Coates - Alchester Village Meat, Bayswater North - Chillli Kabana	Steve Bonney - Prahran Continental, Prahran - Traditional Kabana
<b>3RD Kabana</b>	Martin Krueger - Colliver Road Butchers, Shepparton - Pork Kabana	Cliff Dalgliesh - Heritage Meats, Geelong West - Chillli Cabanossi	Brad & Tracy O'Malley - Red Hill Gourmet, McRae - Traditional Kabana	Shane McDonnell - Wonga Park Meats, Wonga Park - Traditional Kabana

## REGIONAL WINNERS SAUSAGE KING 2009

Category	North East Region 22 July 2009	South West Region 6 Aug 2009	Melbourne B 20 Aug 2009	Melbourne A 27th August
<b>1ST TRADITIONAL AUSTRALIAN</b>	Robert Frost - Donohue Meats, Benalla	Cliff Dalgliesh - Heritage Meats, Geelong West	Chris Lockie - Lockie Butchers, East Malvern	Paddy Maginn - Paddy's Meats, Kew
<b>2ND TRADITIONAL AUSTRALIAN</b>	Michael Dove - Belmore Butchery, Yarrowonga	Bill Gee - Norfolk Butchers, Norfolk	Alex Mastromanno - King Island Meatworks, Brighton	Ed Kowalski - Eddie the Butcher, Newport
<b>3RD TRADITIONAL AUSTRALIAN</b>	Brad Wooton - Luke's Magic Meats, Shepparton	John Scorgie - Surf Coast Quality Meats, Torquay	Pierre Mastromanno - King Island Steak, Highett	Sam Faila - Sam Faila Quality Butchers, Yarra Junction
<b>1ST LAMB/OPEN CLASS</b>	Brad Wooton - Luke's Magic Meats, Shepparton - Lamb, honey & mint	Cliff Dalgliesh - Heritage Meats, Geelong West - Lamb, honey, mint & rosemary	Rob Boyle - Rob's British Butcher, Dandenong - Lamb, basil & mustard	Matthew Fraser - MG Fraser Selected Meats, Strathmore - Lamb Enzos
<b>2ND LAMB/OPEN CLASS</b>	Brad Wooton - Luke's Magic Meats, Shepparton - Lamb, honey & soy	Craig Henderson - Henderson's Butcher Shop, Ocean Grove - Lamb & mustard	Rob Boyle - Rob's British Butcher, Dandenong - Lamb, leek & rosemary	Paddy Maginn - Paddy's Meats, Kew - Middle Eastern lamb
<b>3RD LAMB/OPEN CLASS</b>	Jeff Gambrell - Thornton Butchers, Thornton - Lamb & vegetable	Craig Henderson - Henderson's Butcher Shop, Ocean Grove - Lamb, tomato & basil	Pierre Mastromanno - King Island Steak, Brighton - Honey, lamb & rosemary	Josh Nelson - Glenferrie Gourmet Meats, Hawthorn - Lamb, honey & rosemary
<b>1ST TRADITIONAL AUSTRALIAN PORK</b>	Robert Frost - Donohue's Meats, Benalla - Traditional English Pork	Paul Maguire - Winchelsea Butchers, Winchelsea - Traditional English Thick Pork	Greg Alessi - Seaview Meats, Beaumaris - Traditional Thick Pork	Simon Biddiscombe - Zack's Gourmet Meats, Research - Pork & fennel spice
<b>2ND TRADITIONAL AUSTRALIAN PORK</b>	Colin Gesler - Alexandra Country Meats, Alexandra - Pork, fennel & garlic	Craig Henderson - Henderson's Butcher Shop, Ocean Grove - Traditional Thick Pork	Aaron Hirst - Aspendale Quality Meats, Aspendale - English Pork	Dale Angus - Diamond Creek Quality Meats, Diamond Creek - English Pork
<b>3RD TRADITIONAL AUSTRALIAN PORK</b>	Damien Vodusek - Vodusek Meats, Yarrowonga - Traditional English Pork	Ray Wilton - Wiltons Lara Centreway Meats, Lara - Cumberland English Pork	Phil Revell - Somerville Village Meats, Somerville - Traditional Thick Pork	Pat Manariti - Napier Quality Meats, Strathmore - Hot Thick Pork
