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Why Queensland natural products?

Consumers worldwide are increasingly aware of the link between nutrition and health. More than ever, people want to know that the food that they and their children eat is not just clean and safe, but also produced sustainably and using trusted ingredients and methods.

Queensland’s food and agriculture sector is internationally renowned for its quality and high food-safety standards, with an ideal climate, clean environment and productive land that create the ideal base for agriculture.

As Australia’s second-largest exporting state, Queensland is renowned for producing high-quality and safe food at competitive prices, with fresh, clean and sustainably-produced meat, seafood, fruit, vegetables, nuts and gourmet foods that are enjoyed in homes and restaurants around the globe.

Queensland is renowned for:

- world leadership in tropical and subtropical agriculture, education, service provision and research and development
- ideal growing conditions with food production counter-seasonal to the northern hemisphere, catering to international demand
- favourable climate and growing regions, ranging from tropical to temperate agriculture, allowing us to supply a diverse range of products through the year
- rigorous biosecurity systems with stringent quarantine policies and food management practices that keep Queensland free from serious animal and plant pests
- competitive logistics systems with effective and efficient transport and cold-chain infrastructure allowing for rapid delivery of products to international markets.

As the Queensland Government’s global business agency, Trade and Investment Queensland is working with these companies to promote their products in the US market.

We are pleased to present a range of export-ready businesses offering innovative natural products, and we welcome your enquiries.

Contact us now to discover why the world loves Queensland food and produce.

Trade and Investment Queensland
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Overview
Queensland boasts the world’s first, largest and until recently only commercial Achacha plantation.

Achachas are oval-shaped tropical fruit that are refreshing to eat at room temperature but can also be served cold or even frozen. The fruit is a cousin of the mangosteen and has an exotic appeal much like longans, rambutans and lychees.

Bruce and Helen Hill and friends set up Achacha Fruit Plantations in 2003. For the last six years, they have been growing their fruit in a chemical free environment, using biodynamic principles. Achacha Fruit Plantations is in the process of having their farm certified organic.

The season runs from December to March and each year the fruit finds its way from the plantation in North Queensland to Europe, the Middle East and Asia.

Products
Achachas (Garcinia humilis, achachairú) are a highly prized tropical fruit that originated in the Amazon Basin in Bolivia. They have a sweet, tangy and refreshing taste like a sorbet. The fruit has a smooth, golden skin and is about the size of a lychee.

Honey from the nectar of the Achachas’ flowers is produced at the plantation and is rapidly gaining an excellent reputation. Achacha tropical conserve (jam), vinegar and syrup are produced in season. Sorbets and ice-creams from the pulp have been trialled successfully in top establishments in Sydney, Noosa and Townsville.

Company value proposition
Achachas are a great source of natural energy. They are renowned for being rich in antioxidants and having a low sugar content, about one third that of lychees; they are very popular with diabetics. The fruit is also a good source of folate, potassium and vitamin C. The fruit is peeled before eating but the skins can be infused to give you a healthy dose of betacarotene, hydroxycitrate acid (HCA), arginine and other minerals.

Certification
Achacha Fruit Plantations are in the process of becoming organically certified. The plantation is run on biodynamic principles.
At One

www.atonefoods.com.au

Overview
After escaping the corporate grind, co-founder Andrew embarked on the toughest footrace in the world, the Marathon des Sable in the Sahara Desert in 2012.

In temperatures exceeding 50 degrees Celsius, Andrew not only finished the 250km, seven-day event as the first Australian and 32nd overall, he also developed a whole new appreciation for sports nutrition.

With the goal to create a range of energy bars that are made with real, wholefood ingredients, without the added sugar, preservatives, colours and flavours, the At One brand was born.

Now with a range of energy bars used by professional and everyday athletes, At One is preparing to expand its range and add further products, all with the goal to fuel athletes with wholesome, healthy sports nutrition products.

Whilst At One products are distributed into health food, running and cycling stores across Australia, the focus has been on building an active online customer base as the backbone to the business.

At One energy bars are also distributed into Hong Kong, accessing the growing trail running and triathlon market in this affluent part of SE Asia.

Products
Energy bar range made from real, wholefood ingredients only. The bars are designed to provide sustained, all-natural energy and to be nutrient rich for recovery. Products are suitable for gluten-free, vegan and paleo consumers.

Further product development is ongoing, all with the focus on products made for the everyday active person, with clean, wholefood ingredients.

Company value proposition
Crossing the divide between healthy snacking and sports nutrition, At One is changing the way everyday athletes think about sports nutrition.

We’re one of the only sports nutrition company focussing on providing premium, real food nutrition products designed for real performance, with minimal processing, no additives and no added sugar.
Australian Vinegar Pty Ltd

www.australianvinegar.com

Overview
Australian Vinegar is Australia’s most technically advanced vinegar maker. It manufactures all styles of vinegar from industrial to artisan. Established in 2005 it has grown to be the leader in vinegar, making in Australia and already exports to a number of countries. Lirah Vinegar is its Artisan brand but is supported by the manufacturing capabilities of the parent company Australian Vinegar. Australian Vinegar now also produces innovative vinegar products for the complementary health community.

Products
Caramelised balsamic is the fastest growing vinegar style in Europe and Australia. This is a sticky, sweet, consumer friendly vinegar that can serve as a dressing, marinade or finishing vinegar. Sold under the LIRAH VINEGAR artisan brand in stylish 8½ oz glass bottles for retail. The thick, luscious, fruity characters of the vinegar is quickly loved by all consumers.

An innovative vinegar health drink with a novel taste and selling position is also produced by Australian Vinegar for sales into the complementary health community.

The style and product is supported by the ownership of website domains caramelizedbalsamic.com and caramelizedbalsamic.com that rank very highly in all search engines.

Company value proposition
Australian Vinegar is proudly an innovation company. We are constantly looking at vinegar to research and develop new ways to increase its palatability, usability and convenience.

Australian Vinegar will be known for innovation, changing the way Australians think about vinegar, and teaching Australians to love vinegar as much as we do.

Certification
- HACCP
- USFDA Registered
- Non-GMO project verified
BioGenesis
www.biogenesis.com.au

Overview
Grown in the pristine natural spring waters of the Great Barrier Reef region of Queensland, Australia, BioGenesis produces the highest quality natural algae health products and supplements that are totally herbicide, pesticide and GMO free.

