



Looking for the perfect location to set up shop in Adelaide, Victorian country butcher John O'Connell and his wife Jade took an instant shine to the vibe of buzzing Norwood. They took an empty shop and created stunning Bos Taurus Butchery which, just three years after opening, was named AMIC's Metropolitan Retailer of the Year. See the inspirational story on pages 4-5.

GAS CAP: good first step but permanent solution needed

The Federal Government has given short-term relief from crippling gas prices by legislating a price cap of \$12 per gigajoule but a long-term solution is needed to guarantee future supply at fair prices.

Around 300,000gj of gas is used annually at MBL's Wingfield rendering plant which provides a vital service to our members and for the co-operative's sustainability.

"Reliable supply of gas at a fair price is crucial to MBL," says CEO Jamie Higgins, who campaigned at all levels to find a solution to 2022's gas-price debacle.

Jamie says the nation needs to adopt WA's proven system of reserving 15% of all gas produced to guarantee Australia's gas needs are met and free Australians from export-linked price hikes.

"The temporary price cap is a good first step while the government finalises a domestic reservation policy to guarantee supply," Jamie says.

The government placed a 12-month gas price cap, effective from December 23, 2022, of \$12gj for uncontracted gas in support of Australian manufacturers, who were hammered by outrageous prices of up to \$55gj last year.

However, the \$12gj cap is still double the \$6gj MBL paid for gas over recent years for our Wingfield plant. The price has remained at \$6gj in WA.

"The government, in setting a temporary price cap, is to be thanked for taking action so relatively quickly to support Australian manufacturers," Jamie says.

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In a national first, Weber rubs and seasonings are now available to butchers from MBL.

They have previously been sold only at authorised Weber dealerships but are now stocked by MBL exclusively for butchers as part of a new wider partnership.

Weber has become one of the co-operative's new "non-profit" members.

"As a result of our exciting partnership with Weber, we are supplying Weber rubs and seasonings to our butcher members exclusively," says MBL CEO Jamie Higgins.

"It's an example of MBL continuing to look after our traditional members while at the same time diversifying our membership base to strengthen the co-operative for the benefit of everyone."

MBL launched the new partnership with a well-attended event for members at the Weber Grill Academy, Rose Park.

There are four rubs in the Weber range – Lamb, Beef, Pork and All Purpose low and

Weber rubs now available to butchers through MBL

slow rubs, and four seasonings – Barbecue, Greek, Steak and Herb.

As a Weber brochure states, "After years of taste testing, trialling, fine-tuning of recipes

and adding Weber handcrafted barbecued ingredients, we have created a range of rubs and seasonings with a unique Weber point of difference.

"In every bottle you'll find a hint of smoke and extra depth of flavour. It proudly comes from ingredients that have been smoked on a Weber barbecue.

"Similar to toasting whole spices, it brings out extra flavour in the spices and savoury tones in the allium ingredients, not to mention the extra dimension of smoky flavour.

"No, your food won't taste smoky from using our products, it will have an extra depth of flavour to enhance meals."



GAS CAP: permanent solution needed

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"But while it's a good first step on pricing, the government has not guaranteed long-term supply at fair prices which can be achieved with a domestic reservation policy.

"The rest of Australia needs to have WA's scheme in which 15% of gas is reserved for local use and prices aren't affected by global pricing issues.

"The price has remained at \$6gj in WA. The system works well, and there is continuous investment in the WA gas market."

As soon as the government announced the \$12gj cap for uncontracted gas, producers of gas began withdrawing offers of supply while predicting "market chaos" and gas shortages.

But Jamie says last September's report by the Australian Competition and Consumer Commission (ACCC) identified significant reserves of uncontracted gas for 2023.

"In a report for the government, the ACCC identified 157 petajoules (157 million gigajoules)

of uncontracted gas for 2023," Jamie says.

"Yet when the \$12 cap was announced, the gas producers said they suddenly have no gas. Where has it gone?

