

OUR NEXT PHASE

New CEO sees 'enormous scope' to continue MBL's strong growth

MBL's new CEO Jamie Higgins is well credentialed to steer the Co-op in its next phase of growth, says Chairman George Ujvary.

Jamie takes the reins on December 16 from incumbent Warren McLean who is standing down after presiding over a robust period of modernisation and expansion during his 11 years as CEO.

Warren will stay on in a part-time capacity throughout 2020 to ensure a smooth transition.

George says, "It's business as usual in our continuous drive for improvement and growth, based on the solid foundation that has been developed over the past decade.

"MBL's recent growth is largely thanks to Warren. We thank him for his 15 years of sterling service and for what he has achieved for the Co-op."

Jamie, 50, joins MBL after enjoying a

25-year career heading retail and industrial food industry and formulation businesses.

He says he sees "enormous scope" to continue MBL's strong growth and take the Co-op to new levels.

"I'll be striving, through product development and innovation, to build on the solid growth that MBL has experienced in recent times," Jamie says.

"There will be new markets and new opportunities, some of which we can't even envisage at present, to generate more value for Members.

"It's very exciting to be part of such a vibrant and growing organisation."

George says, "Jamie was appointed from a very strong field of more than 70 applicants. He has all the attributes that you would expect for this important position.



New MBL CEO Jamie Higgins

Continued page 5

MBL Christmas Trading Hours

Please note showroom counter sales and customer / members pick up will be closed early on the days detailed below.

These hours WILL NOT affect customer / members deliveries, however phone orders will be closed in line with these trading hours.

Country deliveries will be limited by regional transport timetables.

DATE	TRADING STATUS	TIME
Tuesday Dec 24	Early close	8.30am to 1.30pm
Wednesday Dec 25	CLOSED	CLOSED
Thursday Dec 26	CLOSED	CLOSED
Friday Dec 27	Early close	8.30am to 1.30pm
Tuesday Dec 31	Early close	8.30am to 1.30pm
Wednesday Jan 1	CLOSED	CLOSED

All other days are normal trading hours

MBL's contact details

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PO Box 46 Mansfield Park SA 5012

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www.mblsa.com.au

SA Retail Council elected

Three new members have joined AMIC's SA Retail Council following recent elections.

David DiCicco (Seaford Gourmet Meats), Luke Sincock (Blackwood Butchers) and Doug Costello-Smith (Gumeracha Gourmet Meats) have joined Chairman Trevor Hill and Carly McLean (both of Bruce's Meat) on the council.

"It's a good outcome. David, who in particular brings lots of experience, and Carly will be deputy chairmen," Trevor says.

Chris Kelly, AMIC's Adelaide-based representative for South Australia and Western Australia, says, "It's great that three new faces have come on board but there's scope to add another butcher to the council."

MBL NEWS

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Lawyers Danny Beger (left) and Peter Jakobsen... contributing to our new Legal Matters column.

New legal column

This edition of MBL News launches a regular new column titled Legal Matters, in which specialist lawyers explain key issues affecting butchers and other MBL customers.

Legal Matters will be written by experienced lawyers from Beger & Co Lawyers, which represents a number of diverse meat industry clients.

MBL CEO Warren McLean says, "The column is a good initiative that will be very useful to our Members and we thank Beger & Co for contributing.

"Danny and Peter have handled many matters for MBL with great outcomes."

Beger & Co owner Danny Beger, a commercial law specialist who will write some columns, says, "We're excited about contributing to the MBL magazine.

"We have an affinity with the meat industry through long relationships with clients in the industry, including processors, wholesalers and retailers.

"This column gives us an opportunity to contribute to the wider industry which has many legal issues to contend with. We're here to help."

Topics likely to be covered in Legal Matters include business purchase, negotiating a lease, loan agreements, ownership structures, franchises, contractual matters, debt collection, selling a business, and effects of divorce.

The first column is on page 8, with Peter Jakobsen explaining five-year leases and the rights of commercial tenants.

Peter has been a litigation lawyer since 1984. His broad expertise includes the areas of debt recovery, contractual arguments and leasing disputes.

As well as Danny and Peter, Legal Matters will be written at various times by three other lawyers and a conveyancer, depending on the subject.

"All of our staff are experienced, senior people. We will be drawing on our past experiences to write about the many issues that affect butchers and the food industry," Danny says.

