



OUR UNITED FOOD CO AUSTRALIA

Distributing & servicing
quality foods across
Australia

100% Australian
Owned & Operated

Founded October 2000

WHO WE ARE Our United Food Company Australia is a private family owned company dedicated to serving the Australian Food Industry. Established in 2000, Our United Food Company Australia has been providing service excellence to the multifaceted fast-moving consumer goods (FMCG) industry. The business employs over 60 people and is 100% Australian owned and operated.

AUSTRALIA WIDE DISTRIBUTION We distribute across Australia with 4 warehouse/office sites located in South Australia (Head Office), Queensland, New South Wales & Victoria. As well as partners in Tasmania and Western Australia.

EXCITING LARGE & DIVERSE BRAND PORTFOLIO Our brand portfolio is wide, diverse and spans across many food categories in the retail trade including:

- Dry groceries, beverages & oils
- Condiments
- Confectionery
- Biscuits & cakes
- UK products
- Dutch products
- Spanish products
- Italian products
- Westernised Asian & Indian cuisine
- Snack foods & health foods
- Cheese - local and imported
- Perishables & frozen foods
- Dairy everyday dips, yoghurt, soups & meals
- Non-foods & general merchandise

We are constantly updating our portfolio to keep abreast of the food industry's ever-changing palate.

INNOVATION & EXPERIENCE Combining innovation with experience gained in the gourmet and main stream food industry, we currently carry around 800 specially selected, medium to premium gourmet, main stream and local products.

OUR MISSION Our United Foods has a single-minded focus on sales, marketing & brand building, whether it be launching new brands or growing our existing brands. Our United Foods also has a strong focus on private label development with its retail partners and works closely with them in pursuit of quality suppliers.

SOUTH AUSTRALIA HEAD OFFICE & WAREHOUSE

608 Grand Junction
Road, Regency Park,
SA 5010



STAFF LISTING

2 x Directors, General Manager, Sales Manager, Account Manager, National Imports Manager, Office Manager, 7 x Office Staff, Warehouse Manager, 5 x Warehouse Staff, 6 x delivery trucks plus carriers, Field Sales Manager, 5 x Territory Managers, 1 x Relief Representative and 2 x Sales Merchandisers





QUEENSLAND WAREHOUSE

21 Achievement
Crescent, Acacia
Ridge, QLD 4110



STAFF LISTING

State Manager, Sales Manager, Account Manager,
Office Manager, 3 x Office Staff,
Warehouse Manager, x Warehouse Staff,
2 x delivery trucks plus carriers and
6 x Territory Managers

NEW SOUTH WALES WAREHOUSE

5 Bosci Road,
Ingleburn, NSW 2565



STAFF LISTING

State/Sales/Account Manager,
Warehouse Manager, 4 x Warehouse Person,
3 x delivery trucks plus carriers and
6 x Territory Managers

VICTORIA WAREHOUSE

29-31 Glenbarry Road,
Campbellfield, VIC
3061



STAFF LISTING

State Manager, Sales Manager, Account Manager,
Office Manager, 3 x Office Staff,
Warehouse Manager, 5 x Warehouse Staff,
6 x delivery trucks plus carriers and
6 x Territory Managers

MEET THE TOP

STEVE BREWSTER
Director

- 1980-1985: Manassen Foods (Rep, Sales Manager, State Manager SA)
- Late 80s: Manassen Foods (moved to Victoria to run business)
- Early 90s: Left Manassen to run own business
- Mid 90s-1998: Manassen Foods (State Manager SA)
- 1998: Retired from sales
- 2000: Co-founded Our United Foods in SA
- 2000-Current: Our United Foods (Director)

ROBERT TAVERNA
Director

- 1990-2000: Manassen Foods (Merchandiser, Sales Cadet Assistant, Territory Manager, Senior Territory Manager, NT Representative, Account Manager)
- 2000: Co-founded Our United Foods in SA (Director)
- 2020-Current: National business with acquisition in July 2020 of Melbourne company to give OUFCA footprint across Australia

GLENN RYAN
General Manager

- 1983-1989: Drake Supermarkets (Casual to Store Manager)
- 1989-1999: Manassen Foods (Merchandiser, Territory Manager)
- 1999-2019 Menora Foods/Monde Nissin (Territory Manager, Account Manager, Sales Manager, State Manager)
- 2019-Current: Our United Foods (General Manager)

ROBERT DI BATTISTA
National Senior Account Manager

- 1985-1997: BI-LO Supermarkets (Casual to Store Manager)
- 1997-2013: Manassen Foods (Merchandiser, Territory Manager, State Accounts Manager SA & WA)
- 2013-Current: Our United Foods (National Account Manager)

