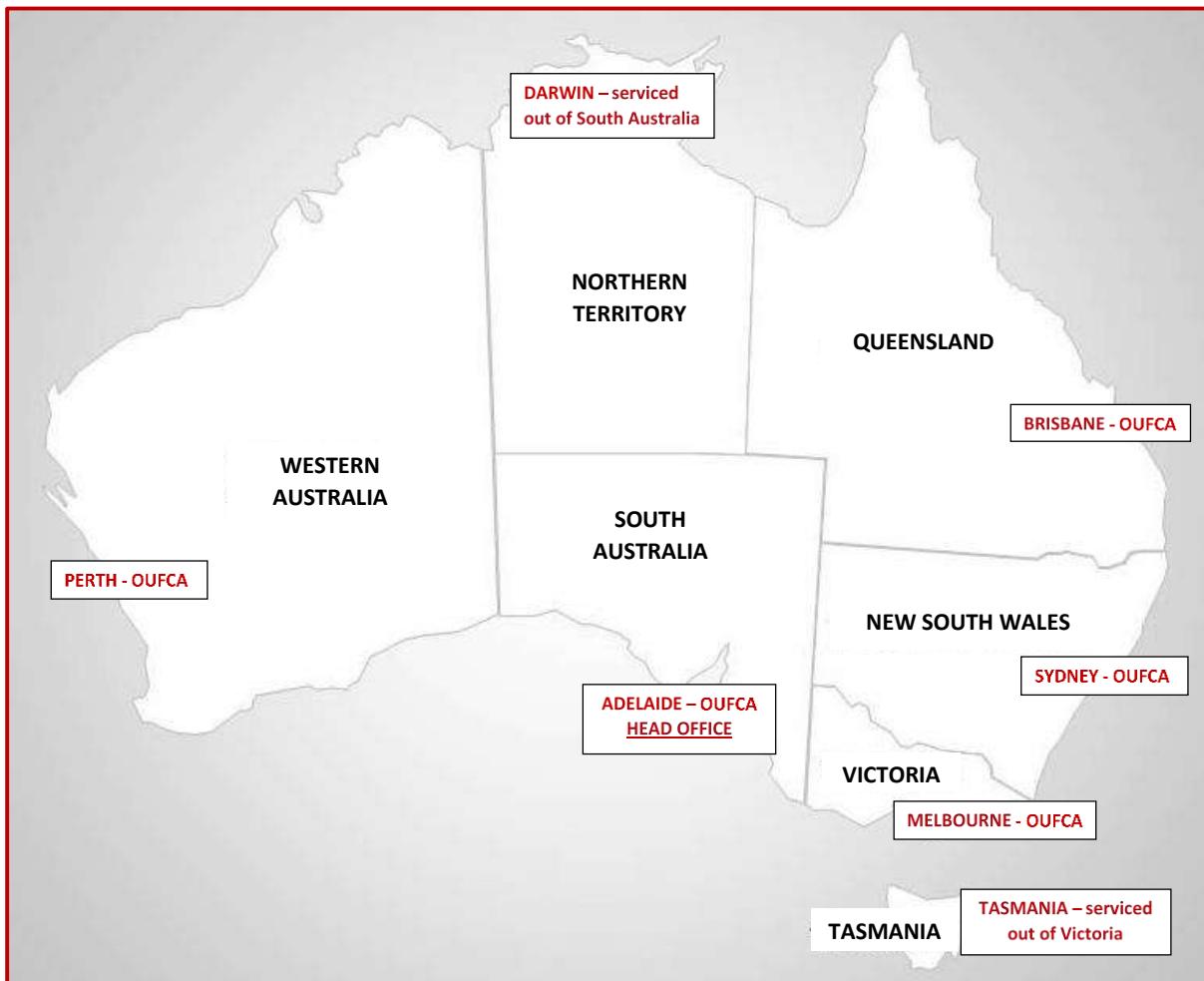


OUR UNITED FOOD CO AUSTRALIA

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 (Independent & Corporate). The business employs over 80 people and is 100% Australian owned and operated.

## AUSTRALIA WIDE DISTRIBUTION

We distribute across Australia with 5 warehouse/office sites located in South Australia (Head Office), Queensland, New South Wales, Victoria & Western Australia. As well as partners in Tasmania.

## 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
- Yoghurt
- Frozen foods
- 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 Rd,  
Regency Park,  
SA 5010



### **STAFF LISTING**

2 x Directors, CEO, General Manager, Sales Manager, Account Manager, National Imports Manager & Imports Assistant, Field Supervisor, Office Manager, 2 x Sales Support Assistants, 6 x Office Staff, Warehouse Manager, 4 x Warehouse Staff, 6 x delivery trucks plus carriers, 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 / Account Manager, Field Supervisor, 2 x Office Staff, Warehouse Manager, 2 x Warehouse Staff, 2 x delivery trucks plus carriers and 5 x Territory Managers.

## NEW SOUTH WALES WAREHOUSE

22-24 Bentley Street, Wetherill Park, NSW 2164



## STAFF LISTING

State Manager, Account Manager, Field Supervisor, 2 x Office Staff, Warehouse Manager, 4 x Warehouse Staff, 2 x delivery trucks plus carriers and 6 x Territory Managers.