Beger & Co began as a one-man operation in 1997. Danny hired Peter two years later and the practice has since expanded to 10 staff.

Danny started in premises on Payneham Rd at Marden before moving down the road to the present bigger offices at 213 Payneham Rd, St Peters.

He was previously a microbiologist, working in the Ingham laboratory in Adelaide.

"I checked poultry samples for salmonella and other bacteria, so I understand food safety issues that the meat industry faces," he says.

Danny says although legal issues can burden people, a simple phone call to an experienced lawyer can take the pressure off and put smiles on people's faces.

"If any MBL Member has a legal problem, call us. We care about people. Let us find out your problem and discuss what we can do about it on an initial free, no obligation basis," he says.

Legal Matters - page 8

Sausage King blitz leaves Cowell duo

‘ABSOLUTELY GOBSMACKED’

Two young butchers from a small shop in a small Eyre Peninsula town have shocked even themselves with a four-trophy haul in the SA Sausage King competition.

Entering for only their second year, Cowell duo Alec Klingberg, 22, and Lewis Helps, 25, won two categories and came second and third in two others.

“To say we are absolutely stoked is an understatement. We’re both absolutely gobsmacked,” Alec says.

“Going up against the big boys and doing so well is amazing. Everyone in Cowell is proud of us, everyone’s congratulating us.”

Lewis, whose apt nickname is Snags, says, “We’d never been (to an AMIC awards night) so we shut the shop at lunchtime on the day before and headed for Adelaide.

“We went just to enjoy the night and network with other butchers. We’d have been happy to snag a minor placing again.

“We entered for the first time last year and were stoked to get third in the State for our Chicken & Jalapeno sausage.

“This time, we were really surprised – shocked, actually – when our name kept being called out.”

Using MBL meals, the two-man Our Butcher @ Cowell shop stunned by:



On returning to Cowell, the first thing Alec Klingberg (left) and Lewis Helps did was place their four SA Sausage King trophies in the middle of the shop counter for all to see.

- Winning the Lamb section with a Lamb & Fetta sausage
- Winning Gourmet with spicy Merguez
- Coming second in Poultry with Chicken & Jalapeno, and
- Taking third in Traditional Pork with Pork & Mustard

Alec says, “Back in the shop on Monday morning, the first thing we did was line up the four trophies on the counter.

“Everyone who came in that day saw that something big was going on and word soon spread, with heaps of people coming in to

take a look and we quickly sold out.

“Cowell people are proud of what we have achieved. It sends out a big message that good things are happening in our small town.

“Tourists are coming in, saying, ‘We hear you make the best sausages in the State.’ It’s great.”

Alec’s parents Craig, a farmer, and Joanne Klingberg, a nurse, bought the shop in 2016. It was managed by the experienced Phil Shannon, with Lewis as his offsider.

Alec then joined and Phil later moved to Angaston. “Between them, Phil and Lewis have taught me everything I know about butchering,” Alec says.

Lewis, who did his apprenticeship at Two Wells, says, “Alec and I work jointly on sausages. Tuesday is our day for making sausages.

“We use MBL meals as the starting point. We make small batches of new types, do taste tests and go from there.

“We have a taste for competition now so we’ll be back next year. We’ll probably enter more sausages than just four like this year.”

Alec says, “We’ll also give bacon and kransky a whirl.”



Winners are grinners...Lewis (left) and Alec with their first-place sausages and trophies.

**Country butchers
dominate awards
– story page 11**

Warren steps down, happy with his legacy

Stepping down after 11 eventful years as MBL's CEO, Warren McLean leaves a substantial legacy that has helped future proof Australia's last surviving butchers' Co-operative.

"This has been the most enjoyable and rewarding job of my working career," says Warren, 63, who was given a mandate by the Board to modernise the century-old business in 2008.

Under Warren's stewardship, MBL has been transformed into a modern and innovative business, based on best practice and with quality the core value.

In 2008, MBL was hamstrung by an outdated business model. The Merchandise Division was at Kilburn in a building that was years past its use-by date, and we made pig and chook feed from a single out-dated rendering plant at Wingfield.

The business was profitable and well run under Bruce Carter but the model was becoming unworkable and outdated.

'The reason why MBL is the last butchers' Co-operative remaining in Australia is that we have continued to remain relevant to the needs of the Membership' - Warren McLean

The Churchill Road site was not suitable for a food ingredient handling facility and the rendering industry was changing rapidly.

