

## Austrians at Fine Food 2010

Melbourne Convention & Exhibition Centre

13-16 September 2010



Austria is renowned for the quality of its produce and we are proud to be presenting the following 15 companies at Fine Food Australia 2010, at the Melbourne Convention & Exhibition Centre from 13 to 16 September 2010. Should any of these companies be of interest to you, please do not hesitate to contact the relevant person listed, or – even better – come and visit the **Austrian pavilions** at **stands R16** and **R28** to find out more!

Register online before 30 August via the following link to attend the show for free!

<http://www.infosalons.com.au/finefood10m/register.asp>

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### Berglandmilch

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**Looking for: WHOLESALERS, RETAILERS, FOODSERVICE SUPPLIERS**

Contact: Mr Nick Del Re (DELRE International)  
(Importer for Berglandmilch)

E: [nd@delre.com.au](mailto:nd@delre.com.au)

W: [www.schaerdinger.at](http://www.schaerdinger.at)

Stand S31

**Cheese specialities**

**Berglandmilch** is one of Austria's most efficient dairies and processes approximately 937 million kg of milk annually into high-quality dairy products, in particular semi-hard cheese, long-life milk products, fruit yoghurt, milk mixes and butter. Berglandmilch operates nine production locations in Austria and Bavaria, with approx. 1032 employees.

Berglandmilch produces a full range of dairy products under the following brand names: *Schärdinger*: cheese, dairy products; *Schärdinger "slim line"*: cheese, butter, yoghurts and whey drinks for diet-conscious consumers; *Desserta*: Dessert products and milk mixes; *Rottaler Milchquell*: UHT products.

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### d'arbo

Seit 1879



**Looking for: DIRECT CUSTOMERS**

Contact: Mr Christopher Schaerf (Schaerf International)  
(Importer for Darbo's foodservice range)

E: [info@schaerf.com.au](mailto:info@schaerf.com.au)

W: [www.darbo.com](http://www.darbo.com)

Stand R16

**Jams and honey**

**A. Darbo AG** has over 100 years' experience and expertise in processing fruit and honey. With a market share of ca. 50% it is the clear leader in the long-established Austrian market for jams and honey. Darbo is also a major player in other European and international markets. Only fresh or frozen fruits and pure granulated sugar are used in *Darbo Naturrein* jams (pure natural jams), which contain no chemical preservatives, colouring or flavouring. Darbo jams have a high fruit content, ranging from 45% to 70%. Darbo also processes bee honey, produces high quality fruit syrups and supplies processed fruit for the yoghurt and bakery industries.

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### Gunz



**One-stop provider of various Austrian foods & beverages**

**Looking for: IMPORTERS**

Contact: Ms Simone Gunz

E: [office@gunz.cc](mailto:office@gunz.cc)

W: [www.gunz.cc](http://www.gunz.cc)

Stand R28

**Gunz Warenhandels GmbH** was founded in 1986 and is a family-run firm based in Western Austria. Gunz focuses strongly on the export market with a European food range comprising more than 1300 attractive articles. More than 5000 established customers worldwide appreciate the mix of strong Gunz-owned brands and the brands of well-known producers. The company is now an important international food industry supplier thanks to its competence in the food sector. Gunz offers a wide selection of confectionery, biscuits and bakery products, pralines and chocolate, snacks, processed foods, beverages, and country-specific and seasonal ranges.



Stand R16

**Premium chocolates at discount prices**  
**Looking for: WHOLESALERS, RETAILERS**

Contact: Mr Rainer Sandmann (Premier Food & Beverages)  
 (Distribution partner for Hauswirth)

E: [sale@premierfoodandbev.com.au](mailto:sale@premierfoodandbev.com.au)

W: [www.chocolate-austria.com](http://www.chocolate-austria.com), [www.premierfoodandbev.com.au](http://www.premierfoodandbev.com.au)

Hauswirth's product range includes hollow and liqueur-filled chocolates, chocolate-dipped fruits, chocolate-coated bananas, jelly products and rum-and-coconut-centred chocolates. Easter bunnies and Santa Claus chocolates are manufactured under the most modern conditions at the factory in Burgenland for customers throughout Europe. Chocolate-dipped fruits, including the popular *Rumpflaumen* (rum-infused plums), are among the products on offer all year round.