"Australia is a gas-rich country. We simply need to reserve 15% at fair prices for ourselves and 85% can be exported for whatever the gas cartel can exploit in export markets."

The monthly gas bill for the Wingfield plant topped \$1 million last winter before easing to \$300,000 a month when warmer weather and more winds meant less dependency on gas for electricity production.

MBL predicted our gas bill for this financial year would be \$6.5 million higher than for 2021-22 and this should now decrease thanks to the price cap, but producers are now not offering gas for 2023.

"The reality is that while the \$12gj cap should bring relief from 2022's prices, we'll still be paying double what we did in recent years and double what WA manufacturers are still paying," Jamie says.

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Publisher

Master Butchers Co-operative Ltd
ABN: 588 742 45597

Editor

Peter Morgan
0410 633 414

Advertising

Kane Paues
0437 434 744

Printer

Open Book Howden
(08) 8124 0000

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'Australia is a gas-rich country. We simply need to reserve 15% at fair prices for ourselves' – Jamie Higgins

Late reprieve for one of SA's oldest butcher shops

The main-street butcher shop that has served the Mid North farming town of Jamestown for 144 consecutive years from 1878 looked certain to permanently close at Christmas.

Butcher Denis Ganley, a reigning SA Sausage King, had announced his retirement would mean the end of one of SA's oldest continuously trading butcher shops after he was unable to secure a successor despite interest from several potential buyers.

The announcement stunned the town. Denis had been their valued butcher for over 40 years and while they showered him with sometimes-teary thanks and good wishes for retirement, they lamented the expected end of "their" shop on December 23.

But customers received an unexpected Christmas present when Denis sold Jamestown Meat Service to NSW butcher Matt Clarke, who has now taken over. Denis is currently still "around the place" to ensure smooth transition.

Denis, 62, says, "I've loved work here, it's been a blast but I'm getting worn out at the knees after carrying all the heavy stuff for years. I'm getting old and breaking down."

On top of running the shop for six days a week, Denis spent his Sundays processing local beef, lamb and pork in a small abattoir on the town's outskirts.

He says he was stunned by a huge outpouring of support when, on Facebook in mid-December, he announced "with a heavy heart" his pending retirement and the shop's resultant closure.

"I've been pretty touched and a little embarrassed by all the cards and well wishes from all over. It's been unbelievable," he says.

"I thought I'd just slide off into the sunset and I'd be forgotten but it didn't happen.

"Jamestown has good people. I've had some fantastic customers over the years. You become friends and watch their children grow up, become your customers and bring in their children."



The old shop kicks on after its belated sale by retiring butcher Denis Ganley (below).



Denis, who did his apprenticeship in Whyalla, and his wife Gayle had no idea of the shop's long history when they purchased four decades ago.

"A local lady from the National Trust told us it was SA's oldest continuous butcher shop, starting with Moseley and Edwards in 1878. We were the 13th owners," Denis says.

This led to signage advertising it was "SA's oldest continuous butcher shop" but other historians believe this title belongs to a Kadina shop, now trading as Desmond's Meat Service, which opened in 1861.

Nevertheless, Matt Clarke, whose butchering years have been at Jindabyne in the NSW Snowy Mountains, says he's excited to take over a shop with a loyal customer base and a healthy wholesale arrangement

with several pubs, clubs and a bakery.

"Denis has built up a good business. I've had a busy start, settling in and getting everything going," Matt says.

Matt travelled to the area last year after his family took over a hotel at Hallett, a small town 40km from Jamestown. He liked what he saw, taking the opportunity to buy his first shop with his partner Khloe.

- The shop sale made Denis ineligible to represent SA in the Gourmet section of the national Sausage King final in Adelaide in early February.

Denis won the SA title last November with his chilli con carne sausage to progress to the national final but his spot was forfeited to second place-getter Tim Von Stanke, of Swallow Drive Meat Supply, Mt Gambier.



