

SOUTH AUSTRALIA'S OLDEST CO-OPERATIVE ESTABLISHED 1905

MBL's by-products plant at Wingfield has undergone a major revamp to meet clients' needs and to ensure long-term benefits to members. Here, MBL General Manager WARREN McLEAN explains how the new plant operates.

The by-products plant upgrade

When it was recognised that MBL would suffer on selling price of our meatmeal unless something was done to remove avian content from our meal, extensive investigations were carried out to identify every option available.

Many different technologies were examined from all over the world, and from many different suppliers.

We chose a Low Temperature rendering system from Flo Dry Engineering, an Auckland-based company.

This method of processing uses mechanical means to remove most of the liquid, reducing heat energy usage by as much as 60 percent.

The liquid squeezed out is then processed through a high speed centrifuge to separate the fats from the water,

producing high grade tallow or chicken oil and leaving a concentrated stick water product containing some fats and proteins which cannot be put to sewer in that form.

The oils extracted, tallow or chicken oil, are sold to local and overseas buyers for use in soap making, glycerine, stock feeds and biodiesel manufacture.

The solids are passed through a gas fired rotary drier, which removes most of the remaining moisture and sterilises and dries the product, ready for milling and sieving into its final form.

The new plant was commissioned during May and June and now operates in parallel with the existing High Temperature rendering plant.

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Production and Environmental supervisor Russell Higgins discusses the new plant's automated control system with Warren McLean.

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Balhannah's Aaron Reddy goes from strength to strength – page 7



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Lincoln awarded MBL scholarship

A manager at Lobethal's meatworks has won an MBL scholarship for a TAFE SA Diploma in Meat Processing course.

Lincoln Yardley, 32, of Woodside, will undertake the part-time Meat Processing (Slaughtering and Boning) course, valued at \$2,400.

MBL and Regency TAFE judges were impressed by Lincoln's progress in the meat industry and believe he has a bright future.

He began with labouring positions and has progressed to his present role as Quality Assurance Manager at Lobethal Australia Pty Ltd, an export registered small stock abattoir and part of the T & R group.

He has recently gained Certificates III and IV in Meat Safety.

He says, "After a few years away from study, I found it quite enjoyable.

"Now this exceptional opportunity to complete a Diploma course is the next step in my personal development.

"Thanks to MBL, it's a great opportunity to gain a further understanding of the key parts of the industry to assist my career ambitions."

MBL also offered a Diploma scholarship for Meat Processing (Meat Retailing), valued at \$1,800, but the applicants didn't meet the criteria.

However, one promising applicant has been invited to reapply by year's end, for TAFE's February intake, after he gains more experience.

The courses are work-based, with TAFE lecturers visiting workplaces and devising enterprise-related projects as well as one-on-one mentoring to meet "gaps" in skill levels.



Lincoln Yardley

MBL

NOTICE TO SUPPLIERS OF RENDERABLE MATERIAL

MBL is a member of the Australian Renderers Association (ARA) and we operate a HACCP quality control system, audited by the ARA, at our plants.

The ARA has established guidelines regarding raw material contamination with foreign objects and has requested all members nationally to follow the guidelines. They are listed here for your information:

Rendering - Raw Material Contamination guidelines:

1. Rendered products are required to comply with strict specifications, including being free of foreign matter.
2. The specifications include allowable polythene levels in tallow, digestibility of meat bone meal, melamine levels, metal content etc.
3. In order to comply with the required specifications, raw materials should be fresh and free from contaminants and foreign matter.
4. Typical contaminants and foreign matter include plastics (including PVC and polystyrene), metal, rope and excess water.
5. Contaminants in raw materials are likely to degrade the end product and jeopardise the final markets.
6. Best practice rendering requires removal of contaminants prior to processing.
7. The removal of contaminants is costly and uncertain.
8. The industry standard recommends that raw material should not be contaminated at the source of collection.
9. The industry standard recommends that where raw materials are contaminated:
 - contaminants should be removed at the source
 - contaminated material be downgraded or,
 - contaminated material deemed unsuitable for rendering

MBL is a recycler of meat industry organic waste, NOT a general waste disposal service.

Effective immediately the following policy applies:

NO plastic, foam tray, metal, cans or any other foreign content will be accepted in material.

DRIVERS will lift the bin lid and view contents. If plastic, trays or other non organic matter are visible, supplier staff will be invited to remove it.