<b>1ST POULTRY</b>	Peter Ricardi - Ricardi's Alpine Gourmet Meats, Bright - Chicken marmalade	Jason Twaddle - Terang Central Meats, Terang - Chicken, cheese, curry, parsley & onion	Peter Bouchier - Butchers of Distinction, Moorabbin - Chicken, corn, cheese, & asparagus	Paddy Maginn - Paddy's Meats, Kew - Chicken, rosemary & thyme
<b>2ND POULTRY</b>	Colin Gesler - Alexandra Country Meats, Alexandra - Malaysian chicken, cheese & garlic	Craig Henderson - Henderson's Butcher Shop, Ocean Grove - Chicken, chives & parsley	Brad & Tracy O'Malley - Red Hill Gourmet Meats, McRae - Chicken, fetta, French herbs & Chardonnay	Fergus McMahon - McMahon's Butchers, Balwyn - Chicken tarragon
<b>3RD POULTRY</b>	Peter Ricardi - Ricardi's Alpine Gourmet Meats, Bright - Chicken, fetta & pine nut	John Scorgie - Surf Coast Quality Meats, Torquay - Chicken, herb & garlic	Greg Goss - Greg's Family Gourmet, Rosebud - Chicken, sweet chilli & mango	Matthew Fraser - MG Fraser Selected Meats, Strathmore - Tangy chicken
<b>1ST CONTINENTAL</b>	Damien Vodusek - Vodusek Meats, Yarrowonga - Pork Continental	Ross Morgan - Grovedale Quality Meats, Grovedale - Spanish chorizo	Peter Bouchier - Butchers of Distinction, Moorabbin - Toulouse	Andrew Vourvahakis - Andrew's Choice Smokehouse, Yarraville - Thurlinger bratwurst
<b>2ND CONTINENTAL</b>	Rose Formichi - Formichi Smallgoods, Wodonga - Pork & fennel	Cliff Dalgliesh - Heritage Meats, Geelong West - Sundried tomato & basil	Rob Boyle - Rob's British Butcher, Dandenong - Greek	Dale Angus - Diamond Creek Quality Meats, Diamond Creek - Spanish chorizo
<b>3RD CONTINENTAL</b>	Andrew Donald - Murdoch Road Butchery, Wangaratta - Bratwurst	Ross Morgan - Grovedale Quality Meats, Grovedale - Italian Casalinga	Pierre Mastromanno - King Island Steak, Highett - Italian Pork	Frank Russo - Rainbow Meats, Chirnside Park - Continental Italian
<b>1ST GOURMET/OPEN CLASS</b>	Joel Fitzgerald - Tatura Family Butchers, Tatura - Sweet chilli pork	Jamie Cotton - Hamilton City Butchers, Hamilton - Herb, red wine & cheese	Brad & Tracy O'Malley - Red Hill Gourmet Meats, McRae - Pork, apple & cranberry	Alf Di Cenzo - Di Cenzo Meats, Doncaster - "Aunt Teresa's Pork with asparagus, pine nut & camembert"
<b>2ND GOURMET/OPEN CLASS</b>	Colin Gesler - Alexandra Country Meats, Alexandra - Beef & vegetable	David Hyland - Kattwinkel Bros, Highton - Mild Mexican	Aaron Hirst - Aspendale Quality Meats, Aspendale - Chinese plum, sweet & sour	Fergus McMahon - McMahon's Butchers, Balwyn - Italian Pork
<b>3RD GOURMET/OPEN CLASS</b>	Felix Gamze - Felix Plaza Meats, Wangaratta - Wine & garlic	Quinn Ford - Warrnambool Country Meats, Warrnambool - Cheesy red wine & garlic	Pierre Mastromanno - King Island Steak, Highett - Boerwoers	Craig Jenkins - Little Creek Cattle Co, Coldstream - Cornish