BioGenesis is a brand recognised for its high quality and 100% pure algae products, bursting with natural nutrients and goodness, and containing no gluten, preservatives, additives or fillers.

BioGenesis has assembled a world leading team of phycologists (algae specialists) with many decades of algae experience to produce the highest quality and nutrient-rich natural algae products available.

Products
The BioGenesis range of products is suitable for both wholesale and retail customers and currently includes:

• Natural Chlorella Powder and Tablets
• Natural Spirulina Powder and Tablets
• Barley and Wheat Grass Powder
• SuperGreens Combination

Company value proposition
• Highest product quality
• Grown in a pristine region free of chemicals, heavy metals etc.
• Expert team
• Trusted Australian brand
Overview
BJP Laboratories, located in Queensland, Australia, began manufacturing therapeutic goods in 2008 as a family run business with three staff members.

Today BJP Labs employs over 150 people and is one of the most successful companies operating on the Gold Coast with modern facilities including two fully licenced TGA Manufacturing facilities, warehousing, as well as in-house testing facility and bio-fermentation facility.

Probiotics Australia is incorporated in BJP Laboratories, and is one of the leading TGA/cGMP probiotic manufacturing facilities in the country, manufacturing listed medicines for almost all popular Australian pharmacy brands.

In 2006, the Rochway brand was established by BJP Laboratories, and is stocked in more than 2000 pharmacies and health foods stores throughout Australia. The Rochway range is also exported to more than 30 countries across Asia, Europe and the Middle East.

BJP Laboratories are experts and leaders in the probiotic market with an in-house humidity controlled facility specifically for the production of probiotics and bio-fermented liquids, functional foods and freeze dried powder supplements.

The Rochway product range is based on a probiotic bio-fermentation formula of papaya fruit and leaf, olive leaf, pomegranate and turmeric.

The company is in the process of acquiring Australia’s first probiotic bioreactor which will allow it to manufacture its own probiotic concentrates.

Products
BJP Laboratories is a leader and expert in the manufacture of listed probiotics, bio-fermented products and dietary supplements in capsules, tablets, powders, sachets, liquids and blister packaging. Future plans include liposomal (nanotechnology) delivery systems. BJP Labs also manufacture herbals, minerals and vitamins.

Company value proposition
Probiotics and innovation have always been at the forefront of BJP Laboratories, which has allowed the company to become the biggest probiotic contract manufacturer in Australia and New Zealand.

All Rochway products are made from 100% natural ingredients, without the use of herbicides, pesticides or chemical fertilisers.

Certification
- cGMP certified
- TGA Licensed
Capilano Honey
www.capilanohoney.com

Overview
Established in 1953, Capilano Honey is Australia’s largest honey company, with a 70% market share and exporting to more than 35 countries internationally.

Capilano is vertically integrated, with 650 beekeeping families supplying Capilano from across Australia.

Capilano has recently launched the world’s first clinically-tested prebiotic honey, Beeotic. These naturally occurring prebiotics have been clinically proven to feed the good bacteria in the gut microbiome.

All Capilano brand products are 100% Australian honey, traceable from hive to home.

Products
• Australian Honey
• Prebiotic Honey
• Manuka Honey
• Organic Apple Cider Vinegar

Company value proposition
Capilano’s honey products are fully traceable from hive to home thanks to our vertically integrated supply chain of 650 beekeepers across Australia.

Capilano is also focused on the health and wellness properties of honey including Manuka honey and prebiotic honey.

Certification
• BRC Grade A
• USDA Organic certification
• TGA (Therapeutic Goods Administration)
• Kosher
Cilk Rosewater

www.cilkrosewater.com

Overview
Following a traumatic brain injury and lengthy rehabilitation, Chanelle Louise’s partner was unable to drink alcohol. Chanelle tried unsuccessfully to source a premium alcoholic-drink alternative that had sensory elements with varying notes on the palate that could emulate red wine.

When Chanelle couldn’t source an alternative, she decided to develop a drink that was healthy, enjoyable and could help her partner’s brain. She set up a DIY distillation process and began experimenting with rose beverage concoctions in her kitchen.

The drink had to reflect the moments they had shared over a beautiful red wine, swirling around the glass, the subtle intoxicating aroma and earthy notes lingering on the palate. Chanelle continually reinvented the formula and refined the recipe to a concentrated rose extract. She then added sparkling water as the carbonation released the fragrance and therapeutic rose properties.

Products
Cilk Rosewater is at the forefront of an emerging market in consumable beauty supplements (nutricosmetics) and beauty beverages. This innovative beauty supplement, made from organic roses, is formulated to regenerate skin health, increase hydration and cleanse from within.

The drink contains an impressive collection of antioxidant and anti-inflammatory phytochemicals including vitamins, glycosides, flavonoids and anthocyanin.

Company value proposition
The company is the global leader in luxury liquid beauty consumable supplements. It is at the forefront of an emerging market by pioneering liquid supplements as part of an effortless skincare regime and alternative health drink.
Coconut Tree Products Pty Ltd

www.coconuttree.com.au

Overview

Inspired by the natural powers of coconut oil to resolve their family skin and hair concerns, a Queensland father and daughter’s lifelong quest for effective natural products led them to develop their own natural beauty brand – Coconut Tree.

Pampering the skin and hair with intensive hydration, nourishment and protection, certified organic coconut oil is the key ingredient across the Coconut Tree Skinfood and Hairfood range.

With essential fatty acids, proteins and antioxidants, coconut oil is a potent natural beauty elixir, part of the daily beauty regime for generations of tropical island communities.

The certified organic coconut oil in the range is from an Australian fair trade venture in the pristine Solomon Islands where it has been cold-pressed without the use of chemicals or heat to ensure it retains maximum nutrients.

This premium oil is enriched with potent botanicals, essential oils, natural butters and vitamins, each selected for its deeply nurturing, restorative and protective qualities, to deliver nourishing natural skin and hair essentials for all ages and skin types.

Other key ingredients in the range include powerful Australian native extracts including Kakadu Plum, Lemon Myrtle and Quandong, selected for their high concentrations of skin-loving antioxidants.

Coconut Tree products are developed in Noosa, Queensland, where the unspoilt natural beauty and healthy, aspirational lifestyle offer inspiration for this family-owned brand.