Hauswirth products are pleasing not only to the palate, but also the eye, especially with charming seasonal wrappings displaying Easter and Christmas motifs. The company prides itself on short delivery times and attention to individual requirements.

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Stand R16

**Fresh nibbles & snacks**

**Looking for: WHOLESALERS, RETAILERS**

Contact: Mr Lui Spiroski (Spiroski Foods Pty Ltd)  
 (Distribution partner for Kelly)

E: [lui@spiroski.com.au](mailto:lui@spiroski.com.au)

W: [www.kellys.eu](http://www.kellys.eu), [www.spiroski.com.au](http://www.spiroski.com.au)

Kelly is an Austrian company with an American character and part of the successful European snack network of the Intersnack Group. Only strong brands guarantee credibility, confidence and a defined direction. Only strong brands with a clear, unique profile assert themselves in the international snack markets by offering variety and constant innovation. With KELLY'S and SOLETTI, Kelly has built two brands with an established market presence that is fully accepted by consumers. It is the only company to have two brands amongst the top 10 best brands of Austria.

Kelly became part of the Intersnack Group in 2008 and has set itself the challenge of professionally and successfully marketing and distributing the five Intersnack brands.

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Stand R32

**Fresh fruit soft drink**

**Looking for: WHOLESALERS, RETAILERS, FOODSERVICE SUPPLIERS**

Contact: Ms Ivana Nujic

E: [ivana@twistanddrink.com.au](mailto:ivana@twistanddrink.com.au)

W: [www.twistanddrink.com.au](http://www.twistanddrink.com.au)

Klosterquell has participated in the Austrian market since 1973 with "Dreh und Trink" (Twist and Drink). The original successful concept today has an export ratio of 80% and is particularly popular with children in Europe, Africa and Asia. More than 40 employees and up-to-the-minute production equipment ensure that the strictest quality and environmental standards are maintained. For this reason, only high quality natural ingredients are used – the most important of which is the Kloster spring water, drawn from the company's own spring.

The core target group is children aged between 3 and 7 years, for whom the little colourful bottle is often the first that they can open by themselves and drink from. Twist & Drink is not only a non-carbonated fruity treat, but also a plaything which children can newly experience every day.

# MARESI



Stand S27

**Vienna Ice Coffee****Looking for: IMPORTERS**

Contact: Ms Ursula Trattner

E: [office@maresi.at](mailto:office@maresi.at)W: [www.maresi.at](http://www.maresi.at)

**Maresi Austria** is one of the leading Austrian brand names with a success story stretching back over more than 50 years. Amongst other factors, Maresi's expertise lies in the development of innovative new concepts in the milk products sector. The creamy "Maresi Vienna Ice Coffee" combines the traditional Viennese coffee-house culture with a modern coffee-to-go concept. The unchilled long-life coffee – made with real coffee beans, cream and milk and packaged in a practical cup with slip lid and a drinking straw – can be enjoyed instantly and incorporates sheer convenience.

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Stand R16

**Pumpkin seed oil****Looking for: WHOLESALERS, RETAILERS**

Contact: Mr Rainer Sandmann (Premier Food &amp; Beverages)

(Importer &amp; distributor for Ölmühle Pelzmann)

E: [sale@premierfoodandbev.com.au](mailto:sale@premierfoodandbev.com.au)W: [www.pelzmann.com](http://www.pelzmann.com), [www.premierfoodandbev.com.au](http://www.premierfoodandbev.com.au)

For four generations, **Ölmühle Pelzmann** has been harvesting sun-ripened Styrian pumpkin seeds and processing them with traditional expertise and care to produce exquisite pumpkin seed oil. From the small hand-powered oil mill of yesteryear, Ölmühle Pelzmann has developed into the world's biggest pumpkin seed oil producer. Today traditional production methods are combined with state-of-the-art technology, thus guaranteeing that all its products are consistently of the highest quality all year round.