IT'S THE VIBE

Buzzing Norwood a perfect spot for John and Jade's quality shop

The ambient vibe of Norwood instantly won over butcher John O'Connell and his wife Jade – now, they've won over Norwood.

Originally from Victoria, the couple loved the leafy main street and community feel, sensing here was the ideal place to set up shop.

The vibe intensified on seeing the potential of a vacant shop, surrounded by quality food outlets, in the vibrant Norwood Place shopping centre on The Parade.

"Norwood simply has a good vibe, as does this shopping centre. It's the right place for us," says John, who wasted no time in securing a lease and building a butchery from scratch, based on uncompromised quality and service.

While Jade, with a design

background, created a stunning modern facade, John was out back fitting out work areas, including rails for the easy movement of carcasses.

Three years later, Bos Taurus Butchery is a Norwood favourite and John, in keeping with the community vibe, says he knows the name of most of his 1,600 weekly customers.

The shop's excellence was recognised when it was named AMIC's 2022 Metropolitan Retailer of the Year.

The winning of the trophy, which remains prominently displayed in the shop, stunned John, leaving him "humbled and appreciative."

"For someone from the coun-

try, it was huge to win an award for the best shop in the city just three years after we opened," he says

"It's a credit to Jade and to our awesome staff, as well as nice recognition for all the work and hours I've put in over my 25 years in the industry."

Jade says, "The award means a lot to the staff – they are so proud of it. Our customers love it, too, feeling a sense of ownership."

John says, "First, Norwood won the SANFL premiership and soon after we won the 'butcher shop premiership' so it was a winning time for the local community."

The road to Norwood has been long and winding for John, 43, Jade, 40, and their children Shay, 18, Miah, 14, and Jordy, 12.



John O'Connell with the AMIC Retailer of the Year trophy.

➤ John comes from four generations of drovers, stockmen and butchers, growing up droving cattle with his father in the NSW Riverina.

“We sometimes had 2,500 cattle on the road. I loved working on horseback but droving’s a dying art. Dad always said for me to get a trade and becoming a butcher was a natural progression,” John says.

“Droving gave me a lot of confidence. I know what’s what – I can pick the weight of an animal and what it would yield by looking at it.”

John learnt butchery from veteran Allan Chalmers at Wedderburn, some 200km north of Melbourne, before moving 100km south to Seymour in 2004 to run his own shop which he named Taurus Gourmet Meats.

“Taurus is my star sign and I thought it a good name for a butcher shop. We kept up the theme here in Norwood,” John says.

“We had a very busy shop in Seymour, going through eight bodies of beef and 25 lambs a week. In 2014, after almost 10 years, I needed a break so we sold the shop to travel around Australia in a caravan.

“We travelled for six months. We were having a holiday but we were also looking for a



John and Jade found their perfect spot in Norwood to create an award-winning shop from scratch.



better place for a butcher shop. From all the places we saw, we chose Adelaide to be our home in 2016.”

After working at a Prospect shop, John joined Chris Pfitzner at popular Stirling Variety Meats.

“The Stirling shop is like our one in Victoria. Chris runs a good operation and we became good friends. Working there gave me the confidence



Butchers Shane Coleman, Chad Clarke and Michael Waldhuter.

to get my own shop again,” John says.

In 2019, John and Jade “discovered” the vibe of Norwood and took a lease on a vacant shop, formerly a Feast store in the failed Richard Gunner group, at Norwood Place.

“Apart from the display cabinet, we gutted it all and installed a new cool room, dry-ageing cabinets and a rail

system to bring in carcasses,” John says.

The shop front was Jade’s domain, featuring stand-out tiling and stonework. With an eye for styling, she sourced some old French cleavers and added her own dried floral decorations.

“It’s quite feminine; I wanted something alluring. It appeals to women - about 90% of our customers are women aged from 20 up,” Jade says.

Renovations took two months and the shop opened in July 2019, making an instant impression with its premium products.

“We installed batwing doors to the work areas so customers could look through and see the butchers working on carcasses. After being served, some customers like to stay to keep watching,” John says.