ANY bins containing any matter, other than animal-based material, will not be emptied until the next scheduled pickup, when the same procedure will apply

**Warren McLean
General Manager**

MBL NEWS

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Upfront Lynne drives women's network

When hairdresser Lynne Zammit joined her first husband at a Glenelg butchery some 30 years ago, she had to work out back, out of sight.

"I had to pass products to him discreetly through the door," Lynne recalls with a sarcastic giggle.

"Like many men at the time, my then husband believed there was no place for a woman in the front of the shop.

"Men believed the shop was their domain and women customers only came in because they fancied the butcher. Ha!

"How things have changed, with some women becoming successful qualified butchers – out front and loving it! This seems to apply more interstate".

Today, Lynne is very much upfront as the chair of AMIC's SA Retail Council. She is also the sole woman among 13 men on AMIC's National Retail Council.

From being kept "out back", she now has a highly respected voice in the shaping of the meat industry.

With her second husband Lou, she has created over 23 years a terrific shop, Windsor Meat Store at Malvern.

Lynne, full of enthusiasm and love for the meat game, believes women in our industry are under valued and should be better recognised and encouraged.



Inspiring Lynne Zammit, pictured in her Malvern shop, says our women are under-valued

This has led Lynne to head the launch the AMIC Women's Networking Group.

The first of two 2011 workshops drew 25 women to hear about social media networking, with Lynne believing this new technology is especially important for country women to maintain contact with peers.

The second workshop, looking at business health, will be held at a winery, yet to be selected, on Sunday, September 18.

Call Jenni Visentin at AMIC on 8272 2400 for details.

Lynne says, "Women who work in retail or administration play a significant part in the development and decision making of our industry.

"A network group such as this can provide additional learning and support. Facebook, Foursquare

and to a lesser extent Twitter can be very valuable.

"Women in our industry have grown in numbers considerably in the last decade – you only have to walk past most shops".

But Lynne says many women don't feel the importance of their roles.

She says, "Many will say, 'Oh I only do the books and the wages', or 'I just work on the counter and come up with some new ideas sometimes'.

"I hear the same thing all the time and it upsets me that a lot of women think

what they are doing is not important.

"We all know just how much work is now involved in compliance issues, let alone what it takes to work your shop front. It's an art.

"Our networking group aims to create any workshop for whatever is a stumbling block in your business or just basic networking if that's needed.

"We also want to mentor women to learn some different skills, such as business skills, customer service, food handling and cooking, outside their apprenticeship.

"These young ones are our future. Perhaps one day we can offer them scholarships or exchanges interstate."

** In the next MBL News, Lynne Zammit will write her account of her career as part of an occasional series of women in the meat industry.*



The women's network logo

New sculpture for old abattoirs site

A \$50,000 public sculpture commemorating the Gepps Cross abattoirs and saleyards has been commissioned.

It is due for completion in December at Unity Park on Main North Rd, Pooraka.

The sculpture, to be created by Port Adelaide artist Annalise Rees, will

stand opposite the original abattoirs and saleyards.

It will depict the people and stock that passed through the abattoirs during its 89-year history.

Part of the Mapping Salisbury: Main North Rd Historical Marker Project, it is supported by S Kidman & Co.

By-products plant upgrade

From page 1

There are considerable amounts of waste heat available from the current high temperature operations, which previously would pass into the air via a bank of cooling condensers.

That waste heat is very useful for evaporation, so it is now diverted to a three stage evaporation system (refer photo) which has been added to the new plant to concentrate the stick water mentioned above, so that it can be reintroduced to the process to recover the fat and protein from it.

degrees, so the evaporators are operated under vacuum, with the three stages boiling the stick water at 95 degrees, 75 degrees and 55 degrees respectively, under increasing levels of vacuum.

The concentrate is then reintroduced to the process with the clean condensate water which is recycled elsewhere in the plant replacing potable water.

The raw material streams available include chicken, mixed butchers shop material, abattoir pork, beef and lamb slaughter and boning room

The heat that leaves the old process is around 100

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The new raw material holding bins allow separation of materials. The biofilter extension can be seen in the background.

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waste and fish waste.

These streams are now separated at the point of supply so that chicken is separated from non avian material.

Any other material that may contain chicken will go in with the butcher shop material and be processed away from the abattoir and chicken material.

We will produce a chicken meal, an abattoir meal that is avian free and a mixed meal that will go to other markets.

This way we can supply the local chicken feeders with a quality assured product for chicken feeds, sell a chicken only meal to world markets and supply local and overseas markets with generic meat-meal.

