

Better business

FOR GROWERS AND RETAILERS

Three certified organic commercially focused and quality driven companies collaborate to achieve greater efficiencies and pass on benefits to both suppliers and customers.



EB Organics

Having worked on the farm in Tasmania, setting out to build a business in New South Wales was a significant change for the manager of EB Organics, Malcolm Francis.

Malcolm comes from a family of fifth generation fruit growers situated in the beautiful Huon Valley, south of Tasmania. His family converted to organic farming seven years ago and produces some of the best quality apples and cherries available.

A farming background has provided Malcolm with an edge in his business which requires knowing the needs and wants of growers and the expectations of retailers and consumers of produce supplied.

EB Organics began as a small scale business selling just one pallet of apples traveling to and from Tasmania to Sydney three times a week. The business now sells over fifty different lines of fresh organic produce six days a week, occupying a large warehouse outside of Sydney Markets.

Malcolm with his two brothers traveled the world to witness and learn about different organic growing and production techniques for an improved understanding of modern day organic growing.

Organics is fast becoming the way of living for more Australians and Malcolm and his team are here to promote the industry with passion and conviction working closely with growers and retailers to supply quality produce to the general public.

EB Organics prides itself on its professionalism and excellent service, and the smile on the faces of its staff when you walk through the door.

Malcolm welcomes new and existing growers along with retailers and invites them to see what EB Organics can offer.

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Certified NASAA 7081P

Pacific Organics

Pacific Organics like many other small businesses began in a rented garage and borrowed van in 2004.

Three years later Pacific Organics has grown significantly, relocating twice in search of larger premises due to rapid growth.

The founder of Pacific Organics Cameron Gough comes from a farming background in northern New South Wales where he currently grows a wide variety of fruit and nut trees on his 30 acre organic farm. This has proved to be a vital and important link given the importance of grower relations and careful forward planning.

Pacific Organics specialises in importing and distributing premium quality certified organic nuts, dried fruit, grain, legumes and flour.

With growing consumer demands for packaged goods, Pacific Organics has developed its own grocery range under the label "Organic Road".

Teaming up with EB Organics and Sydney City Organics 12 months ago Cameron says "the merger has been a positive forward step in the growth of the business allowing us to consolidate and improve efficiency in many aspects of day to day operations including freight, customer networking and other shared expenses." Most importantly the combining of these businesses has revolutionised the company's warehousing and distribution, creating a one stop warehouse for Sydney's retailers.



organic road™
premium organic food created naturally



Sydney City Organics

Frank and Diane

Papandrea are the owner operators of Sydney's wholesale organic dairy distribution business, Sydney City Organics. Back in 2003, after 13 years experience in various aspects of the organic industry, they acquired NSW Organic Foods from a business colleague and focused on supplying organic dairy products, along with chilled and frozen products, to Sydney retailers.

Following on from dairy deregulation, when a number of dairy farmers decided to make the change to organic farming, it wasn't long before opportunities came about to bring new brands and products into the Sydney marketplace.

In the early days, we were

struggling to find a producer of organic cream ...

now we supply pure cream, double cream, sour cream, cream cheese, fresh cheeses such as quark and ricotta, along with several brands of organic milk, a great range of organic yoghurts and a selection of organic cheeses.

We welcome enquiries from retail outlets in Sydney, Newcastle, Canberra and country/regional New South Wales. We also welcome enquiries from producers and manufacturers looking to establish or expand their product distribution with a representative in the Sydney market place.

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ACOM SHOWCASE