# Member Services Manager Report

By Mark Seymour

## **The Victorian Sausage King is well under way and the number of entries is significantly higher than in 2008.**

The new Australian Lamb Open category has been well received and has given this sausage greater scope now that it is not confined to the Gourmet category only. Given that this is its first year, the number of entries has been pleasing. I have also noticed an increased entry list in the Smallgoods Competition which is also pleasing.

A point made recently by a long term AMIC member and supporter of the Sausage King Competition (and by the way a non-winner over many years of entries) is that this event lifts our industry profile and is a great positive for butchers that creates a difference between retail butchers and their competitors. In the words of this member, "You would have to be crazy not to support it."

**Time spent on audits** - A meeting was requested by AMIC with PrimeSafe and SGS to discuss member issues at audits. A point raised consistently by members is the time taken to complete an audit. Discussion included the issue of members not being properly prepared for audits with all required records available at the commencement. Frequently, the member has met the physical requirements but the paperwork is either incomplete or is not readily available. The time the audit commences and the time it is completed should be recorded on the audit report. If you feel that the audit time is extended do not hesitate to discuss it with the auditor and seek his advice on how this time can be reduced.

**Structure of audits and change of auditing staff** - We have recently seen a number of new auditors commencing with SGS and some members have noticed that audits have taken a different structure from those done previously. AMIC has recommended to SGS that a schedule be prepared outlining the procedure of an audit. This will not be time structured but will be based on duties performed by the auditor such as:

- Arrival & Introduction
- Site Inspection
- Review of Food Safety Plan
- Temperatures

This will assist members to better understand the audit process and help us to ensure a continuous flow through the audit.

**Apprenticeships** - AMIC recently attended a meeting with William Angliss Institute of TAFE and Sarina Russo Australian Apprenticeships. The topic of the meeting was attracting apprentices into the workplace at retail, wholesale and processor level. AMIC wholeheartedly supports attracting new employees into the workforce. We encourage members who are actively seeking an apprentice to contact Don Buchanan of William Angliss on 9606 2472 to register your support.

# Councillor Profile Michael Frederick

Michael with his wife Lorraine owns Morrison Street Continental Butchers and has been in the industry for 30 years.

## **Why do you sit on the Retail & General Council?**

I offer the viewpoint from a regional perspective and the preservation of long-held master butchers processes.

## **As a Councillor, what will you contribute to benefit members and the industry?**

Many years of experience as both an employer and employee. Also a long history and knowledge of the industry especially in the smallgoods manufacture area.

## **How long have you been on the Council?**

I have been on the Council approximately 5 years

## **Tell us about one of the difficult issues you have faced as a Councillor.**

A significant change and learning process has been the implementation of the listeria monocytogenes guidelines.

## **What are your goals for your next year as a Councillor?**

To actively promote the benefits and services of AMIC as I firmly believe that AMIC is a necessity for the retail butcher.

## **What direction do you see AMIC heading?**

More as an educator and services provider within the industry. A constant source of communication between the regulator and industry.

## **What is the most important lesson you have learned since you have been a Councillor?**

Don't be complacent or scared of regulation as there are many avenues available to seek explanation through AMIC.

## **What has been the most valuable advice given to you and who gave it to you?**

My former German master butcher who said, "You only pay for quality once."

## **What is your favourite pastime when not working?**

Spending time with my lovely wife Lorraine and daughters Steffanie 11 and Cassidy 8. I also enjoy winemaking and motorcycle riding.



Michael with wife Lorraine - Picture courtesy of Age Epicure, Richard Cornish

# Member Profile – Peter Donovan

## Donovan's Quality Meats



The bright red 'BUTCHER' awning stands out like a beacon on Raymond Street, Sale and a list of specials on a sandwich board outside lets you know what offers Peter Donovan has in store. The shop has a great roomy customer service area and Peter is very well known by everyone who walks through the door.

Peter's shop is located in the heart of Sale and recent works have seen larger paved footpaths and neatly trimmed hedges providing a relaxed and picturesque strip shop atmosphere. The shop was set up as new by Peter's dad Eddie Donovan in 1962. "Over the years I have replaced and refurbished absolutely everything from display cabinets, cool rooms, and machinery. I have updated to bigger, better and brighter," explains Peter.

**Peter is a fourth generation butcher following in the footsteps of his great grandfather who arrived in Australia from Ireland in 1890.** The Donovan family has operated numerous shops, an abattoir and a piggery. Peter likes to think that the Donovans were born with a butcher's knife in hand rather than a silver spoon in their mouths. "I have been a butcher for 36 years, starting at the age of 15 working in the slaughtering pen before school," says Peter, recalling his background. "I gained all of my experience and knowledge from my father. Sad to say, I am the last of the Donovan generation."

**Peter's customer base covers a broad spectrum.** "I sell to local pubs, clubs, motels & restaurants. Sale still gets a good amount of holiday travelers and of course I have my long term local customers from not only the township of Sale but from outer regional towns as well." Additionally he supports his local Lions Club by holding a BBQ in front of his shop every Saturday.



Employee Tracey Bird with Peter & his award winning sausages

Peter is passionate about customer service; "We are very much a local family butcher, using local beef and lamb. Our product range is varied and I value providing excellent service to all customers. There are just two other staff members and we all treat our clientele with respect and courtesy."

"I provide marinated products, beef and lamb roasts cryovaced and ready to take home and put in the oven. I make tasty burgers and meatloaf is a favourite. Crumbed and chicken products have also become popular."



**Peter has been a long time supporter of the Sausage King competition and has done well in his region.** "My bratwurst sausage has won the Gippsland region Sausage King every year since 2005 and the win has made it an even more popular sausage."

