

## 2015 BEEF AUSTRALIA HANDSHAKES PARTICIPANTS – MEAT PROCESSING AND EXPORTERS

Organisation	Company Overview	Competitive Advantage	Contact
<p>1. Arcadian Organic and Natural Meat Co.</p> 	<p>Arcadian Organic and Natural Meat Co. is Australia's largest supplier of certified organic beef and lamb to domestic and export markets.</p> <p>This range of organic beef and lamb products is sourced from a select number of certified Australian family-owned farms.</p> <p>The Arcadian Organic and Natural Meat Co. range comprises three key brands: Cleaver's, The Organic Meat Company – and the latest brand, recently launched – Arcadian Organic Meat Co. Arcadian also produces the Macro Organic brand for Woolworths Supermarkets.</p>	<p>Year around continuity of supply</p> <ul style="list-style-type: none"> <li>•Provides an edge, as several markets such as the USA have very seasonal supply - we are there 12 months of the year.</li> <li>•Our Producer Group is the key to our success without supply and our producers support we don't have a business.</li> <li>•Strategic customer base with a focus on retail customers and suppliers to retail both here and overseas.</li> <li>•Strong relationships with four processing plants (2 lamb, 2 Beef) enabling greater market access and mitigating risk of processing disruptions.</li> </ul> <p>CURRENTLY EXPORT</p>	<p>Peter Gall &amp; Alister Ferguson 337 Margaret Street TOOWOOMBA QLD 4350 Tel: +61 2 9258 8333 Mob: +61 427 574 941 (Peter) <a href="mailto:organicmeatco@bigpond.com">organicmeatco@bigpond.com</a> Mob: +61 427 825 101 (Alister) <a href="mailto:alister@arcadianorganic.com.au">alister@arcadianorganic.com.au</a> <a href="http://www.arcadianorganic.com.au">www.arcadianorganic.com.au</a></p>
<p>2. Australian Agricultural Company (AACo)</p> 	<p>AACo is a world-leading provider of Wagyu, grainfed and grassfed beef. AACo owns and operates a strategic balance of properties, feedlots and farms comprising around 7 million hectares of land in Queensland and the Northern Territory.</p> <p>Established in 1824, we are the oldest livestock producer in Australia. We use the world's best practices and have company-wide accreditation through the LPAQA, EUCAS, NFAS, WQA and MSA quality assurance programs.</p> <p>We export beef to over 20 countries around the world.</p>	<p>The competitive advantage AACo can provide to our customers is that our cattle are born and raised on AACo stations and fed at our own feedlots, which means we control the whole supply chain right through to production.</p> <p>This gives us more consistent supply than other exporters, and means we can lock in supply with our partners in times of tight supply or high beef prices. We also have the largest cattle herd in Australia and have recently built our own leading edge processing facility - Livingstone Beef - near Darwin in the Northern Territory.</p> <p>CURRENTLY EXPORT</p>	<p>Sabina Kindler GPO Box 587 BRISBANE QLD 4001 Tel: +61 7 3368 4461 Mob: +61 498 988 338 <a href="mailto:skindler@aacocom.au">skindler@aacocom.au</a></p> <p>David Hunter Tel: +61 7 3368 4432 Mob: +61 419 554 148 <a href="mailto:dhunter@aacocom.au">dhunter@aacocom.au</a> <a href="http://www.aacocom.au">www.aacocom.au</a></p>
<p>3. Australian Country Choice Pty Ltd</p> 	<p>Queensland headquartered vertically integrated family owned beef company operating cattle breeding, growing, feedlotting and processing operations.</p>	<p>Experienced, Committed, Excellence.</p> <p>CURRENTLY EXPORT</p>	<p>David Foote 117 Colmslie Road MURARRIE QLD 4170 Tel: +61 7 3902 4141 <a href="mailto:dfoote@accbeef.net.au">dfoote@accbeef.net.au</a> <a href="http://www.accbeef.net.au">www.accbeef.net.au</a></p>