Products

Unique Australian-made range of natural beauty essentials blended from organic coconut oil from the South Pacific, Australian botanicals and premium natural ingredients.

Company value proposition

- Free from toxic ingredients including fragrance
- Made from certified organic, Fair Trade coconut oil from the South Pacific and natural/naturally derived ingredients
- Australian botanical extracts
- Australian made and owned
- Range composition across skin, body and hair care – daily essentials
- Unisex and family friendly.

Certification

- Made in Australia
- Cruelty Free
- Certified organic coconut oil
Cramp Fix

www.crampfix.com.au

Overview
Cramp Fix was formed in 2015 after the proprietary formula CrampFix® was developed to work rapidly and effectively through the nervous system, stopping the overacting nerves that cause muscles to cramp.

Co-founders Jan and Michelle Buchegger call it breakthrough cramp management and a game-changer in the treatment of muscle cramps for athletes.

They sold their food manufacturing company in 2016 while developing CrampFix and each have more than 20 years of experience in food manufacturing, marketing and business development.

CrampFix operates its own HACCP-accredited manufacturing facility in Queensland, Australia. All products are manufactured on site, allowing for excellent quality control and flexibility to meet customer requirements.

Initial trials of the CrampFix formula were conducted over three years with professional rugby teams and in 2017 the effectiveness, dosage and safety were confirmed through further trials at Ironman events.

In January 2017 the formula was branded, trademarked and launched as a high-carbohydrate sports supplement food, targeting athletes suffering muscle cramps.

In May 2017 CrampFix® was launched in Korea, Singapore, and Malaysia and the company's export markets now include The Philippines, Hong Kong, Thailand and Taiwan.

Products
A high-carbohydrate sports supplement, CrampFix prevents and treats muscle cramps with:

• CrampFix Shot – 20ml single serve sachet.
• CrampFix – 50ml bottle with screw top lid is re-useable and includes three to five servings.

Company value proposition
CrampFix is an innovative cramp management product designed for use before, during and after activity, and prevents and treats muscle cramps rapidly through the nervous system.

It is a low dose, all-natural drink with no mixing or measuring and has a long shelf life, with a three-year best-before date.

It is free from banned substances and WADA compliant, and manufactured in the company’s own high output/volume production facility.

Certification
• HACCP Quality System
• Informed sports accreditation – currently undertaking
Dairy-Free Down Under

www.dairyfreedownunder.com.au

Overview
Dairy-Free Down Under is a new and exciting brand with big aspirations, built on the back of 30-plus years in the FMCG business.

Its mission has always been to deliver amazingly tasty and affordable dairy-free products to busy health-driven families, offering nutritious food that tastes good enough for the whole family when one family member has a dietary need.

Extensive investment in innovation in the dairy-free cheese alternatives market has given its new product range a competitive edge.

With strong demand for its products in Australia and national distribution capabilities, Dairy Free Down Under is ready to explore offshore markets as it is confident its range of dairy-free cheese alternatives are globally-leading products in terms of taste, texture and mouth-feel.

The company is well versed in delivering refrigerated grocery items in the FMCG sector and has a long history supplying major Australian supermarkets.

Products
Dairy Free Down Under supplies a range of fresh and dairy-free snacks, condiments and dairy free cheese alternatives to major and independent retailers and the food services industry.

These include cheddar style block and shreds, mozzarella-style shreds, parmesan style, cashew cream cheese, aioli and mayonnaise.

Company value proposition
Dairy Free Down Under's unique value proposition is the taste, texture and mouthfeel it has achieved without using any nasty ingredients.

It has achieved leading taste and texture without compromising the nutritional value of the product.

The products are not just for people with dairy intolerances or dietary needs – anyone can enjoy them.

The company's mission is to provide health and nutrition to families and it has the production capabilities, skills, resources, quality assurance and manufacturing capacity to service key accounts internationally.

Certification
Dairy-Free Down Under's production facilities have Woolworths Excellence Accredited Supplier status and are fully HACCP and SQF compliant.

Its accreditations are:
- SQF
- HACCP
- Woolworths Excellence supplier status
ECO. Modern Essentials

www.ecoaroma.com.au

Overview
ECO. Modern Essentials is the specialist in natural and organic oil formulations for face, body and wellbeing.

The ECO. brand embodies women who are engaged with their world; are active, healthy and love to look after themselves with natural, local and organic products.

It understands the need for women to have products they can trust; simple, natural, effective skincare that can be easily tied into their busy routines.

ECO. products are formulated using a powerful combination of natural and organic ingredients with science-based innovation to address skincare concerns and day to day wellbeing.

Claire Mitchell founded ECO. in 2009, and with her passion for growing international businesses has launched ECO. globally into the US, UK, Denmark, Canada, Sweden, Japan, Singapore, New Zealand, China and the Middle East.

ECO. now exports to 14 countries and is distributed widely in the tourist and souvenir channel in Australia.

Products
ECO. specialises in natural and organic oil formulations for face, body and wellbeing. The company produces products to enhance wellness from aromatherapy products to natural skincare to muscle recovery aids.

Company value proposition
Made in Australia, 100% natural, and blending simplicity and modern design with practical, effective products.

Certification
A selection of our productions are Australian Certified Organic.
Flavour Creations
www.flavourcreations.com.au

Overview
Award-winning entrepreneur Bernadette Eriksen started Flavour Creations in the late 1990s to develop innovative dysphagia and nutrition products to improve the lives of thousands of people living with dysphagia.

Flavour Creations is an industry leader and produces more than 100,000 cups of pre-thickened liquid per day alongside a growing range of targeted food-first nutritional solutions, restoring dignity and independence to thousands of people worldwide.

It supplies to hospitals, residential aged care facilities, directly to consumers and to a range of public and private companies in Australia and internationally. It has secured a large number of Australian state government contracts and New Zealand health board tenders.

Products
Flavour Creations has expanded to provide a range of real food nutritional solution products tailored to various dietary and nutrition needs.

From hydrating cordials to nutritionally complete supplements and hot beverages to real fruit juices, it offers an unrivalled range of 26 flavours in pre-thickened beverages in three standardised viscosities.

Recent product launches include shelf-stable ice cream and Shape It, a premium instant moulding powder used to set all types of foods and fluids into soft or firm moulds and shapes.

Its award-winning Dysphagia Cup represents a revolution in the international ready-to-drink thickened beverage market, empowering people who have difficulty feeding themselves independently.