## **VICTORIA WAREHOUSE**

29-31 Glenberry Road, Campbellfield, VIC 3061



## **STAFF LISTING**

State Manager, Sales Manager, Independent Account Manager, Corporate Account Manager, Field Manager, Office Manager, 3 x Office Staff, Warehouse Manager, 5 x Warehouse Staff, 4 x delivery trucks plus carriers and 6 x Territory Managers.

## **WESTERN AUSTRALIA WAREHOUSE**

Unit 1-7 / 241 Camboon Rd, Malaga, WA, 6090



## **STAFF LISTING**

State Manager, Sales & Account Manager, 1 x Office Staff, 3 x Warehouse Staff, 1 x driver plus carriers and 3 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)

### JASON BREWSTER *CEO*

- 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)

# MEET THE TOP

## **MICHAEL MARSHALL** *State Manager NSW*

- 1994-2000: Manassen Foods NSW (Territory Manager, Sales Manager)
- 2000-2015: Menora Foods NSW (Territory Sales Manager, Field Sales Manager/ State Sales Manager, Account Manager)
- 2015-2024: Monde Nissin Foods (Sales Manager, Account Manager)
- 2025 – Current: Our United Foods (State Manager NSW)

## **RICHARD BOYLE** *State Manager QLD*

- 1982-1984: SSW Supermarket (Casual)
- 1984-1989: Coles Variety Stores (Department Manager, Store Manager)
- 1989-1995: Coca Cola Amatil (Summer Casual, Territory Manager, Field Manager)
- 1995-1999: Campbell Brothers (Qld) (Territory Manager, Field Manager, Account Manager)
- 1999-2004: Counterpoint Marketing (Qld) (Senior Business Manager)
- 2004-2009: Self Employed (Qld) (Route Distribution)
- 2009-2013 Select Harvests (Qld) (Field Sales Manager)
- 2013-2019 Prolife Foods (Qld State Manager)
- 2019-2022 Self Employed (Retail)
- 2022-Current : OUFCA (State Manager QLD)

## **ROBERT DI BATTISTA** *SA/NT Sales 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/ Sales Manager)

## **JOE MASTROIANNI** *National Key Account Manager*

- May 2011-Feb 2016: Menora (Territory Manager)
- Feb 2012-Mar 2016: Menora (State Sales Manager)
- Mar 2016-Apr 2019: Monde Nissin (Brand Manager)
- Apr 2019-Mar 2021: Monde Nissin (National Account Manager)
- Mar 2021-Nov 2025: KG Foods (Head of Commercial)
- Nov 2025-Current: OUFCA (National Key Account Manager)

## **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



fresh  
bake®

Since 1996



EUROBISC

PREMIUM GOURMET QUALITY



P A C C H I N I

abssoft

100% PURE COTTON

# Our United Food Co. Australia Brands We DISTRIBUTE



# Our United Food Co. Australia Brands We DISTRIBUTE



by Tasmanian Pâté



# Our United Food Co. Australia Brands We DISTRIBUTE



**zoetic**  
FOR THE CONSCIOUS TEA LOVER



**HANSELLS**™



FARM FRESH.  
**RIVERINA**  
DAIRY CO.

THE FRESH THINKING DAIRY



## 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
- Karella's
- Carlos Group
- Ritchie's
- Supa IGA
- Bernardi
- Coles
- Costco
- IGA Stores
- Foodworks
- Independent Fruit Barns
- Gourmet shops
- Khans Group
- Supa Barn
- Harris Farms
- Aldi

### QUEENSLAND

- Drakes
- Spar
- Cornetts
- Whites
- Season
- Perries
- Zipf
- Hoppers
- Hyslops
- Fresh n Save
- 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

### TASMANIA

- Hill Street Grocer

# Our United Food Co. Australia Delivery Vehicles



# Our United Food Co. Australia Delivery Vehicles



# Our United Food Co. Australia Displays & Sections



# Our United Food Co. Australia Displays & Sections



# Our United Food Co. Australia Displays & Sections



# Our United Food Co. Australia Displays & Sections



# Our United Food Co. Australia Displays & Sections



# Our United Food Co. Australia Displays & Sections



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# Our United Food Co. Australia Displays & Sections



# Our United Food Co. Australia Displays & Sections



# Our United Food Co. Australia Displays & Sections



# Our United Food Co. Australia Displays & Sections



# Our United Food Co. Australia Displays & Sections



# Our United Food Co. Australia Displays & Sections



## 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 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!*

PROUD WINNER OF THE  
FOODLAND  
SA SUPPLIER OF THE YEAR  
2023





OUR UNITED FOOD CO AUSTRALIA

## OUR UNITED FOODS STATE & NATIONAL AWARDS

**AWARDS FOR EVERY STATE PRESENTED EVERY YEAR**

- \* STEVE BREWSTER TERRITORY MANAGER OF THE YEAR
- \* ROB TAVERNA SALES SUPPORT PERSON OF THE YEAR
- \* OUR UNITED FOODS WAREHOUSE PERSON OF THE YEAR
- \* OUR UNITED FOODS SUPPLIER OF THE YEAR
- \* Plus OUFCA have a 10 year club  
acknowledging 10 years service



OUR UNITED FOOD CO AUSTRALIA

100%  
Australian Family  
Owned & Operated

THANK-YOU