<p>4. Australian Organic Meats (AOM Group Pty Ltd)</p> 	<p>The Australian Organic Meat Group is a partnership between two long-standing traditional organic farming families. The Tully and O’Leary families have over 100 years of farming history in Australia and are foundation members of the Australian organic movement. AOM has built an excellent track record, providing new tailored programs for customers, backed up with a full supply commitment. Our goal is to consistently supply premium quality certified organic beef and lamb with a personalised, responsive service to all customers.</p>	<ol style="list-style-type: none"> <li>1. By combining years of experience through pioneering organic systems of farming and establishing reliable supply chain networks, AOM is poised to provide industry-leading supply of cost-effective certified organic beef and lamb to the global market.</li> <li>2. AOM has proven success in managing growth and development of new programs.</li> <li>3. AOM already successfully supplies markets in the US, Asia and the Middle East.</li> <li>4. AOM focuses on better performance for the organic category with a dedicated philosophy of creating and maintaining productive partnerships across the supply chain.</li> <li>5. We will Consistently Supply Premium Quality, Grass Fed, Australian Certified Organic Beef.</li> </ol> <p>CURRENTLY EXPORT</p>	<p>Simone Tully 3856 Golden Highway ELONG ELONG NSW 2831 Tel: +61 2 6886 6244 Mob: +61 408 451 078 <a href="mailto:simone@aomgroup.com.au">simone@aomgroup.com.au</a> <a href="http://www.aomgroup.com.au">www.aomgroup.com.au</a></p>
<p>5. JBS Australia</p> 	<p>JBS Australia is the largest meat processing company in Australia. Through a network of eleven strategically located processing facilities and five feedlots JBS has a daily processing capacity of more than 9,000 cattle and 21,000 small stock. With a commitment to maintaining the highest levels of food safety, animal welfare, product quality and customer service, JBS Australia has developed an enviable reputation as the leading supplier of Australian beef and lamb products around the world.</p>	<p>JBS Australia maintains our livestock supply requirements through a network of specialist cattle and sheep buyers located throughout Queensland, New South Wales, Victoria, South Australia and Tasmania. Our livestock buyers strive to develop and maintain strong relationships with their suppliers and the surrounding communities.</p> <p>Today, JBS Australia exports to more than 80 countries while also maintaining significant market share in the domestic beef and lamb market. Our beef and lamb programs and underpinned by a comprehensive and award-winning brand architecture.</p> <p>CURRENTLY EXPORT</p>	<p>JBS Australia - Brisbane Office 1 Lock Way Riverview 4303 Queensland, Australia Tel: +61 7 3810 2100</p> <p>JBS Australia - Melbourne Office 30 Industry Park Drive Brooklyn 3012 Victoria, Australia Tel: +61 3 9315 1299 <a href="mailto:beefaustralia2015@jbssa.com.au">beefaustralia2015@jbssa.com.au</a> <a href="http://www.jbssa.com.au">www.jbssa.com.au</a></p>

<p>6. Kilcoy Pastoral Company</p> 	<p>KPC have a reputation for excellence and renowned worldwide for commitment to quality and customer service.</p> <p>KPC have grown to become one of the largest beef processors in Australia, processing over 260,000 grain-fed cattle per year and exporting premium beef to over 20 countries worldwide.</p> <p>As grain-fed beef specialists, KPC stands for integrity, consistency, eating quality, operational expertise and on time delivery, continually striving to provide an unbeatable customer experience and a guarantee we will always deliver on our promises.</p>	<p>Producing quality 'Grain Fed' beef products is our core business. We are committed to integrity, consistency, flexibility, operational expertise and 'ship on time' policies.</p> <p>We listen to our customers to provide solutions and an unbeatable customer experience. This focus has ensured our on-going success in the market. We pride ourselves on our ability to prepare and present our beef products to precise specification.</p> <p>With Halal accreditation, licensing into the principal markets of the world, and our firm commitment to quality assurance and state of the art food safety control measures, KPC is a beef processor you can confidently rely on.</p> <p>CURRENTLY EXPORT</p>	<p>Dean Goode Chief Executive Officer 4830 D'Aguilar Highway KILCOY QLD 4515 Tel +61 7 5422 4623 <a href="mailto:hbriggs@kpc.com.au">hbriggs@kpc.com.au</a> <a href="http://www.kpc.com.au">www.kpc.com.au</a></p>
<p>7. MDH Pty Ltd</p> 	<p>MDH Pty Ltd is a family owned and operated beef cattle enterprise based in QLD. We finish cattle on grain at our feedlot on the western darling downs, and market our grain fed product both domestically and around the world, under labels "Wallumba", "Wallumba Premium" and "Alexander". We turn off over 9,000 tonnes of grain fed beef and close to 2,000 tonnes of grass fed beef annually.</p>	<p>MDH is a paddock to plate operation, with its head office in the bush. We are passionate about raising, fattening and finishing our cattle in an humane way, and bringing our world class product to the consumer. We have lifetime traceability of our cattle, all are raised and finished on company owned pasture and grain giving us full control of the supply chain. They are custom killed and packed into our well recognised beef brands The MDH story started in 1846 and is built on integrity, innovative thinking and hard work.</p> <p>CURRENTLY EXPORT</p>	<p>Julie McDonald "Devoncourt" CLONCURRY QLD 4824 Tel: +61 7 4742 5906 Mob: +61 438 605 215 <a href="mailto:julie.mcdonald@mdh.net.au">julie.mcdonald@mdh.net.au</a> <a href="http://www.mdh.net.au">www.mdh.net.au</a></p>
<p>8. Mort &amp; Co Ltd</p> 	<p>Mort &amp; Co is an Australian cattle lot feeding, management and marketing business priding itself on producing a consistent supply of quality product for Australian and export beef markets.</p> <p>Mort &amp; Co is one of the largest and most experienced managers of Grain-fed cattle within Australia. Currently the largest 100% Australian owned beef cattle producer in Australia, Mort &amp; Co boasts a well-established vertical integration in the beef cattle industry including cattle procurement, transportation, lot feeding, beef processing and marketing.</p>	<p>Mort &amp; Co's investments in 4 feedlot operations, across the eastern states of Australia include the state-of-the-art "Grassdale Feedlot" and collectively turn-out over 170,000 cattle per year. Refining its feedlot operations to a fine art, Mort &amp; Co is able to achieve consistent numbers of cattle on feed, from 70days GFYG to 400 day Grainfed Wagyu with improved efficiencies and reduced overhead costs, through superior technology and feeding capabilities. Strong relationships with beef processors and strategically positioned branded beef programs provide a range of opportunities for customers to access Mort &amp; Co's high quality grain-fed product.</p> <p>CURRENTLY EXPORT</p>	<p>Mort &amp; Co Head Office 99 Herries Street Po Box 758 Toowoomba QLD 4350 Tel: +61 7 4639 6049 <a href="mailto:admin@mortco.com.au">admin@mortco.com.au</a> <a href="http://www.mortco.com.au">www.mortco.com.au</a> Scott McDouall - Gen Manager Livestock Mob:+61 408 646 188</p> <p>Berry Reynolds -Private Client Manager Mob:+61 418 928 222</p> <p>Tim Burgess - Sales &amp; Marketing - Beef Mob : +61 437 335 912</p>

