



National Supplier news 09



New era as National Foods prepares to join Lion Nathan



From the Waugh Office

As many of you know, this will be my final column in National Supplier News before I say farewell.



National Foods' parent company, Kirin, is set to acquire all shares in Lion Nathan in October and this will lead to a change in corporate reporting. So I have decided the time is right for me to make way for new leadership to take National Foods on the next part of its journey.

It has been an exciting, challenging and rewarding seven years here for me.

I joined the team here when National Foods acquired the King Island Company in 2002 and took on the role of CEO and Managing Director in 2005.

Highlights for me have included working on the organisation's culture, values and vision; seeing the growth delivered from our Convenience and Foodservice business strategy; and a number of acquisitions and integrations capped off last year with the big one, Dairy Farmers.

Of course, working our way through the doubling of juice input prices in 2005 and the 40% increase in milk prices in 2007 and 2008 was certainly a challenge, but we did it with strong support from Kirin who sometimes accepted unacceptable returns.

We find ourselves now in a period of very low milk prices, driven by the global downturn, which presents other challenges that can test the best of friendships.

However, I believe we will successfully navigate this tough period and emerge with enduring relationships intact.

Meanwhile, National Foods is investing in our brands and driving demand for the products that come from your produce. Working to build our award winning brand portfolio has been a highlight of my time here. Everyone associated with making our products should be enormously proud, and this includes all our supply partners, dairy farmers and fruit and soy bean growers who deliver the highest quality raw materials.

It's not just what we produce, but how we do it that is important too. We have worked hard to increase our focus on sustainability. Our factories, packaging and transport functions are moving towards more sustainable outcomes and better use of resources. I am proud of our on-farm team who support many programs across the country focusing on increasing farm sustainability.

I value and will personally miss the relationships I have built with many of our farmers. I wish you all the very best for the future and have every confidence that you will continue a quality partnership with National Foods to produce great tasting products that our customers choose first.

Ashley Waugh

Murray Jeffrey to head procurement team



Murray Jeffrey has been appointed to the position of General Manager Milk Procurement & Inbound Logistics following

the completion of John Bywater's transitional role within the business.

National Foods wishes John and his family well as he moves to another phase of his career.

Since April this year Murray has been National Manager Milk Ingredients & Inbound Logistics.

Murray started working for Queensco Unity Dairy 14 years ago at the Caboolture factory as a member of the engineering team, transferring to project engineering with Dairy Farmers four years ago. Since then he has had roles in process improvement through the cheese

business and worked on various projects within Allansford, Jervois, Simpson and Malanda.

He later took over milk inbound logistics for Dairy Farmers, becoming National Milk Trading Manager responsible for inbound logistics and third party milk procurement as well as being a member of the cheese business team.

Symposium puts ‘fire in the belly’

National Foods sponsored a group of six young dairy farmers from DFMC and NFDS (National Foods Direct Suppliers) to attend the Dairy Research Foundation Symposium as part of the “National Foods Farm Services Young Farmer Program”.

The DRF Symposium is held annually at the University of Sydney’s Camden campus and is a key event on the NSW and national industry calendar focusing on research outcomes and their application on farm. This year approximately 120 attended the event which was held in the new Liz Kernaghan Conference Centre.

For Jamie Nietschke who farms in South Australia’s Barossa Valley the symposium was a chance to hear about some of the latest research; to confirm many of the things he is doing on his farm and to catch up with other young farmers from around the country.

“It was an informative break away from the farm,” he said. “It is great to see National Foods encouraging the younger generation.”

From Ravenshoe in Far North Queensland, Sean O’Connor, was less concerned whether the topics were applicable on his farm and more inspired by the way the presentations encouraged farmers to look outside the square.

“There are different mindsets about feeding and many different systems, so it was interesting to look at the way different farms are set up and why they have a feedlot, or a partial mixed ration or are pasture-based like us,” he said. “It’s not necessarily about right or wrong. All have their place and you can learn something from each one.”

Brad Richardson from the Hunter Valley was intrigued by NSW south coast dairy farmer Tracey Russell’s presentation on reproduction.

“She was almost paranoid about heat detection. She used paint and Kamars and even glued \$2 scratchies to the cows as an incentive to observe heat,” Brad said. He also heard from Tracey about a very thorough method of cleaning cows after calving to ensure they were in good health for their next joining.

“No-one can afford empty cows so we’ve got to do everything we can to make sure they get in calf.”

The consensus among the young farmers attending the symposium was that the chance to get off farm, to be inspired by the speakers and to meet other farmers put “a bit of fire in the belly.”



Brad Richardson, Gresford, Hunter Valley, Justin Lawrence, Denman, Hunter Valley, Michelle Blakeney, FSO Taree, Peter Latimore, Denman and Melanie Hogan, FSO Pricing.

Apart from sponsoring the young farmers from Queensland, New South Wales and South Australia, National Foods is also a major sponsor of the symposium; farm services team members, Fionnuala Malone-McGrath and Melanie Hogan were both actively involved on the programming committee, choosing topics and speakers and organising activities for the two day program.

“We were delighted to see so many at the symposium and to hear their very positive responses to the program,” said Melanie. “It’s often hard for the committee to come up with the most relevant topics ahead of time.”