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Stand R16

**Organic & conventional pumpkin seed oil products****Looking for: IMPORTERS**

Contact: Mr Markus Sixt

E: [office@sixtoel.at](mailto:office@sixtoel.at)W: [www.sixtoel.at](http://www.sixtoel.at)

The **Sixt** oil mill is a family firm based in Southern Styria that has been producing high quality pumpkin seed oil since 1832. Production continues to be based on traditional oil pressing methods and most of the work is still carried out by hand. Sixt is the only oil mill to utilise water power to produce its pumpkin seed oil – thereby generating environmentally-friendly power as well. Years of oil pressing experience have enabled Sixt to acquire many satisfied customers. These include speciality stores, delicatessen stores, organic food stores and the hotel industry. Private customers also like to refine their salads and other delicious dishes with Sixt pumpkin seed oil.

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Stand R30

**Ice teas; fruit juices, nectars and fruit juice beverages****Looking for: WHOLESALERS, RETAILERS**

Contact: Mr Rainer Sandmann (Premier Food &amp; Beverages)

(Importer &amp; distributor for Pfanner)

E: [sale@premierfoodandbev.com.au](mailto:sale@premierfoodandbev.com.au)W: [www.pfanner.com](http://www.pfanner.com), [www.premierfoodandbev.com.au](http://www.premierfoodandbev.com.au)

The love of fruit has been the basis of the high quality standards in the **Pfanner** family firm for over 150 years. The product range comprises fruit juices and real brewed ice teas supplemented with fruit juice. Pfanner successfully supplies the world's important markets and is a reputable partner. Innovation, know-how, quality, years of experience, qualified management and competent staff guarantee optimum service. The firm is renowned for its flexibility and customer service. Pfanner has a wide range of packaging options available – soft packs with screw caps, PET bottles, cans and glass bottles in varying sizes. Fruit Juice – Pfanner can make it!



Stand R16

**Immunizer cocktail****Looking for: IMPORTERS**

Contact: Ms Ruperta Oberauer

E: [info@pilotsfriend.eu](mailto:info@pilotsfriend.eu)W: [www.pilotsfriend.eu](http://www.pilotsfriend.eu)

**PilotsFriend GmbH** is an Austrian firm based in Anif, Salzburg. It aims to develop and market high-value natural products to enhance wellbeing, resilience and performance. The firm is managed by civil pilots and active service fighter pilots from a number of countries. All the firm's products are directed towards the particular standards and requirements of aviation. They have a unique market position, as well as being top quality and made in Austria.

The organic cocktail serves to support the immune system and boost awareness, concentration and performance. It is the ideal supplement and support for stressful and physically strenuous activities. The formula for this exceptional beverage was developed from highly active natural substances in cooperation with active jet pilots, who are often exposed operationally to extreme physical stresses exceeding 9G.

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Stand S29

**Traditional and innovative organic products****Looking for: WHOLESALERS, RETAILERS, FOODSERVICE SUPPLIERS**Contact: Mr Dinesh Parmar (Matthews-Shiloh Pty Ltd)  
(Distribution partner for Sonnentor)E: [dinesh@matthews-shiloh.com.au](mailto:dinesh@matthews-shiloh.com.au)W: [www.sonnentor.at](http://www.sonnentor.at), [www.organicbynature.com.au](http://www.organicbynature.com.au)

**SONNENTOR Kräuterhandels GmbH** was founded in 1988 with a view to collecting farm-produced organic specialities such as teas, spices, herbs, sugar-free fruit spreads, various snacks, mild aromatic coffee, gift articles and much more, and to market them nationally and internationally under the logo "the laughing sun" – a mediaeval symbol representing life and light that is still seen today adorning many farming homesteads.