<p>9. NH Foods Australia Pty Ltd</p> 	<p>NH Foods Australia Pty Ltd (NHFA) own and operate three beef processing plants in Australia, Oakey Beef Exports Pty Ltd, Thomas Borthwick &amp; Sons (Mackay), Wingham Beef Exports and Australia's largest feedlot (Whyalla) in Texas, QLD. NHFA has been processing and exporting beef since 1987 and is Australia's third largest beef processor.</p>	<p>Integrated Feedlot / Processor / Exporter with a range of high quality brands. CURRENTLY EXPORT</p>	<p>Level 8, 2 Elizabeth Plaza NORTH SYDNEY NSW 2060 Tel: +61 2 8918 0000 Mob: +61 419 801 007 <a href="mailto:info@nh-foods.com.au">info@nh-foods.com.au</a> <a href="http://www.nh-foods.com.au">www.nh-foods.com.au</a></p>
<p>10. Nolan Meats Pty Ltd</p> 	<p>Nolan Meats is an Australian family owned integrated beef company with interests in breeding, lot feeding, meat processing and specialising in exporting high quality beef products around the world.</p>	<p>We are an integrated supply chain to ensure food safety outcome are consistently met or exceeded. Our company is recognized as an early adopter and assisted in the pioneering of Meat Standards Australia (MSA) to deliver high quality tender beef without the need excessive marbling and waste fat. We service a range of traditional and Halal markets both here in Australia and overseas. CURRENTLY EXPORT</p>	<p>Terry Nolan PO Box 389 GYMPIE QLD 4570 Tel: +61 7 5489 6888 Mob: +61 428 714 888 <a href="mailto:tw@nolan.com.au">tw@nolan.com.au</a> <a href="http://www.nolan.com.au">www.nolan.com.au</a></p>
<p>11. OBE Organic</p> 	<p>OBE Organic is one of the world's most respected producers of certified organic, grassfed beef. The OBE Organic group was founded in the early 1990s by a far-sighted group of Australian farming families which are continuing century-old family traditions. Today, OBE Organic brings consumers certified organic, grass-fed beef from Australia.</p> <p>OBE Organic Beef is:</p> <ul style="list-style-type: none"> <li>• Naturally raised in Australia and enjoyed by people around the world</li> <li>• Grassfed, natural and certified organic</li> <li>• Free of chemicals and growth promotants</li> <li>• Healthy and nutritious.</li> </ul>	<p>OBE Organic is one of very few companies in the world with the ability to produce certified organic halal beef. This means that we can cater to the opportunities presenting themselves in Muslim markets around the world, including the Middle East and parts of Asia.</p> <p>With nearly 20 years' experience in the production and sale of certified organic beef, we have developed a supply chain that can meet the needs of large supermarket clients around the world. We have experience in the Middle East, the USA and Asia. CURRENTLY EXPORT</p>	<p>Dalene Wray &amp; Scott Fraser Ground Floor Building 104, Unit 3 Da Vinci Office Park 6 Leonardo Drive EAGLE FARM QLD 4012 Tel: +61 7 3623 2880 Mob: +61 439 224 968 (Dalene) <a href="mailto:dwray@obeorganic.com">dwray@obeorganic.com</a> Mob: +61 408 875 730 (Scott) <a href="mailto:sfraser@obeorganic.com">sfraser@obeorganic.com</a> <a href="http://www.obeorganic.com">www.obeorganic.com</a></p>
<p>12. Signature Beef</p> 	<p>Family owned and committed to the core values that have made us one of Australia's most trusted breeders of quality beef, Signature Beef is your partner in consistent, authentic beef solutions.</p>	<p>One source - a source of quality - Signature Beef's brands are some of the very few on the global market sourced from one family owned herd.</p> <p>World class market access - Signature Beef currently exports to over thirty countries including the EU, China and the Middle East. With a suite of brands Kimberley Red, Sondella, Boss and Signature Wagyu, Signature Beef has a product to suit your needs. CURRENTLY EXPORT</p>	<p>Tess Camm Kimberley Station CLERMONT QLD 4721 Tel: +61 7 3390 6445 Mob: +61 458 440 018 <a href="mailto:tess@signaturebeef.com.au">tess@signaturebeef.com.au</a> <a href="http://www.signaturebeef.com.au">www.signaturebeef.com.au</a></p>