“By being involved on the committee as well as providing financial support, we are aiming to increase the value of the company’s sponsorship by making the program work better for farmers,” said Fionnuala.

The six young dairy farmers sponsored to attend the 2009 Dairy Research Foundation Symposium by National Foods were: Krystal Lines, NFL supplier SA, Jamie Nietschke, NFL supplier SA, Bart Childs, DFMC supplier QLD, Sean O’Connor, DFMC supplier QLD, Justin Lawrence, DFMC supplier NSW and Peter Latimore, DFMC supplier NSW

For more information on National Foods Farm Services Young Farmer Program, contact your Farm Services Officer.

Manure recycling saves thousands

They've already saved themselves thousands of dollars on fertiliser by recycling manure but Marburg, Qld DFMC suppliers Lynne and Adrian Anstis are taking their soil rejuvenation efforts to another level with the purchase of a new manure spreader.

The equipment upgrade comes through a Landcare project in the Lockyer Valley delivered by Farm Services Technical Officer, Roslyn D'Addona. As part of the project, suppliers can apply for grants of \$3000 which can be used towards completing the activities identified in their action plans. The Anstis have put their grant towards the cost of the new spreader.

By systematically cleaning up manure from the yard and around feed troughs, the Anstis have found they need to use hardly any fertiliser.

"We plan to do more of the farm with the new spreader. We aim to get to



Adrian Anstis with the new manure spreader purchased with the help of a Landcare grant

the stage where we don't use any fertiliser at all," said Lynne. Using lime and manure together they have developed deep, friable soils

that are easier to work and suffer very little compaction. Plant roots grow deeper and stronger.

Ten Dairy Farmers Milk Co-Operative farms are using the DairySAT tool to identify and prioritise areas of their natural resource management that need to be addressed. The project involves two half-day farm visits to participating farms in which Roslyn works with them to develop an action plan which details how these improvements will be made on their farms. Two of the financial assistance applications so far have been for manure spreaders while the other one was for a laneway and feedpad upgrade.

Citrus conference – an industry meeting place

The annual citrus conference is a wonderful opportunity for growers to network – to catch up with other growers, packers and the juicing sector – and to find out what is happening in their industry.

This year's conference will be held at Mildura on the 9th and 10th of November and once again National Foods will be a Silver Sponsor as part of its ongoing contribution to the industry.

According to the industry's peak body, this year's event, titled "Varieties, Commercialisation and Biosecurity", will focus on facilitating a balanced approach to production; showcasing national research, evaluation and citrus budwood

schemes and providing opportunities for the supply chain to meet increasingly competitive and growing global markets.

NFL fruit supply manager, Richard Keightley will present a paper on new varieties at the conference. Developed with the NSW Department of Agriculture, the presentation will discuss the planning required in developing a viable project for the juice market. The predominant varieties included in the NFL project are Salustiana, Hamlin, Parsons Brown and Pineapple.

The citrus industry is one of the largest horticulture industries in Australia with fresh exports valued at \$160 million. Currently 2300 growers

with plantings of 30,000 hectares operate in the major production regions of the Riverland in South Australia; the Murray Valley in Victoria, the Riverina in New South Wales and the Central Burnett region in Queensland. There are also plantings throughout Western Australia, inland and coastal New South Wales, regions in Queensland, and in the Northern Territory.

The growers' national peak body, Citrus Australia, will celebrate its first birthday on 1 November.



Better nutrient management to ensure clean waterways

Dairy farm environmental management in the sensitive Sydney water catchment moved to a new level in September with the first workshops to introduce the NSW Department of Primary Industry's 'Farm Nutrient Loss Index' (FNLI).

According to Technical Farm Services Officer, Brad Silver, the index is designed to determine if a paddock is at risk of losing nutrients. Loss of nutrients, such as cow manure and dairy waste, through run-off and leaching can reduce water quality.

The start of the FNLI project is the culmination of an environmental management program that began in the Sydney catchment in mid-2008. Initially, Dairy Farmers suppliers in the area were approached to assess their natural resource management and safety practices using DairySAT, the self-assessment tool developed by Dairy Australia. DairySAT enables farmers to select from a range of farm practices and to check their performance against industry best practice benchmarks.

"Producers are asked several questions in areas like irrigation, effluent management, soils, nutrients, pests and weeds, air and energy, chemicals and greenhouse gases. Through a simple checklist they can establish whether they are performing to industry best practice," said Brad. "They can then plan to improve their farming practices where they are found to be below industry best practice to achieve better environmental outcomes, safer work-places and to improve their bottom line.

"The choice of improvements and how much of their resources they invest in them is up to the farmer. DairySAT simply gives them a measured range of options rather than using guesswork."



David Walker of Kangaroo Valley taking soil samples as part of the FNLI project

The impetus for the program came from the Sydney Catchment Authority working initially with the Farm Services Team, Dairy NSW and then involving the DPI. The SCA had previously spent a significant amount of money helping farmers to improve their infrastructure particularly around effluent systems. The SCA wanted to further identify potential risks to their water supplies.