Today the Merchandise Division occupies a modern, spacious warehouse and office complex at Athol Park, and we operate modern and efficient protein conversion plants at Wingfield and Keith, producing quality-assured pet food ingredients, tallow and oil for export all over the world.

Our export success was recognised last year when MBL won a prestigious Impact Award for our "global impact, ambition and world-class capability."

MBL Members benefit from our export

success through consistent rebates and competitive pricing under the MBL and Ikon brands.

The changes since 2008, necessary for the survival of SA's oldest Co-operative, have been massive and relatively fast paced.

Our turnover has grown from about \$30 million in 2008 to \$75 million last financial year.

"In the end, MBL's success is for our Members," Warren says.

"The reason why MBL is the last butchers' Co-operative remaining in Australia is that we have continued to remain relevant to the needs of the Membership.

"We know that interstate butchers are charged more for the same merchandise, with no rebate back."

Warren is from a family of seven children

Continued page 9



Proud moment... Warren McLean receives the 2018 Impact Award from Adam Reid of the Department for Industry and Skill.



Changing of the guard... MBL's new CEO Jamie Higgins with incumbent Warren McLean who is stepping down.

OUR NEXT PHASE

From page 1

"His appointment should give all Members great confidence for the future."

As well as abundant business skills and experience, George says Jamie has a strong appreciation of the cooperative business model and has an affable personality that fits MBL's "culture."

Until recently, Jamie was General Manager of SA Group Enterprises, the commercial arm of Minda, in charge of 14 business units employing more than 500 people.

He was previously General Manager of Dominant Australia, a manufacturer of domestic and commercial cleaning and sanitation systems and products, and he was National Business Manager for Kerry Ingredients Asia Pacific.

Warren will be available throughout 2020 to advise Jamie, when needed, on managerial aspects of what has evolved into a diverse business, led by the Protein Division's drive into global markets.

"We're very grateful that Warren will stay on in a part-time role next year to guide the transition," George says.

"Aspects of the business, mainly in the Proteins side, run in cycles and it's important that he is available throughout a full year to assist Jamie to attend to these as they arise.

"Overall, Warren will be involved as much as required and as little as needed to make sure all tools, methods, information and relationships are handed over properly.

"This will also give assurance to the Membership of a proper transition."

George says the high calibre of the 70-plus applicants who applied for the CEO position made an appointment a difficult choice.

"But Jamie was ultimately the best candidate. He was the most suited to developing the business and he has the important ability to get on well with people," George says.

"He has great business acumen, he's financially literate and he has marketing skills. He quickly understood MBL's business plan.

"He understands the cooperative business model – he 'gets' how MBL operates as a co-op working for the benefit of the Membership."

Warren says, "The handing of the baton to Jamie is another step in the history of the Co-op which has been developing since 1905. We're moving to the next phase.

"The modernisation of the Co-op began in 2008. We built from a solid foundation. We've added a couple of storeys but there are still more storeys to add.

"We can continue developing new products

for new markets. Developing premium pet food ingredients for the North American markets is important, with the pet food industry continually growing by 5% to 6% a year."

Jamie says MBL is an iconic brand within the food industry, well known for its products and services, but the Co-op is bigger than most people realise.

He says he was surprised by the size of operations on his first visits to MBL's sites at Athol Park, Wingfield and Keith.

"I found the size surprising; the diversity of MBL and the potential for further growth led to me accepting the role as CEO," he says.

"The unique commercial model of a Cooperative also appeals, providing products and services while supporting the Membership."

He says he sees a similarity between MBL's proteins recycling plants and the Electronic Recycling Australia (ERA) operations of SA Group Enterprises, which is SA's largest e-waste recycler.

ERA recycles electronic goods such as smartphones, computers, TVs, printers and gaming consoles to prevent them going to landfill and harming the environment.

While waste proteins cannot be accepted as landfill, MBL's plants turn the waste into valuable products for world markets.

"MBL's plants and ERA are very similar models involving reverse manufacturing," Jamie says.



GUS KICKS GOALS

Young butcher Gus Robertson is making a big impression in Meadows, achieving his goals of owning his own shop and producing premier products.

Gus, 26, pictured above, took over Meadows Country Meats on upper Fleurieu Peninsula eight months ago, quickly impressing with premium meat from local farms backed by friendly, expert advice.

Locals also loved his decision to stay open until 6pm so people could shop on their way home from work in the city, Mt Barker and elsewhere.