Raw materials are processed on the farms where they are grown, which has the benefit of allowing smaller farms to thrive while also maintaining the highest quality and transparency of process. The company's products are exported to some 40 countries around the world. The organic range is extended each year by approximately 25 product innovations, such as products for children, various coffee products, spice mills and much more. You can learn more about the firm, its history, philosophy and products at [www.sonnentor.com](http://www.sonnentor.com).

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Stand R16

**Nutritional supplement****Looking for: IMPORTERS**

Contact: Ms Sigrun Kerschus-Schindele

E: [schindele@mineralien.co.at](mailto:schindele@mineralien.co.at)W: [www.mineralien.co.at](http://www.mineralien.co.at)

**Robert Schindele GesmbH** has been distributing its "Schindele's Mineralien™" product since 1996. Also known as Superbiomin®, this nutritional supplement contains numerous mineral elements, including silica, iron, potassium, manganese and zinc. The mineral deposit used for Schindele's Mineralien™ is a volcanic plug of amphibolite facies metamorphic paragneiss, created by a break in the earth's crust. The particular composition of this deposit is unique worldwide. In addition to the mineral content, it is the solubility of the minerals, or their transformation into other minerals involving the release of particular atoms and molecules, that is very important for the efficacy of the stone powder. The finely milled minerals are then filled into tins or vegetarian capsules without the addition of any other ingredients. Schindele's Mineralien™ is a pure natural product and therefore also subject to minor natural variations in composition.



Stand R16

**Beer – Trumer Pils**

**Looking for: WHOLESALERS, RETAILERS, FOODSERVICE SUPPLIERS**

Contact: Mr Ewald Ringer (Trumer International Pty Ltd)  
(Importer for Trumer Privatbrauerei, Josef Sigl)

E: [ewald.ringer@trumer-australia.com](mailto:ewald.ringer@trumer-australia.com)

W: [www.trumer-australia.com](http://www.trumer-australia.com)

The **Trumer** private brewery was founded in 1601 and has been owned by the Sigl family since 1775. Trumer beers are amongst the finest in the world! This has been amply demonstrated by numerous awards such as the World Beer Cup, the European Beer Star, the Australian International Beer Award and the Gold Prize of the German Agricultural Association. The fermenting cellar of the Trumer private brewery has no equal anywhere in the world. Here, brewing is still carried out in the original way (the so-called “open fermentation” method). The use of purest spring water from the brewery’s own spring, strict adherence to the beer purity law of 1516 and an unwavering focus on quality guarantee total beer perfection.

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Stand R16

**High quality (organic) chocolate products**

**Looking for: WHOLESALERS, RETAILERS**

Contact: Mr Rainer Sandmann (Premier Food & Beverages)  
(Importer & distributor for Zotter)

E: [sale@premierfoodandbev.com.au](mailto:sale@premierfoodandbev.com.au)

W: [www.zotter.at](http://www.zotter.at), [www.premierfoodandbev.com.au](http://www.premierfoodandbev.com.au)

The **Zotter** chocolate factory was opened by the chocolatier Josef Zotter in Riegersburg, Austria in 1999. Zotter is one of the few remaining European chocolate producers that roasts and processes the cocoa beans in-house (bean-to-bar), and all Zotter products are organic and Fairtrade-certified. The family firm processes ca. 460 tons of cacao each year from Central and South America.

The Zotter range offers a wide variety of different chocolate creations including hand-scooped chocolates, tasting ‘books’ called Labooko, balleros (nibbles rolled in chocolate) and BASiC – the superior organic couverture chocolate. Zotter also produces a range of single serve drinking chocolates suitable for cafes or home consumption. With combinations of Bird’s Eye Chilli, Cinnamon-Banana and Nut Nougat, Zotter’s unique flavour combinations have taken Europe by storm!

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