"They wanted to know how effectively these natural resource management systems on dairy farms were being managed," Brad said. "For example, in countries with intensive dairying in close proximity to urban areas like Holland, nutrient budgeting is very common. The FNLI is a bit like doing a nutrient budget on individual paddocks on a farm."

"Our seed funding for 10 DairyFarmers suppliers came from

The Creating Greener Pastures program through Landcare," says Fionnuala Malone-McGrath, Farm Services Manager. "This has now grown to a much larger project where all the farmers in the area are getting access to the DPI's latest tool in nutrient management."

Most of the National Foods suppliers in the SCA area have joined the program. Once all the data had been collated an interim report was produced. "Its story makes interesting reading," says Brad. "Generally, these dairy farms have been pretty good at adopting NRM practices like effluent management but as farms have grown the next step is to look at maintaining or upgrading the systems to deal with the increased loads."

The DairySAT report provided the information needed to demonstrate to the SCA where improvements could and should be made. The SCA and Landcare have now committed to funding the next phase of improvements using the FNLI.

The 23 dairy farms in the area will be offered several free soil analyses across their entire farm. Each farm will be divided into zones and using the soil test and other factors such as slope, soil type, fertiliser applications, grazing rates, irrigation and effluent applications, a farm map of the nutrient loss risk levels for each paddock will be built.

"Knowing where the losses are most likely to occur on their paddocks will give dairy farmers a means to manage these risks better," Brad said.

Conference delegates upbeat in Queensland

The mood of both farmers and business people at the joint Queensland Dairyfarmers Organisation (QDO) – DIAA conference in August was overwhelmingly positive according to DFMC director, Duncan McInnes.

“We had many more trade exhibits than we have seen for many years, which reflects a renewed interest in the industry,” he said. More than 200 delegates attended the conference in Toowoomba at which National Foods was a Major sponsor.

Agricultural Procurement GM, John Bywater, spoke about the future of the northern dairy industry and shared the company's view that Queensland would continue to be a growth region for National Foods with the state showing the highest growth in sales of dairy products over the past few years.

The two day conference took a broad sweep across significant industry issues and developments including recent research, the outlook for the industry from a global, national and northern regional perspective and the potential impacts of emissions trading.

Day Two consisted of visits to two nearby dairy farms to look at irrigation and intensive feeding technologies.



National Foods picked up a total of 13 awards including two special awards for the Reserve Champion Product and the Highest Scoring Flavoured Milk as well as seven Gold Medals and four Silver Medals. The awards received were:

Booval

Gold Medal	Class 5	Coffee Full Fat	DARE Double Espresso
Gold Medal	Class 6	Coffee Reduced Fat	DARE Cappuccino
Gold Medal	Class 7	Other Flavours	OAK Strawberry
Silver Medal	Class 3	Modified Milk	Dairy Farmers SHAPE
Silver Medal	Class 5	Coffee Full Fat	DARE Espresso

Malanda

Highest Scoring Flavoured Milk	Classes 4 to 7		OAK Chocolate
Gold Medal	Class 3	Modified Milk	Dairy Farmers SHAPE
Gold Medal	Class 4		OAK Chocolate
Silver Medal	Class 7	Other Flavours	OAK Strawberry

Crestmead

Silver Medal	Class 6	Coffee Reduced Fat	Big M Iced Coffee
---------------------	---------	--------------------	-------------------

King Island

DIAA Special Award	Reserve Champion Product 2009		King Island Honey and Cinnamon Yoghurt
Gold Medal	Class 8	Custard Dairy Dessert	Belgian Chocolate
Gold Medal	Class 10	Flavoured Yoghurt	Honey and Cinnamon



Farm Services North Manager Fionnuala Malone-McGrath and Farm Services Northern region officer Roslyn D'Addona with Steve Spenser from Fresh logic.



National Foods suppliers Steve Siebenhausen (DFMC) and Shirley McIntyre (NFL direct) look on as Ross Warren from the QDPI discusses the importance of irrigation scheduling.



DFMC suppliers Ross McInnes (Harrisville) and Javid Janke (Westbrook)



John Bywater and QDO and Australian Dairy Farmers president Wes Judd.

John signs off

The QDO-DIAA Conference was one of the last official public engagements in a National Foods role for John Bywater who has been an industry icon for more than 20 years.

“Strategically, John was able to see many of the problems ahead and to advise boards on how to deal with them before they arose,” said DFMC Director, Duncan McInnes. “He spent long hours – way beyond the call of duty – attending supplier meetings and meeting with boards on major issues.

“Board members relied on him. I’ve got nothing but praise for the effort he put in.”

One of John’s greatest strengths was his ability to develop payments systems that suited the needs of the time.

“I’m sure not all dairy farmers agreed with him all the time but I think most appreciated the difficult balance he had to achieve between looking after the welfare of farmers and meeting the needs of the business,” Duncan said. “His knowledge of the industry is second to none and his openness, honesty and accessibility will be missed.”



Beating mastitis by doing the simple things every day

Doing the simple things methodically, meticulously, day in and day out has made a huge difference to mastitis problems for Wallalong (Hunter Valley) suppliers, Michael and Paula Gray who manage the 400 plus Holstein and Guernsey dairy enterprise for Paula's parents, Dallas and Juliet Clarke.