Now, to further strengthen his standing in the expanding community, he has set his sights on kicking other goals – on the footy field.

Locals discovered that Gus is a handy half-forward and persuaded him to play season 2020 for the town's club, the Meadows Bulldogs, formed in 1903.

"I've played a bit, winning an A-grade flag with Marion. I've agreed to play for Meadows,

partly because it will add a new dynamic for our shop," he says.

"Sport plays a huge role in life here, like in most country towns. The locals are looking forward to next season after a few new signings, so it will be good to be involved."

It has been an eventful past year for Gus. He married Ashlee in

November last year before taking on Meadows's shut-down butcher shop last April.

The small stand-alone shop, dating to 1937, had been closed for about five months after the death of its previous operator.

"We rejuvenated the shop, putting our own stamp on it while keeping the feel of history

and we're really pleased with the result," Gus says.

"I had thought that it would take 12 to 18 months to build up the business but everything seemed to click right from the start and we've been very busy.

"We opened last Easter at the time of the Meadows Fair. We set up a barbecue out front to let people know that the shop had reopened.

"This worked well. It was manic, and we really got the message out there.

"Winter trade was well and truly better than I expected. Then it got busier still with the start of the barbecue season and now we're busy going into Christmas.

"We've got bakeries and sporting clubs on board, so we're really pleased overall."

Local lad Mitch Toogood was hired as an apprentice in August. "It's hard work but it's good work. It's busy," Mitch says.

A new feature of the shop is a huge black-



Premium meat from local farms form a mouthwatering display.

board across a side wall with artwork, by Gus's sister-in-law Hayley, showing different cuts from different animals.

An impressive range of products is well displayed in a long counter. It's quality all the way.

Heading the range is local beef which is sourced from a farm just 10 minutes down the road at Paris Creek.

"People love the idea that the beef hasn't travelled far. I hang the bodies for 10 days," says Gus, who sources his lamb from a farm at Lobethal.

"It's massive to have premium local meat; it separates you from supermarkets."

The shop is a magnet for young men who love barbecuing, with amazing ribeye on the bone at \$39.99/kg when MBL News visited.

"I've always wanted my own shop but the trick was finding the right location and being able to afford it," Gus says.

Gus did his apprenticeship with Jason Bradley and Bill Smith at Southern Cross Meats, spending over eight years at the Warradale shop.

"I learnt all about butchery from Jason and Bill – and all about the art of banter, too," he says.

"Jason tipped me that this (Meadows) shop had come up for sale. He told me I'd be crazy not to buy it, saying to do what they do (at Warradale) and I couldn't go wrong."

Jason says, "Gus has always had the right approach and he works hard. He's a good butcher and we're pleased he's going well in his own shop."

Before buying at Meadows, Gus spent over a year as a manager of the large meat section at the new Brighton Foodland.

"I started there in November 2017 and I ended up running Christmas for them after the head manager had to take leave," he says.



'It's massive to have premium local meat; it separates you from supermarkets' – Gus Robertson

"My time there was good experience, learning how to deal with large quantities and invoicing big orders, but I always wanted my own shop."

Gus makes his own sausages, ham and bacon. He recently started making mettwurst, saying his first batch was successful.

"Sausages sell well here, led by barbecue beef made with local meat," he says.

The traditional barbecue beef sausage and a chicken sausage are always available, supplemented by two or three flavoured sausages for variety.

The ever-increasing list of rotated flavoured sausages include Beef, Bacon & Chilli, Lamb with Rosemary, and Chicken with Sundried Tomato and Basil.

Gus stocks a big range of products for the barbecue set, including briquettes, smoking

wood, salts, rubs and sauces.

"People here generally aren't in a rush. There can be six in the shop and they are happy to wait patiently, often chatting to each other," he says.

"Every week, a local lady brings in parsley from her garden for the display and lemons when in season.

"There is a good community feel here."

Tenant wins court case to have lease extended

Beger & Co Lawyers recently acted for commercial tenants who were being evicted by their landlord because their lease arrangements were coming to an end.

Despite vigorous opposition by the landlord, our clients won a Court Order to extend their lease term so that they can stay in their shop for at least five years. The landlord will have to pay substantial sums in costs and possibly other losses as a result of this decision.

Our clients had occupied their leased premises for less than three years, had made, with the landlord's permission, a number of improvements to the building, were holding substantial stock on site, and enjoyed goodwill in respect of their location.