<p>13. Stanbroke Beef</p> 	<p>We are a privately owned vertically integrated beef business, breeding, backgrounding and grain finishing cattle to produce some of Australia's finest beef. Because Stanbroke carefully manages the entire production process we see the powerful interconnection between our food supply, our natural environment, and our health.</p> <p>Our processing facility is accredited to export to all Halal destinations, chilled and frozen for China, EU, USA and all Asian and south east Asian destinations.</p>	<p>Stanbroke is dedicated to offering consistent grain fed beef products with exceptional customer service. Our broad range of product [grain assisted beef, grain fed, Angus and Wagyu] provides a "one stop shop" for customers who need a reliable and trusted supplier.</p> <p>We partner with leading retailers and restaurateurs around the world to deliver exceptional product 52 weeks a year. CURRENTLY EXPORT</p>	<p>Alastair Ronald Grantham Scrub Road GRANTHAM QLD 4343 Tel: +61 7 4697 6188 Mob: +61 409 182 529 <a href="mailto:sales@stanbroke.com">sales@stanbroke.com</a> <a href="http://www.stanbroke.com">www.stanbroke.com</a></p>
<p>14. Stockyard Beef</p> 	<p>Stockyard is part of the Kerwee Group of companies, a family business established in 1958. The group owns and operates an 11,100 head registered feedlot, grain and pasture properties that supply the feedlot with essential stock, and a marketing and distribution company focused on markets throughout the world. Stockyard specialises in the production of grain fed beef, particularly in the high quality Angus and Wagyu categories. Stockyard beef is available internationally through exclusive distributorships.</p>	<p>Stockyard is a vertically integrated family business specialising in exporting high quality grain-fed wagyu and angus beef. The group's award winning Kerwee feedlot, uses steam flaking technology, non GMO feedstuffs and Temple Grandin designed cattle yards. As one of Australia's most awarded branded beef programs, Stockyard angus and wagyu is available internationally for foodservice and retail. CURRENTLY EXPORT</p>	<p>Lachie Hart Unit 104, 3 Leonardo Drive BRISBANE AIRPORT QLD 4009 Tel: +61 7 3623 2800 Mob: +61 408 467 803 <a href="mailto:lachieh@stockyardbeef.com.au">lachieh@stockyardbeef.com.au</a> <a href="http://www.stockyardbeef.com.au">www.stockyardbeef.com.au</a></p>
<p>15. Teys Australia</p> 	<p>As the leading, vertically integrated supplier of red meat supply chain and meal solutions, Teys Australia creates sustainable value for its key stakeholders by building strategic partnerships across the supply chain.</p>	<p>Tey's Australia operates six modern and efficient beef processing facilities strategically located across the Eastern seaboard. The company also operates three feedlots located at Jindalee in NSW, Condamine in Queensland and Charlton in Victoria. The geographic location of Teys Australia's operations provides an ideal alignment with the Australian cattle production system and global customers.</p> <p>Tey's Australia Food Solutions produces our suite of value added products, processed in dedicated and purpose built facilities. Uniquely positioned to leverage integrated raw material supply chain efficiencies, the range of products includes a range of cooked deli items, convenience meals and fresh case ready lines. CURRENTLY EXPORT</p>	<p>Mark Ellison Building 3, Freeway Office Park 2728 Logan Road EIGHT MILE PLAINS QLD 4113 Tel: +61 7 3198 9000 Mob: +61 407 576 083 <a href="mailto:marke@teysaust.com.au">marke@teysaust.com.au</a> <a href="http://www.teysaust.com.au">www.teysaust.com.au</a></p>