"There's no one cause of mastitis," said Paula. "It's caused by a combination of things, so we had to try and address them all systematically. We had cell counts of 300-350 and we were struggling to bring them down, although we'd never had a problem before on previous farms."

With the support of National Foods Farm Services officer, Kathrine Colaci, Michael and Dallas decided to bring in the Dairy Focus team of Rod Dyson, a vet who specialises in mastitis and milking issues, and Rob Moyle, a milking machine specialist, to provide some advice and support in getting the milking system back on track.

The results speak for themselves. Cell counts are now tracking consistently between 130-180, which Michael estimates is worth about \$23,000 a year in milk quality premiums. "Our vet bill has also halved," he said.

"Even though you generally know what the problems are, the best practices are not always implemented in the dairy," said Michael. "Getting an expert in has focused our attention on taking action and maintaining it in all the areas where infection can get a hold."

Excellence is a byword for this dairy business which combines the Kookaburra Guernsey and the Bowthorne Holstein studs run by Dallas and Juliet for around 40 years, and Michael and Paula's Marloo Holsteins and Guernseys. They travel to shows together regularly and have won many ribbons at the Royal Easter, Royal Brisbane and NSW State Holstein shows and at



Rod Dyson, Michael Gray and Rob Moyle

International Dairy Week over the years.

"We've had particular success with the Guernseys in recent times including the All Guernsey champions at Sydney Royal in consecutive years," said Michael. "Production per cow for both breeds has been at the top end for both volume and components."

Milking three times a day requires a flexible workforce: there are eight part-timers and four full-time staff. Many of the staff had little dairying experience before they started here. "Getting Rod and Rob in has improved our awareness of procedures and we've been able to provide a knowledge base for many of our milking staff," said Michael. "We encourage them to attend seminars on procedures like dry cow and teat seal."

Kathrine continues to support the program with regular visits, taking

samples for Dairy Focus and monitoring milking times. "They are very proactive," she said, "and not afraid to ask questions or seek advice. As a result they've turned things around quickly."

They have introduced regular pre-spraying and teat wiping at milking and also blanket dry cow and teat seal. "We're very focused on teat end protection at all costs," Michael said. "It's the simple cleanliness routines we have to be constantly aware of."

Six rotating calving paddocks have been introduced in order to reduce the amount of manure where cows were camping and this change produced immediate improvements in infection rates in the springers.

Teat condition could also have been an issue with milking three times a day, so adjustments have been made to milking machines to alleviate this, particularly on the automatic take-off volumes.

With the mastitis issue now under control Michael is confident that better management and quick adjustments to liners, take-off levels and monitoring teat ends when a spike does occur, will keep the 32 litre a day herd healthy and productive. (The top cows are doing 70 litres a day.)

Under the Dairy Focus Mastitis Control System, he now plans to conduct twice yearly checks with the vet and milking machine specialist to ensure procedures are being implemented and any issues are identified before they become problems.

Getting more from pasture for profit and the environment

National Foods Farm Services in conjunction with the Department of Primary Industry and Fisheries delivered a series of two-day Forage Management Workshops open to all producers at Toowoomba and Maleny in South East Queensland recently as part of the Forage Plu\$ program.

“By optimising pasture utilisation we can increase profitability,” said workshop participant, DFMC supplier Ray Gresham. The workshops focussed on being proactive when making feeding decisions on farm by identifying and implementing key technologies and management.

“It increased our depth of understanding on maximising pasture and nutrition,” Ray said. “Doing the simple things like observing the three-leaf stage in pasture growth is worthwhile.”

National Foods Senior Technical Officer in SE Queensland, Cameron Whitson said, “Producers are keen to adopt environmentally sustainable technologies which improve the productivity and efficiency of growing, utilising and balancing their feed base. As feed costs make up a significant proportion of the dairy business any improvements will have a significant impact on the bottom line.”

“The management of the feedbase is complex on most dairies so measurement of as many key drivers is important to make the right decisions on when to graze, what supplements to use, when to conserve, and when to irrigate.”

The types of technologies producers are using include:-

- Plate meters, bike meters or satellite technology, to assess pasture cover.
- Soil moisture monitoring equipment to determine plant water and nutrient requirements.



Group discussion at a farm visit

- Installation of more efficient low pressure irrigation systems.
- Soil nutrient testing and budgeting for efficient fertilizer usage.
- Feed testing and ration formulation to deliver optimum milk responses per kg of feed input.

The adoption of these technologies not only improves profitability associated with forage management on grazed dairy systems but promotes environmentally responsible

management by minimizing nutrient runoff, using water wisely and reducing carbon emissions by efficient feed conversion.

The Forage Plu\$ program is one of a number of project initiatives that National Foods through its involvement in Regional Development Programs nation-wide delivers to its producers.

*Cameron Whitson,
Senior Farm Services Officer
– Technical, 0418 195 891*

Big crowd at Taree's Grasslands Conference

National Foods was a significant in-kind sponsor of the first Grasslands Conference to be held on the Mid North Coast of NSW thanks to the efforts of local Technical Farm Services Officer Michelle Blakeney.

Hailed by attendees as being 'up with the best', the 2009 conference featured innovations in dairy and beef production under high rainfall systems; the impacts and implications of climate change on pastures and ways to reduce greenhouse gas emissions.