“People are also fascinated by the salt bricks and dry-ageing process. We have a spiel about it. We have two dry-ageing



John says customers are fascinated to hear how the dry-ageing process works.

Continued page 10



Andrew McAlister, pictured at Relish The Barossa's production line, is expanding his range ahead of a drive into interstate markets.

Relish The Barossa on a roll with help from MBL

It's all systems go for gourmet condiments and fresh soups manufacturer Relish The Barossa, one of MBL's latest "non-protein" members.

Andrew McAlister's expansion strategy for his business includes a new production facility, a new sales push and a refreshed logo emphasising the company's Barossan roots, backed by multi-level support from MBL.

Based in the old Penfolds wine complex in Nuriootpa, Relish The Barossa makes a range of gourmet relishes, sauces, pastes, spreads, hot sauces, marinades, rubs and fresh soups.

"We produce premium contemporary and traditional products at affordable prices for people to enjoy every day of the week," says Andrew, who began Relish The Barossa with his wife Rachel six years ago.

"Over the last few years, we've enjoyed an average 50% growth year on year. We expect the same again with Drakes Supermarkets becoming a new outlet for us.

"We're also expanding into interstate markets, and we're extending our range by around 50%."



Rachel and Andrew McAlister.

Andrew has recently started using dried spices in batch-specific "rip and tip" quantities from MBL to make manufacturing more efficient (*see story on opposite page*).

He has also worked with MBL Custom Blending's research and development team to create three exclusive Mexican-style spice blends for a range which he intends to expand.

Andrew says, "We went to MBL and said, 'These are the spice blends we're now using – can different versions be developed without impacting on flavour?'"

"We were after similar recipes with a target budget in keeping with our aim of making quality products affordable for everyday enjoyment."

MBL prides itself on being able to supply quality products while



> keeping within customer budgets so we responded by developing three Mexican-style dried spices for Andrew.

Andrew says, "We have just launched the spice range throughout SA and Victoria with presentations to occur in NSW and Queensland. It's great that MBL is able to provide a custom blending service to fill a hole in the market.

"There is potential to grow our relationship with MBL with joint projects down the track."

A former Army artilleryman and medic before turning to accountancy, Andrew was Supply Chain Manager for Maggie Beer Products before he began his own food business, Quintessence Foods, in 2016.

Quintessence is a contract food manufacturer, producing condiments and similar foods for both nationally-recognised and bespoke brands.

With Quintessence remaining central to his operations, Andrew began making his own products under his Relish The Barossa brand in mid-2017.

"In contract manufacturing, your risk is tied to other people's activities so we're aiming to make Relish The Barossa 40% of our overall business in the next 18 months," Andrew says.

"We'll be more in charge of our own destiny by having our own products under our own brand."

The company outgrew its first factory in

MBL Custom Blending has become a market leader, excelling in research and development, innovative ingredient formulation and blending technology.

We have progressively increased our custom dry ingredient blending capacity at Athol Park to provide custom solutions and ingredients for diverse foods including meat, smallgoods, seafood, bakery, dairy and confectionery products.

"We provide a complete end-to-end service for any type of bespoke formulating and blending of dry ingredients," says Shane Harrison, MBL Custom Blending's Business Development Manager.

"Our R&D team can formulate new recipes, match current ingredients or improve an existing recipe based on customer needs, as we did with Relish The Barossa."

MBL developed three new Mexican-style dried spice blends exclusively for Relish The Barossa, with our "rip-and-tip" packaging capability delivering the spices in exact batch sizes.

As an example, a spice mix

made for one of Relish The Barossa's barbecue sauces is packaged in batch-perfect 5kg bags for easy ripping open and tipping into the mix.

"Rip-and-tip involves MBL packing blends to exact batch requirements, such as 16.4kg, creating a whole range of benefits for the customer," Shane says.

"If a business purchases 10-15 ingredients from elsewhere and does the blending them-

selves, they have to wait until all ingredients arrive before beginning but there's no downtime if MBL delivers the completed blend.