The recently acquired Keith Protein division now enables MBL to take all of the abattoir blood from members, easing some



The heart of the plant... the rotary Flo Dry dryer can be seen in the background and one of the new G Tech separators is in the foreground.

current environmental pressures.

The rendering plant has recently obtained Australian Renderers Association accreditation and operates a HACCP system of quality assurance.

This investment and successful implementation is a very significant step in the establishment of a strong and viable future for the rendering operations of the Co-operative.



Primary metal detector which reverses when metal is found and deposits it in the bin for removal by hand. Picks up items as small as a foil wrapper.



The finishing touches are being made to the building in front of the tripple effect 'waste heat evaporator' system

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Consequences of defaulting a lease

demand any moneys payable under the lease;

- a receiver, manager or administrator is appointed to a lessee company or if an act of bankruptcy is committed;

- the leased premises are left unattended for a specified period (usually 7 days) without the consent of the lessor.

All of these matters will constitute default, giving the lessor a right to forfeit the lease.

The right of forfeiture is usually exercised by the lessor making a written demand for possession, then entering into possession and if necessary ejecting the lessee.

Re-entry or forfeiture is not enforceable unless the lessor serves on the lessee a notice specifying the particular breach and requiring remedy.

If the lessee fails within a reasonable time to remedy the breach, the lessor can re-enter and terminate.

To avoid arguments over what is a reasonable time, leases generally stipulate agreement on a time, usually 14 days.

In the event a default notice is not remedied, within the time specified in the notice, the lessor:-

- may enter and take possession;
- may, by notice, termi-

nate the lease;

- sue the tenant for arrears due and damages for lost rent.

Where the lessor pursues a damages claim after termination, the lessor must take all necessary steps to obtain another tenant under a duty to mitigate (and not maximise) the lessor's loss.

In the event a default is not remedied, a landlord can, before re-entry and termination, serve a warrant to distrain goods.

This means using a bailiff to do an inventory of the tenant's plant and equipment and goods at the premises.

Distrain can only be for unpaid rent and must be between the hours of 6am and 6pm.

Not only must the warrant be served on the tenant or at the premises but on the taking of the inventory, the inventory list must be served on the tenant using the form required under the Landlord and Tenant Act.

The goods can then be sold after five days at public auction with the net proceeds used to meet the landlord's claim.

The landlord has a duty to see that the best price is obtainable and can also bid at auction for the goods and in that way at least offset against the landlord's

monetary claim.

Often a financier for the lessee's business is involved and the lessee's goods secured by Bill of Sale or registered charge where the lessee is a company.

The rights of the landlord against the rights the financier is a vexed question, particularly if the financier does not have a right of entry to take immediate possession of the goods.

In the case of a Bill of Sale, the financier does not own the goods or have the right to immediate possession.

In the absence of a right of entry granted by the landlord, the landlord's warrant to distrain is likely to take priority.

In the case of a company if the charge is over fixed items, such as plant and equipment, it is likely that the financier will have priority but not in respect of a floating charge.

In the case of abandoned goods left on the premises by the tenant, and not subject to a warrant to distrain, the landlord must store goods that are not perishables for at least 60 days.

**Terry Groom
Camatta Lempens
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DISCLAIMER: This article is for general information only. Tenants need to obtain their own independent legal advice in the event of default.

Your lease is your title to occupy premises not owned by you and from which to run your business.

The loss of your lease can therefore lead to the loss of your business.

Yet at the time of being granted a lease, many lessees do not properly focus on the consequences to their businesses in the event of lease default.

This is quite a natural response as you don't go into a lease expecting to default.

Nonetheless the consequences of default must not be lost sight of and must be clearly understood.

Leases generally provide for default if any of the following events occur:

- the rent is in arrears for a specified period (usually 14 days) even if it has not been formally demanded;
- the lessee is in breach of any covenant or condition of the lease and fails to remedy upon written notice (again usually 14 days). Examples are breaches of obligations to repair, maintain the premises, failure to pay on

Why Aaron keeps going great guns

With a little help from MBL, Adelaide Hills butcher Aaron Reddy's business keeps growing year by year.

"We're going great guns," says the award-winning butcher, 33, who took over Balhannah Junction Meat in 2005.

His latest progression was to buy from MBL a new \$25,000 smoking oven to allow him double production of his award-winning ham.

He has also been struggling to keep up with demand for his sausages after winning the Poultry category of the 2010 SA Sausage King Awards and being joint runner-up in Traditional Australian Pork, using MBL ingredients.