National Foods suppliers Peter Notman, Trevor Middlebrook and Norm Crittenden were among the many National Foods suppliers in attendance.

Peter, who hails from South Gippsland, and farm manager John Crittenden (originally from Taree), have developed a large dairy on former beef country at Walcha. In speaking to the conference about the cost of pasture, Peter made some very insightful comparisons between Gippsland and Walcha.

Gloucester DFMC director and local dairy farmer Trevor Middlebrook is concerned about carbon trading as there is "still a fair amount of indecision about it." He took advantage of this major event coming to Taree to discuss this issue with leading researchers and local farmers.

Dr Roger Hegarty, Principal Research Scientist with the NSW Dept of Primary Industries, told the audience the best way to reduce emissions is to minimise the proportion of the diet that is wasted.

"The size of the animal doesn't really affect the amount of greenhouse gas it produces," he said. "If you feed the animal better, you can double or triple the live weight gain. It doesn't take a lot more feed to do that."

Dr Hegarty gave a 'back of the envelope' estimate of what it might cost producers if they were included in a carbon

pollution reduction scheme. He said the average sheep produces about eight kilos of methane/year; the average beef animal produces 70 kilos, while dairy cattle produce 100 kilos of methane/year. Multiply that by 20 to get a carbon dioxide equivalent (methane is 20 times more noxious than CO₂) and the average beef cow produces about 1500 kilos of CO₂ equivalent greenhouse gas a year. If the price of carbon was \$20/tonne, that's about \$30 per animal.

Norm Crittenden wasn't aware of the Grasslands Society before this conference. He produces two million litres of milk a year and relies on research done by the government agencies and seed companies to help decide what pastures to grow. He said he may put more thought into it in the future after hearing about the latest research.

The conference program included leading research scientists from Australia and New Zealand as well as sessions covering healthcare and safety. Conference tours included a visit to two local properties to see different forms of silage storage; the role of setaria pastures and kikuyu/ryegrass pasture systems; and a 500 cow dairy that operates on the lower flood plain and deals with the issues of acid sulphate soils.

Almost 300 delegates attended the 24th Annual Conference which was organised through a collaboration of the Mid Coast Dairy Advancement Group, NSW Department of Primary Industries and the Grasslands Society of NSW committee. Next year's conference will be held in Dubbo, NSW.

Newsletter winner

The more things change the more they stay the same. That's certainly the case with the competition to rename the supplier newsletter.

Former Dairy Farmers suppliers Noel and Kathy Kohlbach and their son Zac from the Mid North Coast

of New South Wales suggested the name, "National Supplier News" was the most appropriate name and the judges agreed.

The winners received a hamper full of yoghurt, cheese, custard and milk products from National Foods.



Kathy, Noel and Zac Kohlbach with some of the prize products from their 'Name the Newsletter' win.



Mark Van der Wielen presents a cheque for \$10,000 to the Make-A-Wish Foundation in Hobart

Lenah Valley makes wishes come true in winning top award

The Lenah Valley site in Tasmania is The National Foods Plant of the Year for 2009.

The annual award recognises Lenah Valley's manufacturing excellence, safety performance, quality of product produced, plant environmental management, financial performance and water usage.

"It's been a real team effort from the sales and operations teams," said operations manager, Mark Van Der Wielen who accepted the award from CEO and managing director Ashley Waugh at a special presentation barbeque in May. "It is a fantastic achievement for the site and is the result of everyone here being involved and working together."

And the Lenah Valley team isn't the only winner. As part of the award, National Foods donates \$10,000 to a charity of the winning site's choice. The staff chose the Make-A-Wish Foundation which they already support through the staff donation e-CAP program.

In addition to winning Plant of the Year, Lenah Valley also won the Safety and Quality category.

School's cool thanks to Yoplait Go Gurt

National Foods brings snow to outback kids.

When the students at Hannans Primary School in Kalgoorlie turned up for school recently they couldn't believe their eyes. For one day, their dry, dusty oval had been transformed into a winter wonderland of snow.

Living in one of the hottest, driest parts of WA in the Great Victorian Desert, over 80% of students had never seen snow before, let alone played in it.

But as winners of the Yoplait Go-Gurt competition, students spent one fun filled day taking part in snow activities, including racing down a giant toboggan snow slide, teaming up to build snowmen and practising their throwing skills with snow ball games.

School Principal Kylie McLerie said that when the school heard about the Yoplait Go-Gurt Blizzard competition the students were so eager to win a day in the snow that the whole Kalgoorlie community got behind them.

"The children are so genuinely interested in snow that in the lead up to the day, classes incorporated the snow theme into our curriculum. We're even publishing a 'Snow in the Desert' multi-media book, a summary of today's Yoplait Go-Gurt Blizzard event," Kylie said.

Canteen Manager, Anna Fitzgerald, who helped initiate Hannans Primary School's entry said, "We serve Yoplait Go-Gurt yogurt in our canteen because it provides a healthy dairy snack and is the most popular choice for lunch.

"The students were only too happy to eat their way through to the finals, which resulted in the local supermarket actually running short of Yoplait Go-Gurt for a couple of days because everyone was buying it up."