"Less warehouse space and handling of ingredients is required, avoiding expensive ingredient write offs and reduced paper work by not having to make multiple orders and multiple payments."

Shane says another benefit is protecting intellectual property at a time of high staff turnover across many businesses.

"People can join opposition companies and take blending recipes with them. This is not an issue when the completed blend is from MBL," he says.



The logo has been refreshed to give much more emphasis to the words The Barossa.

Tanunda, moving at the start of last year to spacious premises in Nuriootpa to allow for future growth.

Relish The Barossa products were initially sold in Foodland supermarkets but are now also available at Drakes and other independent supermarkets in SA and at independent supermarkets in Victoria.

Andrew has handled marketing and sales, on top of overseeing production, and late last year he hired a salesman to help drive growth in SA and interstate, including entry into NSW.

The Relish The Barossa logo has been

refreshed to make the words The Barossa more eye-catching to underscore its connection to one of Australia's premium food and wine regions.

"We wanted to give more weight to our home being in the heart of the Barossa now that we're expanding interstate," Andrew says.

"While we make a range of premium products, our barbecue sauces in particular have a strong reputation and our fresh soups are increasingly popular."

The most popular soups are Pea and Ham (using Barossa Fine Foods ham) and Thai Pumpkin with Chilli. Other varieties are Carrot, Turmeric, Ginger and Kale; Tomato, Bacon and Barley; and Potato, Leek and Rosemary. Minestrone and Chicken Noodle will be launched this year.

"We introduced soups for the cooler months to give us year-round opportunities; we need to bring in extra staff to produce them," Andrew says.

"Previously we haven't had much opportunity to push interstate but now we're in a position to do so and the future looks bright."





Second generation Bob Pinkerton pictured in the delivery cart outside the shop which he ran from 1909. Source: Pinkerton family.

140 BIG YEARS!

Amazing milestone celebrated by Kingston butchery dynasty

In a remarkable milestone, the Pinkerton family is preparing to celebrate 140 consecutive years, spanning five generations, of butchery at Kingston in the South-East.

“One family operating in the one town for so many years is an achievement to be proud of,” says fifth generation butcher Jeff Pinkerton.

“The 140 years comes up in February (2023) but we’re not sure of the exact date in February 1883 that Thomas Pinkerton started here in Kingston.”

However, the dynasty won’t continue after Jeff, who soon turns 60, retires. His adult children have pursued other careers and he plans to sell the business.

Right now, the future can wait as the family focuses on the 140-year milestone in Kingston, but the story really began 154 years ago at Robe, then a busy port, 40km away.

Thomas Pinkerton, from a Victorian sheep family, set up shop at Robe in 1869 before shifting to Kingston, another

key port, 14 years later in 1883.

Since then, Kingston has always had a butcher’s shop proudly displaying the name Pinkerton. There have been two shops, 150 metres apart.

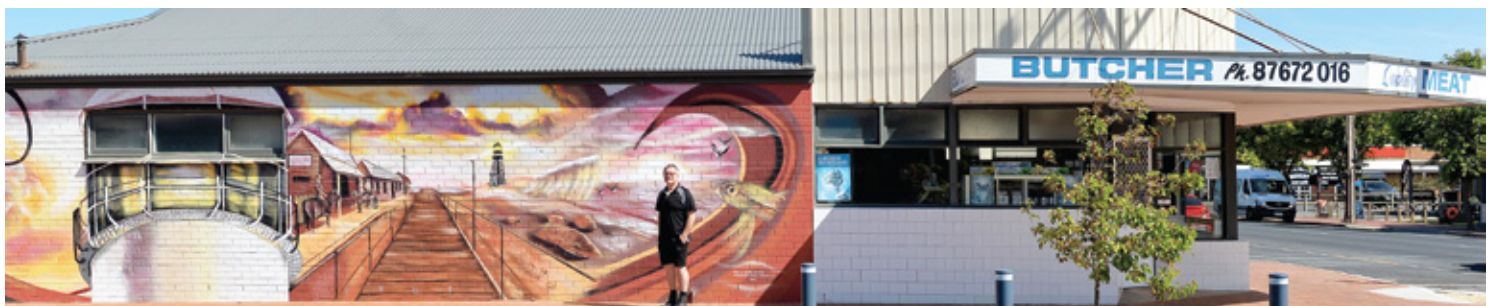
While the family has thrived on hard work and overcoming challenges, the key to longevity has been selling quality meat from their own small slaughterhouse at fair prices.