His winning chicken sausages were based around an MBL pre-mix of lime, ginger and chilli. "We added things like lime zest and coriander for a Thai theme," he says.

(As previously reported, Clare butcher Jason Mathie also used MBL ingredients to win an unprecedented four of the six SA Sausage King categories and be runner-up in another last year. He went on to become the first SA country butcher to win a national award, and was second in another category).

In the smallgoods section of the 2010 SA awards, Aaron won silver for his bacon and bronze for his smoked boneless leg ham.

As a result of surrounding publicity, his sales keep escalating.

"The local *Mt Barker Courier* has been good to us with two front page stories which have led to increased awareness of what we offer," he says.

"There's no doubt the awards have been great for business."

Not that accolades are unknown to Aaron.



Fifth generation butchers Aaron Reddy (left) and Kevin Kambach



Aaron Reddy has great reason to be pleased with his award-winning sausages

Ten years ago he won the national Worldskills title in Meat Retailing, and in 2006 his double smoked boneless ham took gold in the AMIC smallgoods competition.

Aaron is quick to praise the invaluable contribution made by his right-hand man, veteran smallgoods maker Kevin Kambach.

"Kevin's a real rock. He has great knowledge and skills," he says.

Kym Stone is the third butcher while Aaron's wife Karen

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This photo from England in 1865 reminds Aaron of his heritage

Best pub burger

Adelaide's Hilton Hotel at Hilton has been judged to make SA's best pub burger, thick with wagyu beef and bacon.



Nine finalists battled it out in the cook-off of the annual SA Pub Burger Challenge, run by the Australian Hotels Association and MLA.

Hilton chef Jim Colley (pictured) wowed judges with his burger -- 300g of premium wagyu beef on a focaccia bun, double smoked bacon, free range

egg, onion jam, cheese, tomato and lettuce, for \$19.90.

In a twist, Jim offers condiments on the side, giving choice to what diners can add to the burger. These include chilli and rosemary chips, and shot glasses of mustard, tomato relish, aioli and spiced pickles.

Aaron keeps going great guns

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looks after the books and serves when needed.

Aaron and Kevin are both fifth generation butchers, dating to ancestors in England and Germany respectively.

Proudly displayed are two large photos taken in 1865 outside the shop of Arthur Gordon Reddy in Heswall, a town between Liverpool and Wales.

So it was natural for Aaron to follow in his family footsteps. He learnt the basics at Chapmans before starting an apprenticeship at Foodland and then working with Bronte Illsley at Stirling.

"Bronte was great. Coming from a supermar-

ket, I didn't know about serving customers, tray display, breaking carcasses or making sausages," he says.

He sure knows how to make sausages now, with offerings such as honey macadamia, butter chicken, lamb with spinach and pinenuts, chorizo, chicken with French mustard and mild Italian.

"Our sausage trade has quadrupled since we opened here in 2005," he says.

He also takes pride in his other lines, sourcing a lot of beef and 22-23kg lambs from local farmers.

**This year's Sausage King Awards will be announced at the Big Night Out on August 27.*

More gongs for Barossa Fine Foods

Barossa Fine Foods and its subsidiary Schulz's of Angaston have won national awards yet again.

In Australian Pork Ltd's national Ham Week contest, BFF was judged to produce Australia's best traditional bone-in ham.

And Schulz's took second prize in the boneless category.

Earlier this year, Schulz's Smokehouse bacon, made at both the Angaston store and BFF's Elizabeth factory, won APL's award for the best bacon in Australia.

APL uses Ham Week, in early July, to promote further awareness of its pink PorkMark logo which identifies pork as wholly Australian.

"Our research shows that 95 per cent of consumers want to 'buy Australian' if they can identify it," says APL Chief Executive Andrew Spencer.

"Some labelling for ham and other smallgoods products can be misleading, or at the least, confusing.

"For example, Made In Australia does not mean the product is made from Australian grown pork, only that it has been manufactured here.

"But our pink PorkMark clearly distinguishes the pork as being made from Australian pork – in God's country, not God knows where."

Worldskills update

Winter sickness forced the SA Meat Retailing contest of Worldskills to be split into two parts.

Two ill competitors were late withdrawals from the competition at Regency TAFE on July 5.

This led to organisers holding a supplementary competition to allow all finalists to compete on July 27, after MBL News had gone to Press.

A full report will be in our next issue.