Head Boy and Girl, Jordan Fitzgerald and Olivia Mansson, said it was definitely the coolest day they'd ever had at school!

Stay tuned for the next cool promotion from Yoplait Go-Gurt team. After snow in the desert, what will they think of next?



Going for gold every time



Sarah Yap, Nick Bartram and Susan Scott at the ASCA supporting the award winning Tasmanian Heritage Redsquare.

Competitions are a big part of the dairy industry, and National Foods welcomes every opportunity to put its products, produced from the finest raw materials in the country, forward to be judged against its competitors.

These competitions take a lot of hard work but from experience, the benefits are definitely worth it. Success at dairy produce competitions gives National Foods enormous industry recognition as well as the opportunity to promote and differentiate its brands in the marketplace.

At a retail level, consumers look at the many medals displayed on our packaging and advertising, and know they can trust these products, confident they are buying the best. In turn, awards give retailers the confidence to stock these products because they know they will sell.

Winning competitions gives National Foods and its suppliers a sense of pride in these products.

Site Champions at each site play a very important role in ensuring National Foods is properly represented at the major shows and events nationally and in the case of cheese, at selected international events.

They also assist in communicating their achievements to their National Foods colleagues and sharing wins with the business.

The major dairy competitions are the Dairy Industry Association of Australia (DIAA) Awards, Royal Agricultural Shows held in each state, The Australian Specialist Cheese Makers Association (ASCA) Awards and the Australian Grand Dairy Awards AGDA is the most prestigious competition featuring the Best of the Best products in Australia. Conducted by Dairy Australia, products are only eligible to enter if they have already won a gold medal at a major show or competition. Group Executive Marketing and International, Mike Harley says, "Winning prestigious competitions gives credibility to our products and differentiates us in the marketplace."

Competition	No. of Gold won by NF
DIAA Australia	12
DIAA Vic	4
Royal Sydney Show	7
DIAA NSW	33
EkkA Brisbane Show	21
Royal Adelaide & DIAA SA	22
DIAA QLD	9
DIAA WA	5
Royal Hobart Fine Foods Show	16
ASCA	5

Forget fat, not enjoyment this Spring with Yoplait formé

Yoplait formé is shaping up for Spring with a brand new TV commercial, magazine advertising, shopping centre panels, and extensive in-store activity.

The exciting new campaign will reinforce Yoplait formé as a positive brand for weight management. It highlights delicious flavours not normally associated with healthy eating such as Sticky Date, Apple Pie and Classic Cheesecake, while emphasising that all Yoplait formé

yogurt varieties have no fat* and less than 1% added sugar.

The campaign message will be welcome news for health conscious consumers that they don't need to compromise on choice or enjoyment in order to eat nutritiously and stay in shape.

Updated packaging with increased appetite appeal and stronger nutritional information has also recently been rolled out across the range.



*Yoplait formé contains less than 0.15% fat.

Dairy Farmers New milk

Old fashioned milk made new.

The launch of Dairy Farmers New Milk represents one of the most exciting opportunities to come from the merger of National Foods and Dairy Farmers. By creating a new milk category that utilises whole milk from dairy farmer suppliers, Dairy Farmers New Milk is aimed at the mass market. It differs from other milks because it promises the taste and goodness of full cream milk but with only 2% fat. The heritage and imagery of the Dairy Farmers brand will also give it a strong advantage in the increasingly competitive NSW and QLD markets.

Using the slogan “Old fashioned milk made New”, Dairy Farmers New was launched in QLD and NSW in mid August in Woolworths and will be launched into the broader market at the end of September.

The TV campaign will be rolled out in two phases. An initial burst ran in

the first week of September to support the launch into Woolworths and another will run in October for CFS. There will also be a high impact print campaign and extensive Point of Sale and sampling in store.

Pricing will be in line with full cream milk, making it the best value reduced fat milk on the market. National Foods competitors including generic brands do not have any product in this category.

With the promise of the taste and goodness of full cream milk, demand amongst families with children is high. Its highly competitive price also represents a distinct opportunity.



Dairy Farmers at Cairns Show

Dairy Farmers provided great free family fun and entertainment for more than 64,000 people who attended this year's Cairns Show, a show the company has been associated with for more than 100 years.

Regional North Queensland Sales Manager, Quentin Tumata said once again the show was a huge success.

“Along with our local farmers the Dairy Farmers brand is very proud of our long standing association with the Cairns Show,” Quentin said. “We were a founding sponsor and together we have produced great tasting milk in the region since 1900.”

From traditional sack races, to a giant mural wall for budding artists, the always popular animal nursery and animal photo corner, Dairy Farmers provided plenty of fun to keep the kids occupied while the parents took some time out.

Everyone's favourite, the Dairy Farmers Heritage Trail, was a huge success with five delicious destinations, each with its own special flavour, from the 50s themed OAK milk bar, to the Coon Toastie Caravan where for just \$3.50 families could get the deal of the show, a Coon toastie and an OAK milk. Finally, everyone who completed the Dairy Farmers Heritage Trail received a free replica of an original milk bottle.

Of course, it's not a country show without a cowboy and not just any cowboy. The North Queensland Cowboys' (sponsored by National Foods) Ashley Graham and Clint Amos created a commotion as they mingled with the crowd.