The family’s Kingston history began with Thomas’s small

weatherboard shop. Before ice chests and fridges, he gave customers the “luxury” of daily home delivery.

Delivery was largely the job of one of his 12 children, Bob, and a faithful old horse which pulled a specially designed meat cart as well as rounding up stock for the slaughterhouse.

The horse and cart was replaced for deliveries by push bikes before motor vehicles arrived, led by a gleaming early edition



The old photo of the top of this page was portrayed in this striking mural of Kingston scenes on the side of Jeff Pinkerton’s shop.

Bob took over when Thomas died aged 81 in 1909, working the business through the grim years of the Depression and into World War II.

Eating habits changed during the war. Women, using ration coupons, learnt to cook tasty and nutritious meals from cheaper cuts they previously avoided.

Bob died in 1942 and the mantle passed to his son Gordon, known as Butch, who saw many changes during his 32 years in charge.

Meat safes made way for ice chests which made way for fridges. Freezers later came in, allowing bulk buying.

The shop had been in James St for 85 years but in 1967 Gordon built new premises in nearby Holland St. The local Kingston Leader proudly reported it as "the very latest in butcher shops, the equal of any city emporium."

Gordon prospered until ill health forced his retirement in 1974 and his son Barry stepped up.

Barry, now 86, was interviewed by MBL News in 2013, vividly recalling the days, as a boy, when meat was delivered by horse and cart. "People would come out of their homes and get their meat," he says.

He worked in the trade from age nine, doing deliveries before school by bicycle.

"I was always in trouble at school. Sometimes I didn't get there until lunchtime, and I was always going to see the headmaster," he says.

"But Dad relied on me to do the deliveries. He ran the slaughterhouse and the shop with just one man.

"Dad was a character and a good man. He was so very fast using a simple chopper – he was a good butcher."

Barry was only 12 when he was



**First generation
Thomas Pinkerton
from 1883**



**Second generation
Bob Pinkerton
from 1909**



**Third generation
Gordon Pinkerton
from 1942**



Fourth generation Barry Pinkerton (right) pictured with fifth generation Jeff Pinkerton in 2013.

promoted to slaughterman, working after school and in the holidays.

"I left school the day I turned 14. I was doing all the slaughtering of sheep and cattle, except the real heavies, when I was 14," he says.

"I'd drive a ute out to the slaughterhouse (on the town's outskirts) when though I was too young to legally drive.

"I'd kill in the cool of the evening, process in the morning and transfer (the meat) to the shop in the back of the ute.

The conditions were primitive. How things have changed..."

With the advent of stricter food safety regulations, Barry replaced the family's old slaughterhouse with a new one in 1982.

Jeff joined as an apprentice at 16 in 1979. He was the family's first butcher to undergo formal training, at Regency TAFE.

He was a partner before buying the business in 1996 when Barry retired at age 60.

"Butchering was bred into me. I worked at the shop since I was a young lad and I'd help in the slaughterhouse after school," Jeff says.

Among the changes that have



In 1895 using the butcher shop as backdrop for a photo of an unidentified woman, roving photographer AJ Campbell caught Thomas Pinkerton outside his shop. Source: Museum Victoria.

Continued page 10

occurred during Jeff's watch are stricter regulations and the demand for the convenience of pan and oven ready products.

Jeff says, "It's still pretty much a traditional shop but we introduced new products, otherwise we'd have been left behind.