Company value proposition
Flavour Creations’ competitive advantage is its history of disruptive innovation founded on products that significantly enhance the drinking experience for people with dysphagia.

It has created and reshaped the industry, and recently invested A$6 million on machinery, plant and redesign for the Dysphagia Cup to stay competitive and optimise its market position.

Certification
Producing high quality, safe products is paramount at Flavour Creations and it maintains excellence in all facets of quality assurance. Its third-party certifications are:

- ISO 9001:2008
- HACCP
- Halal Australian Federation of Islamic Councils Inc.
- Kosher Australia
- Dairy Export Licence (Department of Agriculture, Fisheries and Forestry)
- WQA (Woolworth’s Quality Assurance Standard)
- SQF

All QA laboratory testing is conducted by certified NATA-accredited laboratories.
Four Cow Farm

www.fourcowfarm.com

Overview

Four Cow Farm is a family owned and operated business based in Maleny on the Sunshine Coast in Queensland, Australia. Four Cow Farm was established in response to a case of infant eczema and the product was so successful that a business rapidly emerged in order to meet high demand from anxious mothers seeking relief for their infants.

Four Cow Farm manufactures 100% natural skin care products for sensitive skins, with a passionate devotion to absolute purity. The range includes washes, lotions, oils and balms, specially prepared for infants and mothers.

Company value proposition/product differentiation:

Our skincare range is lovingly handcrafted right on the family farm from only the finest natural and organic ingredients. They contain no parabens, propylene glycol, sulfates (ALS/SLS/SLES), cocamidopropyl betaine, artificial fragrances or colours.

Certification

- Australian Certified Organic certification
Grahams Natural Alternatives

www.itchy.net.au

Overview
Geoff and Shannon Graham founded Grahams Natural Alternatives in 2009 out of a desperate need to find a natural solution for their young son Ryan's extreme case of eczema.

After years of research and trial and error, they developed a natural product that helped Ryan and now hundreds of thousands of eczema sufferers around the globe.

The Grahams team of eczema specialists now export their natural product range worldwide including the US, Canada, Europe, UK, Middle East, Korea, South East Asia, and New Zealand.

It is recognised as the #1 natural eczema brand in Australia and the company is continually developing new products to add to the range.

Grahams' focus is on products that not only relieve, but are natural, non-toxic, and skin-friendly.

Products
Grahams offers a natural product range for those suffering from skin conditions including eczema, psoriasis and dermatitis. It also specializes in baby and child eczema and offers a superior solution for delicate skin.

Company value proposition
The Grahams brand offers a unique ingredient list which is not available in any other natural product formulation.

The combination of Manuka honey (UMF 15+) and Emu oil offers an exclusive blend helping to eliminate bacteria and add moisture to dry inflamed skin, making it a worldwide leader for the treatment of skin conditions.

Certification
Grahams' speciality eczema and psoriasis products are now registered within the USA (FDA), Canada (Health Canada), Europe/UK (Class 1 Medical Device), Middle East (Ministry of Health) and Korea (KFDA).
Koala Karma

www.koalakarma.com.au

Overview

Koala Karma is the “better for you” relaxation wellness drink.

The company aims to provide the highest quality and functional relaxation drink in the market, differentiated from other drinks that provide an energy hit by its ability to help unwind and de-stress.

Founded by Cheryl Stewart, Koala Karma reflects the calm nature of the iconic koala, making it a uniquely Australian product. It is sold around Australia by a major retailer and is exported to the Middle East and Asia.


Products

Koala Karma is a slightly carbonated relaxation beverage with two product lines – Koala Karma original and Koala Karma No Added Sugar, both infused with chamomile, passionflower, lemon balm, valerian and magnesium.

The formulation is unique to the Koala Karma beverage and ideal for restful sleep or a long plane flight, or whenever a person feels overwhelmed and stressed. It's a perfect blend of functionality – refresh, energise and then relax.

Company value proposition

Koala Karma is Australia’s leading non-alcoholic relaxation drink and the only product containing the complete nutritional combination to de-stress, with the key nerve mineral magnesium and natural herbal plant extracts.

Koala Karma stands superior to competitors as it contains actual herb extracts rather than simply herbs and ensures the active part of the herb is present in the solution, thereby ensuring rapid absorption into the body. The flavour is unique thanks to the native Australian plant Kakadu Plum.

Certification

Koala Karma was developed in Australia with experts in the field of nutrition and supplements, with unique and natural ingredients and flavours.

Its labelling adheres to Australian Food Standards guidelines. Products are packed and manufactured in a premises certified with internationally recognised food safety programs – the HACCP food safety program, ISO, NCS international, BRC and ANSI.
Mater Mothers’ Hospitals – Maternity and Baby Care Products

www.materbabyproducts.com.au

Overview
Mater Mothers’ Hospitals is Australia’s largest maternity service, renowned for high quality, compassionate and leading edge care for mothers and babies.

Its midwives developed a range of award-winning, high quality, safe and trusted baby and maternity care products that are used in hospitals and childcare throughout Australia and sold in major grocery stores, pharmacies, online specialty stores and at materbabyproducts.com.au.

Distribution of its hospital-developed baby products continues to grow across the globe as parents demand high quality, safe and trusted products for their babies.

Mater Baby Products has won international and Australian business awards in recognition of health innovation, business development and marketing, and in 2016 its Mater Nappies won Product of the Year, a prestigious and renowned national retail award voted by consumers, in the Baby Care Category.

Products
The Mater Mothers’ Hospitals maternity and baby care range includes skincare developed especially for mums’ and babies’ sensitive skin and high quality night-time nappies in five sizes.

The range includes Mater skincare (Baby Wash, Baby Moisturiser, Nappy Balm and Body Balm for pregnancy) and nappies (Newborn First Weeks, Newborn, Infant, Crawler and Toddler).

Mater Nappies are the driest nappies and best for baby’s skin, drawing away moisture faster than leading brands and protecting against irritation, latex and fragrance-free and perfect for baby’s sensitive skin.

Company value proposition
Mater Baby Products are developed and used by Australia’s largest and trusted maternity hospital, Mater Mothers’ Hospital.

The high quality, safe and trusted Australian hospital products are developed specifically for the health and wellbeing of newborn babies and mums.