Dare sales spike as the V8 Supercars come to Townsville

National Foods was front and centre as sponsor and official dairy supplier of the action packed 400 V8 Supercar Street race held for the first time in Townsville in July.

The company supercar, the Dare Hummer, always a crowd favourite, briefly stole the limelight from the V8s as it took to the race course for one lap as the official course car.

Attendance numbers exceeded all expectations, no doubt due to the magnificent weather conditions. As well as being the official supplier of

milk, cheese, cream and yogurt, the crowd was treated to free samples of new Dare Mocha flavoured milk – a double treat as they were handed out by the North Queensland Cowboys Cheer Squad. Not surprisingly Dare Mocha proved extremely popular.

The event turned out to be a lot more than fun with the sale of Dare products in the region soaring more than 20% proving events like this are terrific promotional tools and assist the super sales team to achieve great results.



All the fun of the fair at Ekka

It was 10 days of non-stop farming fun at Brisbane's Ekka this year as National Foods, under the Dairy Farmers brand, fed and entertained more than 400,000 enthusiastic Queenslanders. And even taught them how to milk a cow.

As Grand Champion sponsor, National Foods showcased some of its finest products, including Dairy Farmers White Milk, Thick & Creamy, Squeezies, Rise, Dare Iced Coffee, OAK flavoured milk and many cheeses including Cracker Barrel, Mil Lel, Australian Gold and the ever popular COON.

Speaking of COON, if an agricultural show is the place to break records,

then COON Toasties blitzed it, selling a whopping 19,000 toasties over 10 days – that's 3,000 more than last year – and a mind blowing 3,040 toasties in just one day. That's more than at any other show.

The retro OAK milk bar was once again a big hit with show goers, as was the kids' YoGo Alley, the Dairy Farmers Fireworks and Laser Show and Dairy Farmers Milking Barn.

The Dare sampling booth – a converted shipping container – was one of the most popular hang outs during the Nova Live and Loud Concerts, as the crowd danced to Bob Evans and Evermore.

To give you an idea of just how much those Queenslanders love National Foods product, in 10 days they drank 6,500 OAK Milkshakes, 22,000 Dare Mocha samples, redeemed 10,000 Thick & Creamy vouchers, bought 9,000 Dare, OAK and Dairy Farmers show bags and 3,000 Cracker Barrel show bags.

That's a lot of product and by the sounds of it a lot of fun had by all.



NEW Thick Creamy & Smooth Fruits

Real fruit yogurt, without the chunky bits. It seems that nothing is too much trouble for the Dairy Farmers yogurt team. Despite the enormous popularity of Dairy Farmers Thick & Creamy fruit yogurt, it turns out there are some people who would prefer their fruit yogurt to be, well, smooth. That's right, no fruit chunks.

So Dairy Farmers, always happy to oblige, has taken its delicious fruit yogurt, and smoothed out all the fruity chunks – every single one of them – and created the new Smooth Fruits range. Smooth Fruits contains everything people love about Thick & Creamy, but with the fruit pieces smoothed out. Until now, 'smooth' yogurt has largely been confined to vanilla or honey flavours. Delicious, but no good if you really want fruit yogurt.

To launch Smooth Fruits, a new TV commercial will be on-air for four weeks from early September, with magazine advertising to follow in The Australian Women's Weekly, Woman's Day and NW.

Thick & Creamy Smooth Fruits is 98% fat-free and comes in a range of delicious flavours - Strawberry & Vanilla, Blackcurrant & Raspberry, Orchard Mangoes & Nectarines and Country Fruit Harvest. Look out for it in Woolworths, Coles and major independent supermarkets from early September.



New Vitasoy Café

Developed for baristas by a barista.

Vitasoy has launched Vitasoy Café for Baristas – a specially formulated soymilk for use in espresso coffee, in response to the growing consumer demand for soymilk coffee in cafés and restaurants.

David Makin, two-time Australian Barista Champion, and Runner-up World Barista of the Year 2008, has put his name behind Vitasoy Café for Baristas, and features in a trade advertising campaign (print and video) under the slogan 'Developed for baristas by a barista'.

David worked with Vitasoy to help produce a soy milk that would perform well under the daily pressures of a busy café. The result is a product that delivers a perfect balance of soy and coffee flavours, texturing, and pours perfectly.

Vitasoy Café for Baristas is only available to food service professionals, and is expected to capitalise on the current wave of holistic health awareness, without compromising the quality of the coffee.

Like traditional Vitasoy, the new Café specific version is made from Australian-grown, non-genetically modified, whole soy beans and is gluten and lactose free. It contains no cholesterol, and is 98.5% fat free.

Vitasoy Café for Baristas has been extensively sampled to food professionals and was chosen as the exclusive soy milk at the 2009 Aroma Coffee Festival.

See the video at www.vitasoy.com.au/videos



Go backstage with Berri and meet Natalie Bassingthwaighte

This has to be one of the most exciting promotions of the year, and it's boosting Berri sales at Woolworths.