This is a salutary lesson for landlords and tenants. Freedom of bargain has been radically altered by the Legislature.

Find out your rights and options first, because the fee for early advice will be less than the cost of subsequent court action.

Our strong recommendation is to get specialist advice before you commence your commercial lease negotiations.

As a tenant, making sure you have security



of tenure is vital. In large shopping centres, this can be difficult if the owner has a policy of granting a maximum of five years.

If that is not the case, the tenant would be well advised to ensure they have as many renewal options as possible and a first right of refusal to purchase the property, if appropriate.

An even better and more cost effective option is to have a much longer initial term with rights of termination every few years - that is, a 15-year lease with the tenant having rights of termination every five years.

Lease term – five-year minimum

A key part of any retail lease is the duration of the right to exclusive possession. The SA

Parliament, following the lead of other States, has seen fit to impose a minimum five-year lease term for any initial commercial lease.

The aim was to “achieve an appropriate balance between reasonable but conflicting expectations and to ensure as far as practicable fair dealing between lessor and lessee in relation to the renewal or extension of a retail shop lease.”

Conflicts sometimes arise between a lessor's expectation to be able to deal with leased premises subject only to the terms of the lease and a lessee's expectation of reasonable security of tenure.

Parliament's solution was to direct that the lease term for which a retail shop lease is entered into must be at least five years.

If a retail lease doesn't do this, the law extends it, taking into account any renewal periods allowed for in the lease, to aggregate to the five-year period.

Exceptions to minimum lease term

There are a number of exceptions. If the parties agree by a special certified exclusionary clause signed by a lawyer not acting for the landlord, the minimum five-year lease term can be “telescoped-down.”

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MBL was well represented at AMIC's awards night, which offers an annual opportunity for networking and catching up with old friends. Pictured (from left) are the MBL crew of Purchasing Manager David Curtis, rep Martin Arbon, Merchandise General Manager Bexley Carman, Sales Manager Dale Rowe, rep Shane Reynolds, rep Mark Rosewarne and Machinery Manager Chris Mountford. MBL has long been a sponsor of the awards. Our coverage of the awards night continues on pages 10, 11 and 12.

Warren steps down

From page 4

raised on a dairy farm at Kongorong in the South-East. He became a trainee stock agent at age 17 and three years later, in 1976, he joined Metro Meats where he served for 23 years.

He obtained several qualifications, including a Diploma of Meat Management and a Degree in Commerce, before beginning his 15-year career at MBL in November 2004 as Chief Financial Officer and Company Secretary.

"My proudest moment would have to be seeing the Members rise up and protect their Co-operative from de-mutualisation in 2008," Warren says.

"Over half of the Membership voted and 75% said 'No' to the proposal to convert MBL into a public unlisted company.

"This was a very clear message to 'leave our Co-op alone' and a massive vote of confidence in the value the Members were getting from their Co-operative."

Warren is rightly proud of his achievements at MBL and values assorted experiences which came with the job, including travel.

"I have travelled to places I never thought I would while developing MBL's markets for

protein products and pet food ingredients," he says.

"It was very interesting walking around in minus 23 degrees in Banff, Canada, and seeing Niagara Falls in all its glory when travelling between the US and Canada to visit customers.

"I took over the reins from Bruce Carter after he had guided the Co-operative through some of its toughest years over the previous 17 years.

"Bruce left a very strong balance sheet and



Warren inspects MBL's \$8 million poultry rendering plant at Wingfield in 2017.

\$6 million in the bank. We took that foundation and built a couple of storeys on top.

"I have worked with some very astute directors over the journey including past Chairmen Bob Stevens, Mike Rankin, Bruce Carter and now George Ujvary.

"Directors Paul Slape and Marc Van Kleef were also standout members of the Board, and I thank them all for giving me the opportunity to work for and run this great and historic Co-operative.

"I wonder what Roger Wakeham, the first Chairman of MBL way back in 1905, and his Board would think if they could see the Co-op today."

Warren will stay on at MBL next year in a part-time role advising successor Jamie Higgins and ensuring a smooth transition.

"I'm looking forward to spending more time with family including two grand-daughters, and spending some time travelling and 4WD touring," he says.

"I will also be going on to some advisory and director roles.

"I wish Jamie and the current Board, under George's leadership, all the very best in their future journey as the baton is handed to the next generation."

Bradley wins admirers

Young Bradley Howse is learning that you sometimes need to have a thick skin to be a butcher.

