



A Transition Project With a Meat Processor Across Three Sites

In November 2024 I was contacted by a meat processor in Melbourne to discuss working with them to transition their cleaning to in house operations. We met and discussed the planning which they wanted to start straight away at their Gippsland site. On the same visit two days later, I attended their Tongala site, it was a Saturday, so it allowed me to do a very thorough inspection. This site was to be transitioned on the 23rd of December approximately 4 weeks behind Gippsland. Upon the exit visit of Tongala, I informed the COO that easy things anyone can achieve, hard tasks are only for certain people, and we would get their mission achieved. The added task on the list was to transition Tongala to a double shift right after Australia Day so 4 weeks after internal transition.



I flew home to Brisbane and let my team and family know that I would be leaving until further notice regardless of how long this mission would take. It was a tough project but the project I have dreamed of my whole life. A tow truck car carrier was booked within 7 days loaded with every machine I could get my hands on and my car. As I knew I would be away for a while I sent a car to save renting one. It also meant I could store my suitcase and consumables; I was living away from home and when you fly every weekend every efficiency counts.

I told the customer I run cleaning different to others, and it is like a game of AFL football. They allowed me to run their sites how I wanted to run them, a position of trust that I will never forget. At completion I told them that I will be there for them forever however small or large the request.



The cleaning outcomes we wanted to lift to the next level incorporating all areas. Within the plant, all extra areas that are typically neglected and ad hoc jobs. The cleaning team would view the whole plant as their job.

Within this process we monitored water usages and staff number improvements.

Transitioning took place at Gippsland from late November to late December. We did re-visit mid 2025.

Tongala commenced mid-December and ran fulltime for me until April. My staff continued to work at the site.

In May I attended Tasmania Smithton Site which ran for 3 months.

We officially ended the mission late 2025 with all sites trained.

After XMAS 2024 the COO and I met to discuss the plan. I explained to him that staff reductions happen over a long period of time not in a couple of weeks. I noted that there were staff reductions that could be achieved especially taking into account the double shift we were about to undertake. He informed me to keep doing what I was doing, and we would continue through the year.

Double shift night at Tongala we were in 6th gear obviously this is a very stressful time changing the cleaning start time from 4pm to 11pm. As I told the staff we will expect 1am as I know how these sites roll. We had three weeks to practice. The night went to plan and ran better than I expected.

So how did the numbers stack up?

The Tongala site had the best outcomes as it is a very large site, the more staff and the bigger the site the bigger the savings.

December 2024 I was informed there were mid 40 staff on site. With the double shift in the plan extra staff were added and we had 55 staff ready to go and trained by the first double shift night.

As of now we have reduced down to 34 staff. With the system I recommended I noted we can achieve 28.

This is a very good example of the customer investing in their business into the future. Labour savings are carried through the years now for them they can invest in other improvements.

I have many people to thank who helped make this project happen:

Staff

- Don Thomas
- Kudzai Masamha
- Maintenance team at Euro Pumps
- Office team at Euro Pumps

Machinery

Hyjien gathering mobiles to rent to the customer

Family

I thanked my family; it was a different year for us as I was away all the time. They know my work ethic and accepted my decision which I am grateful for. I never knew busy until 2024-2025 living out of a suitcase and in another state still managing the business. Nathan and Josh Field stepped up immediately into higher roles, and they have performed very well. I learnt how to be busier and handle it.

See the product in action [in this video](#), demonstrating its practical application and performance in a real production environment.