"My grandfather would never have dreamed of marinating steak let alone deboning a

chicken and rolling it into something. He'd be rolling in his grave...

"But one thing doesn't change – the only way to be a successful butcher is to work hard."

Jeff says it's time to hand over

the knives. "Over 40 continuous years in the butchering industry makes your body tired," he says.

He says the time is right to sell the business and says a good opportunity awaits the right buyer.

"I see a bright future - if I was younger, I would be branching out even more but I'm at the end, not the start. It's time to pass it on," he says.

Kithers holds the record

The Pinkertons are second to the Kithers as SA's longest operating family of butchers.

The Kithers chalked up 155 years over five generations, starting in Rundle St, Adelaide, in 1856 before expanding to Glenelg in 1872.

Fifth generation brothers John and Bill ran the Glenelg shop for 40 years but it moved from family hands with its sale in 2011.

Jeff Pinkerton, 59, will add to the Pinkertons collective 154 years in Robe and Kingston but he doesn't speculate on topping the Kithers' 155 years.

It is certain, however, that the Pinkerton family's butchery dynasty will end when Jeff retires.



Fifth generation Jeff Pinkerton, who took control in 1996, is looking to sell the business, ending the butchering dynasty.

IT'S THE VIBE

cabinets but demand is so strong, we would have three if we had the space."

John heads a harmonious team of three fulltime butchers – Shane Coleman, Michael Waldhuter and Chad Clarke – and he's seeking another. There are three casuals for serving and cleaning.

Jade looks after the accounts, including the payroll, and works in the shop on Tuesdays. With the family home just 15 minutes away in the Adelaide Hills, she can fill in at short notice, and she regularly makes fresh decorations.

"We want the shop to always look fresh and vibrant in keeping with our fresh and vibrant products," she says.

John says, "It's good to be part of this shopping centre. Nearly all shops are owner operated – the fruit and vege shop and fish shop owners have been here for over 20 years. There's a caring feeling. We help each other."

To ensure a good work-life balance, John and Jade have two days away, including every second weekend, from the seven-day shop.

"We have proper downtime. I love fishing, especially over on Yorke Peninsula," John says.

"We're lucky to have very good butchers who are capable of looking after the shop and maintaining standards."

While the first three years have been



highly successful, Jade says the couple is always looking ahead to keep evolving the shop.

"We're always asking what customers want, not what we want," she says.

SAALS: We're here to help the food sector

A highly-credentialled food testing laboratory in Adelaide is playing an important role in quality control and food safety for SA's ever-expanding food industry.

South Australian Analytical Laboratory Services (SAALS) is an SA-owned and operated food testing laboratory which performs routine analysis on a huge range of foods including meat, poultry, seafood and ready meals.

"We're here to help the food industry," says SAALS Laboratory Manager Geoff Holds, a 40-year industry veteran who leads a team of ten microbiologists, two chemists and two food technologists.

"Our experienced team leaders can assist clients to design a testing program suited to requirements and standards.

"We offer flexible testing arrangements and fast turnaround times as well as a free courier service in the Adelaide metropolitan area."

Based at Athol Park and working largely behind the scenes, SAALS supports Food SA and the Dairy Industry Association of Australia, and performs routine analysis on a huge variety of foods for government bodies and private enterprise.

Foods analysed includes all types of meat and poultry products, fruit and vegetables, bakery products, nuts, sugar, honey, confectionery, food additives, herbs and spices, beverages and pet food.



Geoff Holds (above) heads the experienced team at Athol Park-based SAALS.



Microbiological testing covers Coliforms, E. coli, Listeria spp., Salmonella spp., Lactic Acid Bacteria, Pseudomonas spp. and Yeasts and Moulds.

"As an accredited laboratory for SA Health's Food Standards Surveillance branch, we can perform analysis under the SA Food Act if there's a food poisoning outbreak," Geoff says.