Bradley, 20, pictured, impressed judges with his knowledge and multiple skills to win AMIC SA's Apprentice of the Year title in a challenging mystery box competition at Regency TAFE.

Customers at Bruce's Meat, Mitcham, have been lavish with their hearty congratulations, genuinely delighted for Bradley and taking some "ownership" from his win.

"One of my favourite parts of the job is serving customers. I like chatting with people; you get to know them," says quietly-spoken Bradley.

But in social situations away from work, Bradley is discovering that many people undervalue butchers, having little idea of the skills and dedication involved.

He says, "When I tell people I'm a butcher, the response is often, 'Oh, you just cut meat', or 'How hard is it to cut meat!'"

"I find it a little frustrating. Some people have no idea of what a butcher does. If they'll listen, I tell them what's involved and they change their attitude."

It's a conversation that Bradley is likely to often have as his career takes off and he strives for his goal of eventually owning his own shop.

He is the fourth young man from Bruce's Meat to win the Apprentice of the Year title, following Ryan Doherty, Reece Jeffree and Edward Selby-Fullgrabe.

Bradley entered for the first time last year. He says he "struggled" with the challenge, so he knuckled down to hard work to improve his skills for this year.

The mystery box competition included breaking down beef, lamb and pork, and making assorted products using a selection of supplied ingredients.

Products made by Bradley ranged from roasts and chops to unfamiliar things including beef olives which were popular in the 1980s.

He makes beef satays and shashliks at work but in the competition he had to make them strictly to weight – 120g and 150g respectively.

Bradley says he enjoyed hospitality lessons at Hallett Cove R-12 School, prompting him to apply to an ad for a school-based apprenticeship at Bruce's Meat.

"I always liked preparing food and I was thinking about becoming a chef but I was pleased to get an apprenticeship at Bruce's Meat," he says.

"I worked here part-time in Years 11 and 12. This made up the first year of the apprenticeship which then continued fulltime at the Pasadena and Mitcham stores.

"I've learnt about sausages at Pasadena and beef at Mitcham, and I've also filled in at other (Bruce's Meat) stores, learning from people like Wilson Lowe and Carly McLean."

Bradley was a star junior rugby player with the strong Brighton club. A big lock, he represented SA at under 15, 16 and 17 levels before suffering a serious knee injury.

"I injured my ACL (anterior cruciate



ligament). I tried getting back but I decided I needed to devote my time to being a butcher," he says.



Country butchers dominate

The Cowell butchers' winning Sausage King double, as reported on page 3, led a country charge at AMIC's SA awards night.

Country butchers dominated the main eight awards, with only one Adelaide butcher - Goodwood Quality Meats - breaking the trend.

Five of the six Sausage King categories were won by butchers at Cowell, Mt Gambier, Naracoorte and Mount Pleasant.

And the two burger competitions also "went bush," won by butchers at Naracoorte and Wudinna.

All eight winning entries will now progress to the national titles in the Blue Mountains near Sydney in February.

Along with the Our Butcher @ Cowell double in the Lamb and Gourmet categories, the other Sausage King winners were:

Traditional Pork: Collins Court Butcher, Mt

Gambier. It's Mick Lamond's fourth successive SA pork title for a traditional sausage using MBL Old English Pork meal. Mick also won the national pork sausage title in 2017.

Poultry: Mount Pleasant Butcher for Jamie Hylan's Woodsmoked Belly Bacon, Chicken and Leek sausage.

Continental: Goodwood Quality Meats for its Spanish Chorizo.

Traditional Beef: Tender Cuts, Naracoorte, for its traditional barbecue sausage, continuing Shaun Watson's awards success spanning many years.

The burger competition winners were:

Gourmet Burger: Naracoorte's Tender Cuts for its Thai Chicken in Shredded Coconut burger, which won the same award in 2017.

Best Butchers Beef Burger: Wudinna Meat Store for its Local Beef & Onion burger, which also won this award last year.



Double winner... Naracoorte's Shaun Watson won awards for his traditional beef sausage and gourmet chicken burger.

Photos from AMIC's awards night courtesy of Peter Mundy Photography

Mettwurst treble in five-trophy haul

After taking a break from competitions for several years, Mount Pleasant Butcher stormed back with gusto to win four sections of the AMIC SA awards and finish runner-up in another.

Jamie Hylan's shop, one of the biggest regional butcheries in SA, has long enjoyed a reputation for fine smallgoods and has many awards to show for it.