They are clinically proven and Australian made, used in hospitals and have no nasty ingredients — no SLS, no petrochemicals or added parabens.

Certification
The Mater maternity and baby care products listed are certified Australian made and owned.
Mavella Superfoods
www.mavella.com.au

Overview
Two Aussie mums created Mavella Superfoods to help the parents of fussy eaters, inspired by their own children.

There are four flavours, each one with a functional benefit, plus a baby probiotic.

Body Boost, Brain Boost, Veggie Boost and Immune Boost are in powder form and contain Australian-grown fruits and vegetables, super foods such as chia, prebiotics, vitamins, organic brown rice protein, and all easily added to milk, smoothies, water or cooking.

Mavella Superfoods won the Health Food category at the Food and Beverage Industry Awards 2017.

The company's products are exported into the Middle East, Singapore and Hong Kong, with China to be added soon, and it regularly receives enquiries from US consumers.

Products
Mavella Superfoods is a complete range of superfoods powders designed for one to 12-year-olds, each with a different functional purpose:

• Immune Boost to boost kids’ immune systems and keep away germs
• Brain Boost to help kids concentrate
• Body Boost for growing bodies
• Veggie Boost for kids who don’t eat vegetables
• Baby probiotic, suitable from birth with 10 strains and 10 billion good bacteria to assist baby’s immune system.

Company value proposition
Mavella Superfoods’ higher-nutrient superfood formulas include a wide range of essential vitamins and minerals.

The comprehensive selection of super concentrated powders is based on fruit and vegetables grown by Australian farmers and dried at low temperatures to preserve the natural vitamins, enzymes and nutrients.

This process retains colour and flavour at nearly full potency for years and gives the raw materials the most powerful and concentrated goodness per teaspoon on the market.

Certification
Mavella Superfoods’ processing facility is a registered manufacturing facility with HACCP and ISO9001. It has ACO accreditation, Kosher and Australian Quarantine and its product labels are compliant with the Australia New Zealand Food Standards Code.

Mavella Superfoods products fall under Standard 1.2.7 nutrition, health and related claims as well as Standard 2.9.3, checked by food legal consultants.
Melinda’s Gluten Free Goodies

www.melindasgfg.com

Overview
Melinda’s Gluten Free Goodies has been leading the health food aisles in Australia since 2007 with its range of innovative, delicious, gluten free and allergy friendly products.

To date, Melinda’s has delivered to the Australian market place the:
• First gluten free, low carb and high protein baking mix
• First sugar free diabetic friendly baking mixes
• First multiple allergy and gluten free protein balls
• First multiple allergy foodservice range (premix and finished baked range)
• First gluten free water cracker
• First gluten free premix also suitable for vegans.

Melinda’s currently export to 10 countries, consults to major international hotel groups on allergy-friendly menus, supplies a wide range of foodservice/bulk catering clients with finished cooked and frozen products and has the capacity to double production and output.

Melinda’s is focused on emerging trends such as low carb, high protein and sugar free across both retail and foodservice with a new range set for release in 2018

Products
Melinda’s range includes a full complement of retail baking mixes, flours and natural water crackers catering to most allergies and food lifestyle preferences.

In addition, it offers a complete range of 3kg to 25kg foodservice baking mixes along with a comprehensive range of finished frozen products.

Company value proposition
Melinda’s remains at the forefront of emerging food trends enabling those with multiple allergies to access the very latest in food development. Unique to Melinda’s is clean ingredient panels and minimal add-ins, allowing customers to create a quick and cost effective home-style baked goodie.

Certification
• HACCP
Morlife

www.morlife.com

Overview
Morlife is an Australian family owned, multi-award winning and manufacturing company that commenced in 2002.

It manufactures a wide range of functional foods formulated by a research team of eight naturopaths, chemists and food nutritionists who determine the best nutrients to improve health and wellbeing.

It combines these key ingredients to make tasty superfoods that are vastly different from common, everyday foods that often lack key nutrients.

As an example, Toasted Cereal in one bowl has:

- Super Berries – a special combination with three times more antioxidants than other cereals (measured by an ORAC test in an approved independent laboratory).
- High fibre, combining the benefits of both soluble and insoluble fibres, equivalent to three slices of wholemeal bread.
- Five nutritious seeds and nuts in tailored combination providing Omega-6 fatty acids.
- A wholegrain base with maximum fibre retention, giving a feeling of satisfaction for longer.

Products
The Morlife range has more than 300 lines which include:

- Dark Chocolate Coated Super Berries, Australian Nuts and Dried Fruit combinations
- Fortified Herbal Teas with organic ingredients
- Superfood Powder Blends such as Alkalising Greens® and Liv’A Detox™
- Prepared Snacks and Meals such as Chia Puddings and Quinoa Risotto
Mort & Co

www.phoenixbeef.com.au

Overview
Mort & Co is a proudly Queensland brand founded in 1843 by brothers Thomas and Henry Mort, who pioneered Australia’s meat, wool, dairy and sugar industries and were the first to export refrigerated beef to the world.

The modern Mort & Co is Australia’s largest privately-owned and most experienced lot fed cattle management and marketing company, and a leading exporter of premium quality beef.

It boasts a well-established vertical integration in the beef industry including cattle procurement, transportation, farming, lot feeding, beef processing and marketing and its fully integrated supply chain, backed by independent Meat Standards Australia (MSA) grading, ensures a consistent supply of superior beef product trusted around the world.

Mort & Co manages three feedlots across the eastern states of Australia, including the country’s largest feedlot based in South East Queensland, with a combined annual turnover in excess of 200,000 head of cattle.

Products
The Phoenix – Launched in 2015, Mort & Co’s Phoenix range is carefully crafted to deliver a consistently flavoursome beef product of exceptional eating quality and tenderness. Sourced from Australia’s finest Wagyu cattle herds, Phoenix offers the world’s finest marbled beef, grain-fed for up to 400 days with specially formulated rations, using state-of-the-art equipment and the latest nutritional science for slow maturation. This hormone-free Wagyu beef is in demand by chefs and boutique retailers around the globe.

Grandchester – The premium Grandchester brand marbled beef is individually selected from heritage breeds including Angus, Shorthorn and Speckle Park, that are raised, fed and certified to meet European Union requirements. Grain fed for up to 200 days on our exclusive slow cooked, 100% hormone-free cereal diet, Grandchester provides a unique and pleasurable old world flavour.

