

# MEDIA RELEASE



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## **HOLCO SEEKING BIGGER SLICE** **OF MEAT INDUSTRY**

Increasing expectations of meat quality and the opening of a new processing and distribution plant in Brisbane may be the key ingredients for Holco taking an increased portion of the Queensland mining industry meat market.

Each week Holco processes and delivers around 300 tonnes of fresh beef, chicken, lamb and pork products across Australia from its operations in Adelaide and Darwin.

With the opening of the Queensland plant in late August 2011, the company expects to increase production by an additional 50 tonnes per week within six months.

“We believe our income out of Queensland can grow to almost \$20 million within 18 months,” said Holco’s Managing Director Mike Rankin.

Holco is already a major supplier of meat to the mining industry, either through direct contracts or as a supplier to catering companies.

“With the rapid mining expansion in Queensland, we believe there is potential to significantly increase sales to mining camps, and this new plant will help us deliver that,” said Mr Rankin.

In 2010/11 Holco achieved a turnover of \$118 million, which was an increase of 9% compared to the previous financial year.

The company is aiming for an annual turnover of \$140 million within two years.

“We have got off to a good start this year, winning two major contracts in South Australia with a combined value of \$3 million,” he said.

“Seeking new opportunities within Australia and overseas will be an ongoing focus for us in the next 12 months.”

The company currently delivers meat to over 250 hotels within South Australia and the Northern Territory.

Holco also supplies a wide range of fresh meat products to restaurants, cafes, supermarkets, commercial caterers, mining sites and healthcare organisations throughout South Australia, Western Australia and the Northern Territory.

Each day 24 trucks make between 400-500 deliveries in South Australia.

“In our market, food safety and hygiene standards are critical. So too is speed and reliability as we are often called on by customers in emergency situations to provide quality meat products at the last minute,” said Mr Rankin.

“Holco’s comprehensive quality assurance monitoring procedures, both in the production room and the delivery process, ensure clients receive goods produced to the highest standards of hygiene and temperature control.

“While processes to trim and package meat products have not changed significantly in recent years, Holco is committed to ensuring workers have the right tools and training to do their job efficiently and effectively.

Mr Rankin believes staff training and development is essential for the ongoing growth of Holco, and butcher’s apprenticeships are a key element.

Mr Rankin knows first-hand the value of apprenticeships and where they can lead, having begun his career as an apprentice butcher and is now the Managing Director of South Australia’s largest domestic meat wholesaler.

The company’s commitment to apprenticeships is best reflected in the management of its Springfield Butchers chain, where ten of the 21 managers have come through Holco’s apprenticeship program.

In 2011 Holco has 28 butchers’ apprentices at various stages within their four year training program.

“It is important to give people the skills they need to make a career and to offer the opportunities to advance within the company using these skills,” he said.

Holco’s training commitment extends beyond apprenticeships, with opportunities in a variety of fields including front line management, administration, food processing and transport being undertaken to over 30% of employees in past two years.

With over 30 years experience in the industry, Holco currently employs 300 full time and casual staff in South Australia, Northern Territory and Queensland.

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