But for the first time, Jamie and his crew won all three placings in a single category, blitzing the field in the Heat Treated Mettwurst section.

Their Garlic Mettwurst came first, ahead of their Pork, Fennel & Chilli Mettwurst and their Bundaberg Rum & Herb Mettwurst.

They added another SA Sausage King award to their collection, winning the Poultry category with their Woodsmoked Belly Bacon, Chicken and Leek sausage.

And to cap a rewarding night, they took silver in the Leg Ham on the Bone category.

Jamie and his partner Katie continued their celebration in Bali, taking a well-deserved holiday "before the storm of Christmas."

Senior butcher and smallgoods maker



"I'll look after these"....Michael Chadwick with Mount Pleasant Butcher's five trophies.

Michael Chadwick, who began at the shop as an apprentice 17 years ago, says, "It's really good to do so well after not entering for a few years because of other priorities.

"We're a very close-knit team here and our

customers have enjoyed our success, too."

The shop, which Jamie took over in 2002, has developed into one of the biggest regional butcher shops in SA, with eight butchers backed by seven other staff.

Dieter and Anthony advance

Smallgoods makers Dieter Knoll and Anthony Skara will represent SA in three AMIC national ham and bacon competitions after winning State titles.

Dieter won both SA ham categories – in Ham on the Bone for Barossa Fine Foods

(BFF) and in Boneless Leg Ham for Standom Smallgoods with his Schworwalder leg ham.

Anthony, of Skara Smallgoods, won the SA bacon title for his Smoked Roast Bacon.

While the SA awards had 11 smallgoods

sections, only the ham and bacon winners advance to national finals in February.

Anthony won a total of four SA smallgoods categories, as did Dieter (two each for BFF and Standom).

Two categories were won by Brett Gebhardt and his creative team at Riverland Country Style Meats, Renmark.

TAFE SA Meat Studies lecturer Graeme Elliott has been awarded AMIC SA's Legends Award in recognition of his dedication and contribution to the meat industry.

Graeme, 62, a former butcher, has trained and mentored hundreds of aspiring butchers in his 22 years at TAFE SA.

"It's very humbling to receive this award, seeing as it's judged by my industry peers," he says.

Chairman of AMIC's Retail Council Trevor Hill says a vote of senior butchers unanimously endorsed Graeme for the award.

"There's no one more qualified for this award. Graeme has done a huge amount for our industry on different levels," Trevor says.

The Legends Award was introduced last year to recognise people, not necessarily butchers, who have made significant contributions to the industry.

The first recipient was Paul Sandercock who retired last year after 23 years as AMIC SA's Executive Director. He is now a Director of MBL.

Graeme says, "I've thought a great deal about the award, wondering why I was selected and not one of the many other worthy people in the industry.

"But I look at it this way - it's not what I have done in the past, but what I will do in the future to support the industry and the many fine young people coming through.

"I've always enjoyed helping young people start their careers and hopefully going onto great things."

Graeme started his apprenticeship in 1972 at Seaview Meat Specialist, Grange, under the mentorship of Gordon Tasker.

"Gordon, or Mr Tasker as it was for the first two years, taught me the art of butchery over the next seven years," he says.

"I then worked as a relieving butcher, specialising in owner-operator businesses and working fulltime at some, gaining valuable experience along the way."

In 1990, Graeme and his wife Yvonne



Top: Graeme Elliott with his award. Below: It presented to him by SA's four AMIC Master Butchers (from left) Dave Armstrong, Paul Suleyman, Wilson Lowe and Franz Knoll.



purchased St Georges Meat Store in the eastern suburbs, employing several butchers including four apprentices.

"We built up a very successful business. In 1997, TAFE SA approached me to work as a casual Meat Studies trainer, working one day a week.

"It wasn't something I went looking for, it was an opportunity that came along.

"TAFE later offered me a fulltime position. We put our business on the market and as soon as it was sold, I started as a fulltime Meat Studies lecturer."

As a butcher, Graeme was a member of the SA Retail Council. He continued working with AMIC after joining TAFE.

"I've taken part in AMIC meat cutting demos for industry and the public as well as judging Sausage King, smallgoods awards and apprentice competitions," he says.

"I understand what it takes to be an apprentice and to own a business as a butcher, putting me in a good position to listen to them.

"It's very rewarding to pass on my knowledge and experiences."