<p>16. Thomas Foods International</p> 	<p>Thomas Foods International, largest Australian owned red meat processor, operating 5 processing plants across Australia. Exporting to over 80 countries around the globe to a diverse range of customers including Wholesalers, Retailers, Processors, Foodservice and Hospitality industries supplying a range of products including chilled and frozen Beef, Lamb, Mutton, Goat and Offal's along with Skins and By-Products, which also include MSA grading, Organic and Angus brands with Halal accreditation.</p>	<p>100% South Australian Owned, with a Consumer brand Thomas Farms adding further value to our customers' requirements. Thomas Foods International is licensed to supply Halal-accredited beef, along with accreditations that allow us to supply any market or customer around the world. We also offer an extensive range of Halal products. Angus Pure is an exclusive product developed by Thomas Foods International and Certified Angus Group Pty Ltd. This wholly South Australian product was developed in response to consumer demand for high-quality, pasture-fed Angus Beef, produced naturally, free from Antibiotics and Hormone Growth Promotants. CURRENTLY EXPORT</p>	<p>Jonathan Bayes &amp; Ben Michalik Lagoon Street MURRAY BRIDGE SA 5253 Tel: +61 8 8532 1955 Mob: +61 431 039 006 (Jonathan) <a href="mailto:Jonathan.Bayes@thomasfoods.com">Jonathan.Bayes@thomasfoods.com</a> Mob: +61 417 873 143 (Ben) <a href="mailto:ben.michalik@thomasfoods.com">ben.michalik@thomasfoods.com</a> <a href="http://www.thomasfoods.com">www.thomasfoods.com</a></p>
<p>17. Top Cut Foods</p> 	<p>Top Cut Foods Pty Ltd is Australia's premier value-added meat processor. Top Cut has over 30 years' experience specialising in portion controlled meat for foodservice, hotel, catering and health customers in Australia and overseas. Top Cut is capable of supplying most species and also has a dedicated halal export cutting room in order to service this growing segment of the international market.</p>	<p>Top Cut enjoys very strong relationships with many of Australia's largest abattoirs and suppliers, enabling us to maintain strong supply channels and to source the best quality raw material from around Australia. With significant experience in cutting to detailed and precise customer specifications, Top Cut is well-suited to satisfy the needs of even the most demanding customers. Top Cut uses the services of some of Australia's best freight forwarders and shipping companies, enabling export of product to all parts of the world. CURRENTLY EXPORT</p>	<p>Craig Burgess 6 Taree Street BURLEIGH HEADS QLD 4220 Tel: +61 7 5568 8828 Mob: +61 423 564 232 <a href="mailto:craig.burgess@topcut.com.au">craig.burgess@topcut.com.au</a> <a href="http://www.topcut.com.au">www.topcut.com.au</a></p>
<p>18. Wagyu Trading Company</p>	<p>Wagyu Trading Company is a family owned and operated business producing 100% Fullblood Wagyu Beef in Australia based on over 20 years of breeding.</p> <p>Premium quality Wagyu beef products are available for purchase and can be tailored to your specific requirements.</p>	<p>Wagyu Trading Company offers the opportunity to access the highest quality Fullblood Wagyu Beef directly from one of the founding producers of Australian Wagyu cattle.  CURRENTLY EXPORT</p>	<p>Wagyu Trading Company 'Falcon Downs' Marlborough Qld 4705</p> <p>Amelia &amp; BJ Rea Mob: +61 7 4938 9109 <a href="mailto:falcon.downs@bigpond.com">falcon.downs@bigpond.com</a> Wally Rea Mob: +61 428 507 185 <a href="mailto:wally.rea@bigpond.com">wally.rea@bigpond.com</a></p>

**Disclaimer**

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