Company value proposition
As a leading Australian beef producer, the success of the Phoenix Beef Range is based on three key philosophies: providence, integrity and service.

Its dedicated team offers “Trusted Australian Beef” with strong support to its partners.

Certification
- Free of hormone growth promotants
- MSA graded – an approved USDA Process Verified Program
- USDA Food Safety and Inspection Service approved
- European Union accredited
- Halal certified
- Raised on pastures, finished on feed
Nature’s Gold

www.naturesgold.com.au

Overview
Nature’s Gold is the registered trademark of a natural range of Australian Manuka honey skin care products developed and manufactured by Honeybiz Australia, a 100% Australian-owned family company.

Honeybiz Australia launched in 2005, after years of research into the many benefits of Manuka honey. Its first Therapeutic Skin Cream soon followed and the Nature’s Gold brand was born.

Endorsed by the Therapeutic Goods Administration (TGA), the Nature’s Gold Therapeutic Skin Cream was snapped up by natural beauty enthusiasts and testimonials from its happy customers were soon rolling in. Inspired by so many positive reviews, the company decided to expand its range to include everyday skin care.

It now has a variety of skin care and natural therapeutic products on the market and continues to expand its range and distribution – it has just released a pet skincare range.

The range has high profile in the Australian market through pharmacy, health and tourism channels and is sold in the US, UK, Hong Kong, Taiwan, Korea and Middle East.

The company is proud of everything Nature’s Gold represents: natural, Australian made, good value skin care that gets results.

Jill and John Richards are the directors and owners of the company and operate from Taringa in Queensland.

Products
Nature’s Gold manufactures and markets four ranges:

• Australian Raw Manuka Honey
• Therapeutic range
• Cosmetic range
• Petcare range

Company value proposition
Nature’s Gold is a vertically integrated company with its own farms – Beekeepers Co-op – and a highly unique range of products made from Australian Manuka honey.

Certification
• Certified Organic
• TGA listing
Our Eco Clean

www.ourecoclean.com.au

Overview
Founder Kym Smith created Our Eco Clean to preserve her sanity in motherhood, maintain her family's health, achieve financial security and improve the community and the planet.

It is a well-established, reputable Australian private company manufacturing natural cleaning products using Australian botanical essential oils.

Kym teaches her children and Our Eco Clean's customers that we all have a role to play in protecting our health and the health of our environment.

Our Eco Clean means cleaning is no longer a chore, with an Australian bush fragrance that lingers long after the cleaning is done and providing an incentive to keep a clean environment.

The company's goal is to remove nasty chemicals from family homes, so its attractively-packaged cleaning products are designed to make this statement and be proudly displayed in the home.

Our Eco Clean has retail distribution throughout Australia via Australia's IGA supermarkets and key Organic and natural product retailers.

In 2016 the company began exporting to New Zealand and it plans to enter the US market.

Products
Our Eco Clean manufactures innovative premium packaged cleaning products based on Australian botanical essential oil and targeted at the eco-friendly and health conscious consumer. Our market research suggests our products will have broad consumer appeal in the US market, particularly California, and the Pacific North West.

Company value proposition
Our Eco Clean's value proposition is providing cleaning products for homes that are not harmful to your family or the environment, and which actually work.

Its market research has confirmed its key product differentiation which includes:

• The use of Australian botanicals including Lemon Myrtle (which is the Australian environment's very own antibacterial weapon), which has a beautiful uplifting fragrance and potent citral content compared to other citrus-based natural cleaners on the US market.

• Products use 100% pure essential oils which create a lingering clean and refreshing fragrance throughout the home.

• Products are expected to qualify for USDA certification.
**PERKii Probiotics**

www.perkii.com.au

**Overview**

PERKii™ is a new start-up company from the University of Queensland that has released the world’s first water and juice drink with 1 billion microencapsulated probiotics and only 26 calories.

PERKii offers consumers an option of probiotics benefits to control weight, improve gut health and boost immunity with 1 billion live (world credentialed strain LC431) Lactobacillus Casei in a refreshing, light and great tasting low calorie drink.

**Products**

Utilising the patented ProGel technology, PERKii protects and improves probiotic stability by encapsulating them in tiny natural beads called Microgels.

Microgels keep the probiotics alive in drinks and the acidic stomach to maximise the probiotic benefits for consumers.

The encapsulation has the commercial benefit of prolonging shelf-life, resulting in an 18-week (four-month) retail window.

In addition, the technology also allows a greater taste profile option due to the control of fermentation, avoiding high sugar and the bitterness found in competitors.

PERKii currently comes in five delicious flavours:

- Raspberry & Pomegranate
- Elderflower & Green Tea
- Lime & Coconut, Strawberry & Watermelon
- Mango & Passionfruit.

NPD includes flavour extensions and limited editions, sparkling formats, fruit and vegetable juice formats as well as ice cream and milk variants.

**Company value proposition**

Encapsulation technology for Probiotics, patented and licensed globally.

**Certification**

- License for ProGel Probiotic Encapsulation Technology.
- HCCAP Production and food regulation certified.
Planet Organic

www.planetorganic.com.au

Overview
Planet Organic was established in 1997 after its Managing Director took a trip to Sweden, England and the US.

He noticed that in cafes and restaurants everywhere people were drinking tea, not just the strong milky tea but all manner of green and herbal teas.

On his return to Australia Planet Tea was born, which very soon became Planet Organic as the product line expanded.

21 years later the company is thriving from its purpose-built premises on the Sunshine Coast in Queensland, Australia.

With a range of over 60 certified organic teas Planet Organic remains committed to creating as little landfill as possible.

Unlike many tea brands, Planet Organic's teabags are not unnecessarily stringed, tagged or enveloped keeping to the philosophy of the teas being "Full on flavour, light on the Earth".

Recognised as Australia's leading brand of certified organic teas, Planet Organic is well established with a proven track record of service and sales in Australia and New Zealand. It already exports to a number of countries, is USDA certified and has recently secured a significant order from a well-established company in the US.

Products
Planet Organic manufactures over 60 certified organic teas in both teabags and loose leaf. In recent years organic herbs, spices and supplements have been added to the range.

Company value proposition
Planet Organic's motto is "Full on flavour, light on the Earth". Its teas are full of flavour and have minimal packaging, with none of the strings, tags or envelopes that create landfill. The products are all of the highest quality and value with each box containing 25 tea bags.