JASON BREWSTER
State Manager Queensland

- 1996-1998: BI-LO Supermarkets (Casual/Night-fill)
- 2000-2003: DWN Distributors (truck deliveries to supermarkets)
- 2003-Current: Our United Foods (Merchandiser, Territory Manager, Sales Manager, State Manager QLD)

SAM DI VIRGILIO
State Manager Victoria

- Worked in family food businesses from age 7-22
- 1980-1984: owned and operate delicatessen in Melbourne
- 1987-1996: Coreco Fine Foods (General Manager)
- 1996-2005: Primo smallgoods (Victoria State Manager)
- 2005-2015: Pronto E Fresco Antipasto Co. (Sales Director)
- 2005/6-2020: Coreco Fine Foods (General Manager)
- 2020-Current: Our United Foods (State Manager VIC)

PHIL DE VITO
National Imports Manager

- 1984-1987: Manassen Foods (Warehouse Manager)
- 1988-1989: DWN Distributors (Warehouse Manager)
- 1990-2008: Manassen Foods (Warehouse Manager, Stock Controller (SA/VIC/QLD), National Purchasing Manager)
- 2009-2011: Owner of Outback Jacks Bar & Grill North Adelaide
- 2012-2017: Siena Foods (Logistics Manager)
- 2018-2020: Mondo Global (Purchasing Manager/ Office Manager/ Warehouse Manager)
- 2021-Current: Our United Foods (National Imports Manager)

Our United Food Co. Australia Brands We OWN



Our United Food Co. Australia Brands We DISTRIBUTE

Aunt Betty'sTM



SKINREPUBLIC
SKIN LABORATORY



OIL
GARDEN
ESTD BYRON BAY 1985

Our United Food Co. Australia Brands We DISTRIBUTE



Our United Food Co. Australia Brands We DISTRIBUTE



zoetic
FOR THE CONSCIOUS TEA LOVER


TOSCANO™

Procal

**Maynards
Bassetts**

Mida's®

• FARM  FRESH •
RIVERINA
DAIRY CO.
THE FRESH THINKING DAIRY

SINCE 1922
Branston®



Taste of India

CUSTOMERS WE SUPPLY TO & SUPPORT

SOUTH AUSTRALIA

- Drakes
- Chapleys
- Romeos
- Foodland
- IGA
- Foodworks
- On the Run (OTR)
- Cheap as Chips
- Coles
- Woolworths
- Aldi
- Tony & Marks
plus many other food outlets across the state

VICTORIA

- Ritchie's
- Ryan's
- Champions
- Morgan's
- Colonial Fresh (Fruit Barns)
- Leo's (LeMax) (including Maxi Foods)
- Michaels
- Redrops
- LaManna (1 large store)
- Saccas (Fruit Barns)
- Piedimontes
- Foodworks
- IGA
- Markets
- Continental shops

NEW SOUTH WALES

- Romeos
- Lloyds
- Karellas
- Carlos Group
- Ritchie's
- Supa IGA
- IGA Stores
- Foodworks
- Independent Fruit Barns
- Gourmet shops
- Khans Group
- Supa Barn

QUEENSLAND

- Drakes
- Spar
- Cornetts
- Whites
- Season
- Perries
- Zipf
- Hoppers
- Hyslops
- FreshnSave
- Outridges
- Jones
- Spanos
- Ritchie's
- Foodworks
- IGA
- Independent Fruit Barns

NORTHERN TERRITORY

- Independent Grocers Darwin & Alice Springs
- IGA Stores
- Parap Fine Foods
- Independent Food Outlets

Our United Food Co. Australia Delivery Vehicles



Our United Food Co. Australia Displays & Sections



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WHAT WE DO & SPECIALISE IN PROFESSIONALLY

Our trained, disciplined, passionate and committed Territory Managers gain sales from stores at store level and send the orders through directly from the store.

- ✓ All Territory Managers cover metropolitan and country areas > we cover ALL areas of AUSTRALIA (city and regional) – We have partners in WA & TAS

Our hard working office staff batch all orders for picking and packing.

The sales support team work hard assisting the directors & managers and provide marketing tools for the sales team nationally.

The warehouse team carefully pick and pack every order with love in our state based warehouses.

The OUFCA transport system delivers to our customers back door with caution and care.

- ✓ Metropolitan delivery turnaround from the order day is 24/48 hours, regional turnaround can be between 3-7 days depending on location

We are the one stop shop that can control every move that is needed to get your stock on the shelves across Australia!





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THANK-YOU