SAALS tests food for export and has been SA's sole approved analyst for testing imported food since gaining approval from the Department of Agriculture, Fisheries and Forestry (DAFF) in 2012.

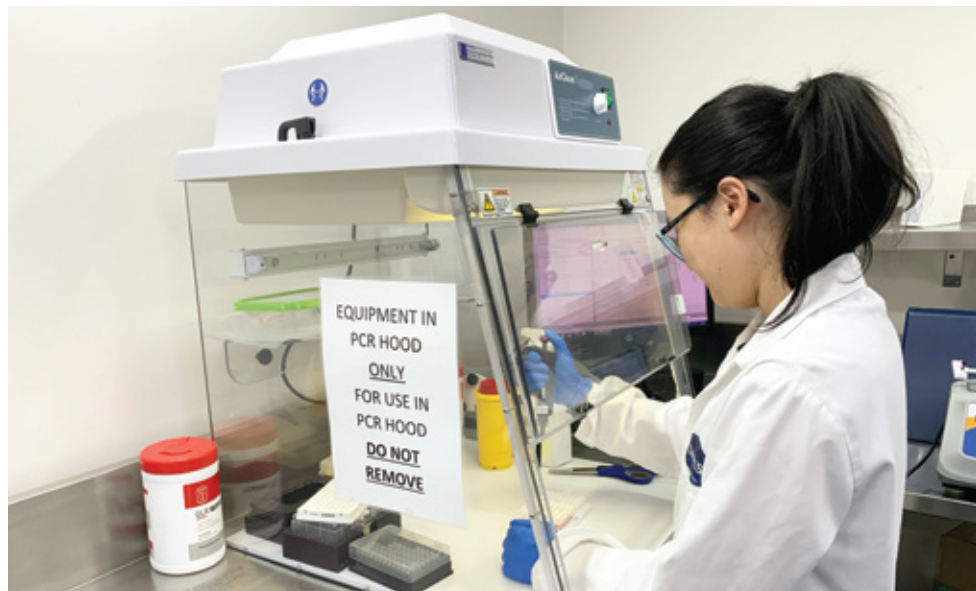
It is also accredited by the National Association of Testing Authorities (NATA) and the Department of Agriculture and Water Resources for testing selected parameters on food samples.

"We offer rapid pathogen testing with results available within 48 hours, using advanced testing platforms," Geoff says.

SAALS was established in 2009, an initiative of kangaroo meat pioneer Ray Borda who saw the amount of testing required by Macro Meats was increasing and available services weren't meeting escalating standards.

"At Macro, we require micro testing to be performed thoroughly and quickly, and there was a shortfall in the market," Ray says.

"SAALS acts independently from Macro and clients are assured of complete confidentiality."



Kellogg's®

CORN FLAKES *Crumbs*

Deliciously crisp & golden

— THE ORIGINAL & BEST —



**No artificial
colours, flavours
or preservatives**



**Made from
Australian corn**



**Made in Australia
from at least
99% Australian
ingredients**

Kellogg's Corn Flakes Crumbs are crushed, crispy golden flakes of corn, perfect for cooking. Here are some golden ways to use them in your cooking:



MINCE FILLER



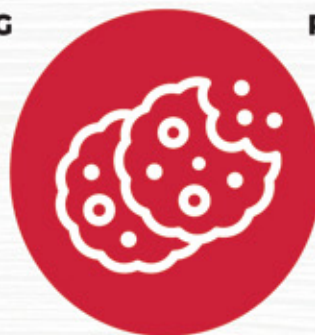
CRUMB COATING



PIE CRUSTS



CASSEROLE TOPPING



BISCUIT MIXTURE

PACK DESCRIPTION:

- Bulk box of 4 x 3kg clear bags of Kellogg's® Corn Flakes Crumbs
- Ideal for butchers and food processors
- Convenient packaging for ease of storage and durability

**FOR FURTHER INFORMATION, CALL THE
FRIENDLY MBL SALES TEAM ON (08) 8417 6000**