Certification
Planet Organic is certified by Australian Certified Organic (ACO) and the USDA.
QCAMEL

Natural product exporters — Queensland, Australia

Overview

QCamel family-owned dairy was the first to produce pasteurised camel milk in Australia and is proud to offer nature’s healthiest milk.

The family business started in 2014 based on a love of camels and a desire to seek holistic approaches for children struggling with health issues.

Today, QCamel is the largest supplier of camel milk in Australia and is working towards becoming the first certified organic camel milk in the world.

The company produces milk at the highest standards of ethical animal production and lives by the philosophy that happy camels produce healthy milk.

Within Australia, QCamel is the largest supplier of camel milk with products available in over 100 stores, including the David Jones luxury department stores and Harris Farm Markets chain of fresh food supermarkets.

QCamel’s products are in high demand, exported to Singapore and New Zealand, and it is expanding its operations to serve the international market.

It is in the final stages of developing longer-life products like chocolates and freeze-dried powder for the international market and is in negotiations to supply Hong Kong and China with a new range of camel milk cosmetics.

QCamel holds the exclusive contract for the largest manufacturer of freeze-dried camel milk powder in Australia and is seeing promising levels of demand within Australia and overseas for the product, which will be released later this year.

Products

QCamel’s range of Premium Australian Camel Milk comes in three convenient sizes – 350ml, 500ml and 1L – as well as a delicious Mango Honey Yoghurt Smoothie, perfect as a grab-and-go treat.

It will soon release its very own Camel Milk Chocolate range as well as cosmetics, freeze-dried powders and additional products.

Company value proposition

QCamel believes that happy camels produce healthy milk and is working towards becoming certified organic.

Camel milk products are not only delicious, but are suitable for lactose intolerances and restoring gut health. Uniquely free of beta-casein and beta-lactoglobulin – the two proteins that cause dairy allergies – camel milk is also naturally pre-biotic.
Sang Pacific Enterprises Pty Ltd

www.sangnaturalhealth.com

Overview
Sang Ha is the founder of Sang S.O.S (Save our Skin) Recovery Balm. Sang is a skin expert, with over 30 years of hands-on experience working closely in treating various skin conditions in her own centre.

Sang Skincare started nearly 30 years ago, in a desperate search for something to treat and heal her severe acne skin.

In this quest, her hero product The Recovery Balm was created, but little did she know then all the amazing benefits of her creation.

The invention of her formulation is now patent pending as a method of treating inflammation and promoting wound healing.

Sang Recovery Balm is now becoming a household name and is being used by entire families as a form of natural remedy for all types of mishaps and is stored in many kitchens and travel bags as part of a first aid kit.

There are now many stories of how the Sang Recovery Balm has helped so many people and with all different skin conditions and types.

Products
Sang S.O.S. Recovery Balm is a results driven, medicinal plant-powered skincare, with the highest concentration of potent natural nutritional, and healing ingredients, based on the philosophy of aromatherapy and herbal medicine. It is toxin free, each ingredient has been carefully selected to create a formula that can be used safely and with peace of mind.

Company value proposition
The Recovery Balm is so versatile that it is not just used as part of the daily skincare routine to maintain and restore healthy glowing skin and combat the signs of premature ageing it had been reported to work wonders for:

Cold sore sufferers, minor cuts/wounds and abrasions, insect bites, hives, and jellyfish stings, Eczema, dermatitis, eczema, diaper rash, Blemishes, inflamed acne lesions, acne scars, sun damaged skin, and broken capillaries, dry and itchy skin, post-surgical operations to assist in the healing of wounds and scars, sunburns, radiation burns, chemotherapy treatments, post-laser hair removal, laser skin rejuvenation, IPL, and waxing etc.

Certification
Owner: Sang Pacific Enterprises Pty Ltd
Title: Method of treating inflammation and promoting wound healing.
South Pacific Elixirs

www.takimai.com

Overview
South Pacific Elixirs (SPE) produces high quality kava products for export to wholesale and retail global markets under the Taki Mai brand.
It markets a range of kava-based products which meet strict international standards and are designed to promote relaxation, enhance sleep and reduce stress.
SPE’s kava farms are run ethically and sustainably to provide its Fijian farmers with steady income and contribute to community development.

Products
Kava Capsules
• Listed medicine in Australia
• Naturally calming
• Produced to Australian nutraceutical standards
• Ingredient clinically proven to reduce stress and anxiety
• 90 capsules at a kava serving of 60mg per capsule
Kava Shots
• Water-extracted kava
• No fat/low sodium
• Naturally calming and fast acting
• Naturally flavoured – Chocolate Banana, Coconut, Guava & pineapple
Kava Powder
• Effective aqueous dispersion
• Higher level of potency
• HACCP/GMP certified processing
• Ingredient for food and beverage companies

Company value proposition
South Pacific Elixirs cultivates Kava using the latest scientific knowledge in conjunction with the University of the South Pacific and the Australian Centre for International Agricultural Research.
It aims to scale the cultivation of Kava and continue researching the medicinal benefits of Kava for a range of ailments.

Certification
• HACCP/GMP certified
• Therapeutic Goods Administration (TGA) Listed Medicine
Super Sprout

www.supersprout.co

Overview

Super Sprout is a family owned company that is revolutionising the food industry by manufacturing and producing 100% pure and organic fruit and vegetable powders that are just as good as eating fresh, and can be added to all your favorite foods and recipes any time of the day.

Being both manufacturer and primary producer means Super Sprout has the capability to produce 12 powder varieties, five of which are certified USDA and ACO.

Possessing zero additives and the same nutrition content as real, whole, foods, their concentrated taste and flavor appeals to a broad range of consumers who love healthy foods.

The product range is easy to use, shelf stable and can be placed in the super food or produce section, satisfying all ages and all lifestyles from vegan to mainstream.

The color, contour, and texture of these products are superior to anything else on the market. When considering quality and purity, we believe these products are second to none.

Super Sprout can turn any food into Super Food!

Products

Super Sprout is a world leader in the area of growing and manufacturing ‘organic sprouts’ – broccoli, barley grass and wheatgrass sprouts.

Sprouts are known to be 20 times more potent than the mature plant. All products are USDA and ACO certified.

Investment, technology and expertise combine to facilitate the production of two size tubs – 80g and 150g, 10kg bulk bags, and a full range OEM capabilities from start to finish.