**We asked Peter what he likes to do on his days off - "What are days off??"** Although he is busy now, Peter plans to retire in the near future. His advice for the next generation of butchers is to, "Make work enjoyable, put in the hours and you WILL be rewarded" and keep in mind that 'Every customer is your next dollar.'

# IT'S ON AGAIN!

<b>WHAT?</b>	The AMIC General Industry and Retail Awards Dinner
<b>WHERE?</b>	Studio 3, Crown Entertainment Complex
<b>WHEN?</b>	November 21st 2009
<b>COST?</b>	\$120 - includes a 3-course dinner, with beer, wine & soft drink



A WORLD OF ENTERTAINMENT™



At last year's Dinner we had to close the doors on our full house, causing some disappointment for members who missed out. The venue, the band and the food were rated highly by everyone who attended so we are once again holding the Awards Evening at the 5-star Crown Entertainment Complex.

You will soon be receiving your invitations and our advice is to *get in early!* Following the success of the '08 Dinner, we anticipate '09 to be bigger and better.



## FOR SALE

**Ruhle Hi Tech  
Cooling Tumbler**

**35 Litres  
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\$15,000**

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**Innoven Guarantee:**

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- To visit your Apprentice / Trainee at least every 6 weeks
- Our Industry Trainers will provide flexible delivery to fit in with your business requirements
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- Consistently provide updates on student progress to the employer to maintain maximum productivity output.

For further information phone Mark Garrard, Greg Greenshields or Scott Robinson on 5833 2519 or visit [www.innoven.com.au](http://www.innoven.com.au)




03 5833 2519

## Welcome to Our New Members

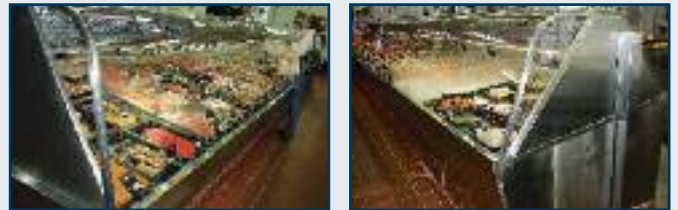
- Filla Freeza, Steven Law, Eumemmerring
- Morgan's Gourmet Meat, Leigh Morgan, Doncaster East
- Paul's Butchery, Paul Lostia, Montmorency
- Riviera Meats, K. Maccubbin & B. Banfield, Paynesville
- Meat on Melville, S.A. Barbaro & R.L. Chandler, Numurkah
- MKM Yarrowonga Pty Ltd, Michael McCarthy, Yarrowonga
- Macedon Plaza Meat Supplies, J. Inserra & C. De Jesus, Templestowe Lower
- Heathmont Meat & Poultry, Shane Monaghan, Heathmont
- Farm Gates Meats, Rob Prentice, Beaconsfield
- Kawthar Butchery, M. Alhilli & A. Alzafarani, Deer Park
- Carnegie Asian Meat & Greengrocer, H. Gao, Carnegie
- Meats on Brooke St, James Clew, Inglewood
- Lakeview Meats, Craig Woods, Patterson Lakes

## FOR SALE

### 1 x 6 metre Glass Deli Counter

- Approximately 4 years old
- Cold plate and overhead coil refrigeration
- Stainless serving tops
- \$ 15000.00

**Ph: Russell Fleming, Kennedy's Wholesale Meats**  
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**Peter Johnston,  
Johnston's Gourmet  
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(03) 6452 1416 /  
0427 521 415**



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

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Delivering quality meat retail training across Victoria and South Australia.

**Your Apprentice. Our Trainers. Your Workplace**  
*it's that simple*

We understand how busy your business can be, we've been butchers ourselves.  
This is why we deliver our training in your store; your apprentice does not leave the workplace.

Delivering across Victoria and South Australia, Meat Training Australia prides itself on working with retail butchers, tailoring training programs to suit the needs of their enterprise and their apprentices.

We know how important it is to have professional training available to your apprentices at a time that is convenient for you and your business.

Assistance with food safety plan procedural compliance is also available.

Call one of our qualified retail meat trainers today to find out more.

Wayne Perry - 0419 359 380 or Jock Starkie - 0438 075 776 (VIC)

Steve Friend - 0419 317 195, Rod Holmes - 0408 179 848 or Bob Brill - 0408 537 078 (SA)



## Industrial Services in Victoria

For some time, AMIC has provided this service to members in conjunction with an independent contractor. With the advent of the new Fair Work Act 2009, AMIC will be providing this service wholly in-house.

Conciliations in unfair dismissal applications can now be dealt with by telephone conference, all documents can be filed on-line and hearings can take place by video-conference. These extra services will be provided on a reasonable fee-for-service basis where required and as in the past.