Company value proposition

Super Sprout is a high-end whole food solution whose products are perfect for those wanting to get their daily allowance of fruit and vegetables in the quickest and most convenient way possible.

It is great for fussy eaters as they can be mixed into any meals and they won’t even know they are eating it.

Specialising in sprouts, Super Sprout organic broccoli sprouts have been independently tested with scientific data to support the amazing health benefits of these plants that go beyond simple health.

With source of origin available, plus their concentration, purity and quality, these attributes offer a safe and reliable food source to support a happy and healthy lifestyle.

Certification

Super Sprout products are USDA, ACO and HACCP certified
The Happy Snack Company

www.happysnackcompany.com.au

Overview

Originally established as Partner Foods in 1992, the company pioneered the 'best for you' snack category in Australia using Australian grown chickpeas and beans.

Today the brand is a top 10 health food brand and the fastest growing healthy snack in Australia with a share of more than 90% of pulse and legume retail sales.

With 25 years of operation in Australia, the brand and products are widely available in health food stores and the health food section of all major retailers in Australia and New Zealand.

Since launching The Happy Snack Company brand in 2015, growth has been phenomenal. Products target multiple occasions and consumers with school lunchbox, diet restricted health conscious adults and allergen families the major segments.

Australia is a global leader in growing these legumes as they are an essential nitrogen-fixing rotation crop for wheat, oats and a range of summer crops grown across eastern Australia.

Australia is the leading global source of these legumes with vast quantities exported to Asia, Middle East and Africa for traditional foods.

They are ideal snack foods for Western consumers due to the combination of high protein and high fibre and low sugar. Importantly, all products are free from all allergens.

All production and packing is located in a purpose built AIB approved facility on the Sunshine Coast in Queensland that is also HACCP certified by SAI Global.

The facility can accommodate immediate growth in volume to support the first priority retail US customers identified.

The business owners and management have prior international food experience in the US with brands such as Gourmet Garden herbs and spices and Aitkens Range chilled lamb.

Company value proposition

There has been significant recent growth in snacks that perform as nutritious mini meals, thanks to growing consumer concern with current diet choices and a desire to increase protein and fibre intake with snack brands that taste great and contribute to more sustainable agricultural practices.

Our research suggests the US market presents opportunities of around A$100 million.
The Vege Chip Company

www.vegechips.com

Overview
The Vege Chip Company is the market leader in Australia producing gluten free chips for major supermarkets nationwide.

The company prides itself on providing "tasty, better for you" products that are made with natural ingredients and are free from any additives with "no hidden nasties".

The factory is an exclusively gluten free facility and products are free from nuts, eggs, soy, petrochemicals, MSG, flavor enhancers, artificial colors and artificial preservatives.

Strict quality and food safety procedures are in place to produce the best-tasting chips on the planet.

The Vege Chip Company is also vegetarian and vegan friendly.

The Vege Chip brand started its journey to success over 25 years ago, debuting as a healthy alternative snack sold at the local Gold Coast and Byron Bay markets, culminating in Australia-wide distribution to all major supermarkets in Australia.

It also distributes internationally.

Today the Vege Chip Company has become a household name for healthy snacks, and has been a trusted Australian healthy snack food company since 1990.

In 1990 its original line of Vege Chip snacks were produced out of a small commercial kitchen and were very well received by our first customers, who fast became fans of the tasty snacks which helped The Vege Chip Company expand into a fully-fledged national snack brand.

In 2001 its new snack factory was opened at Currumbin on the Gold Coast with all the modern machinery needed to accurately produce carton after carton of tasty snacks. The Vege Chip Company now exports to a number of countries around the world.

Products
Vege Chips Core Range 100g (3.5oz): Natural, BBQ, Salt & Vinegar and Chicken (all 100% vegan friendly and gluten free)

Vege Deli Crisps Range 100g (3.5oz): Lentil, Lentil Sriracha, Hummus and Falafel (all 100% vegan friendly and gluten free)

Company value proposition
The healthier alternative to ordinary potato chips and 30% less fat.

Certification
• SQF level 8 certified production facility.
Weis Frozen Foods

www.weis.com.au

Overview
Weis is a proud second generation Australian company, making delicious ice creams since 1957. Recent factory expansion has doubled production capacity on our iconic Weis bars and our one litre take home Tubs. We have been exporting our products for over 20 years with current markets in the USA, Canada, Japan, China, Singapore, Korea and Taiwan. We also have Private Label experience and interest. (The Weis brand cannot be used in USA due to existing trademark.)

Products
Our flagship product is the Weis Mango & Ice Cream Bar. This is available in three sized bars and is a combination of a real mango fruit ice confection, with a rich ice cream strip.

Weis products are based on recipes and our focus is on the subtle blending of real fruits/ingredients and ultimately delivering an amazing true taste to delight our consumers.

Company value proposition
Weis products provide better for you choices in the ice cream category. We use real fruit and real ingredients and use no artificial flavours or colors. We are so obsessive about delivering a true and natural taste, that we actually peel and pulp our own mango fruit each year.

Certification
- SQF
- HACCP
Wild Breads
www.wildbreads.com.au

Overview
Wild Breads is 100% Australian owned, offering timeless quality thanks to hundreds of years’ experience.

As a well-established manufacturer in retail and food service, the company offers Australia’s widest range of Turkish and Artisanal breads, with more than 470 different items.

The company reached a milestone of 770,000 Turkish breads sold within the first year of production.

The new state of the art facility allows for production capacity in excess of 4,000 loaves of stone baked bread products per hour.

Its purpose is to be ‘the better bread business’.

Wild Breads currently supply fresh and frozen parbaked products to the Australian domestic market along with the frozen par baked range to the export market.

Wild Breads offers gluten free, organic, hand-made artisanal Turkish bread of unparalleled quality, as well as snap-frozen products.

Company value proposition
Wild Breads produces bread of unparalleled quality and has capacity for future growth.

Certifications
Wild Breads has the highest-grade quality assurance certifications in Australia:

- Highest HACCP certificate
- WOOLWORTHS – WQA
- ACO - Australian Certified Organic
- OFC – Organic Food Chain
- FDA – Food & Drug Administration
- SQF Level 3
- OTHER – Range of Customer Specific Audits including Aldi, Coles, Woolworths