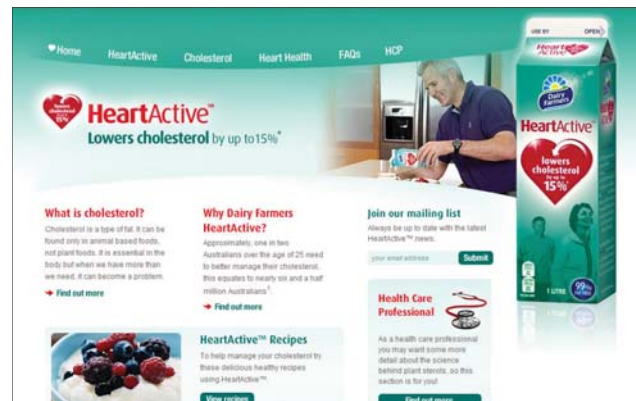
For four weeks (Aug 31-Sept 27) Berri gave juice lovers a once in a life time chance to win the total rock star VIP experience with the stunning Natalie Bassingthwaighte during her forthcoming '1000 Stars' national tour.

All they have to do is buy three Berri products in one transaction from any Woolworths store, hop onto www.berrijuice.com.au and fill in the entry form.

One lucky winner – and three friends – will be put up in a swanky hotel, driven by limousine to Natalie's concert, and watch the star from the best seats in the house. Then, they'll go backstage and meet Natalie herself. It just doesn't get better than this. So why are Woolworths staff so excited? Well, apart from skyrocketing sales of Berri products, Natalie will personally visit the Woolworths store that clocks up the highest sales growth in the promotion period. Now that's incentive.

As well, Berri is giving away daily prizes of a Sony Playstation 3 and a Singstar pack for all those budding rock stars out there. Early reports are that the promotion has already been a huge success with Woolworths store managers and the Berri field team really bringing the promotion to life in store.

Make sure you tell your friends and extended family about the promotion and encourage them to support Berri. Visit www.berrijuice.com.au for full details about the promotion.



Dairy Farmers HeartActive launches in NSW and QLD

Pura HeartActive has been relaunched as Dairy Farmers HeartActive in NSW and QLD where Dairy Farmers is National Foods' leading white milk Brand.

New Dairy Farmers HeartActive began hitting the shelves in August and a brand new advertising campaign has been launched to support the change over.

From September, we'll be seeing a lot more of the new HeartActive spokesperson Andrew Gaze and his healthy heart message with a brand new Zoot Review TV campaign, interactive website, direct mail campaign and online advertising.

Being a former elite sportsman and popular advocate of healthy living, Andrew Gaze brings tremendous credibility to the HeartActive brand.

The campaign runs in NSW and QLD until early October. It aims to increase awareness and trials of Dairy Farmers HeartActive amongst people with high cholesterol and provide more information for health care professionals and people looking for nutritional advice.

The TV campaign will help raise awareness and direct consumers to the HeartActive interactive website at www.heartactive.com.au which includes information on cholesterol, heart health, plant sterols, product information and delicious recipes using HeartActive.

Health care professionals in NSW and QLD who specialise in heart health and cholesterol management will receive a HeartActive direct mail pack containing information on the health benefits of HeartActive and helpful tools on how to recommend HeartActive to patients.

Online advertising banners will appear on Big Pond Health and Nine MSN Health and Wellbeing with information on cholesterol management and direct links to the HeartActive website.



New faces – Peter Meek

Peter Meek, the new Group General Manager, Customer Marketing & Marketing Services says that you can teach a dog new tricks. And people, too.

Peter has had a diverse career spanning food manufacturing, including running Nestlé's Australian Peters ice cream operation; setting up a 'dog listener' business his wife Jo; running a marketing consultancy, and helping elderly people to live longer, more fulfilling lives. One of his favourite sayings is 'be yourself – only better'.

Peter recently joined National Foods and says he was attracted by the breadth of the 55,000-strong customer base, the great brands and the open and trusting culture of the company.

After spending time with Peter you get the feeling it just might be possible to talk with the animals to become happier. Peter shares one family episode which he says took his career down an unexpected and interesting path, and tested all that he really knew about communication.

"My wife Jo and I came home one night to find that our Jack Russell dog, Astro, had destroyed three sofas in one day. We were beside ourselves and had no idea what to do. Something had to give or someone had to go. It was Astro or us."

So in a similar vein to Caesar Milan, the renowned dog whisperer, Jo and Peter turned Astro's bad behaviour into a going concern Business: "K9Karma.com.au teaches people to communicate with their dog or their 'pack' through body language and demonstrating the traits and behaviours of a calm, consistent and confident leader," says Peter.

"There are many parallels with dog and human behaviour. As a leader, you cast a long shadow. If you're stressed or out of control it reflects onto your 'pack' or your team." Peter says he works with people first and foremost.

"I want to grow people, brands and capability. I'm very much about building networks and relationships to make a difference to people. I have the view that we own the trade mark, but the consumer owns the brand.

"Work for me is a bit like a spider's web. There's more than one way to get around. And if you've woven influence you can get back at least as much as you've put in."

Lytton – Queensland home of juice

Located in the Brisbane suburb of the same name, National Foods Lytton plant produces more than 87 million litres of fruit and vegetable juices annually. Brands produced at Lytton include Berri, Daily Juice, Just Juice, Mildura and private label.

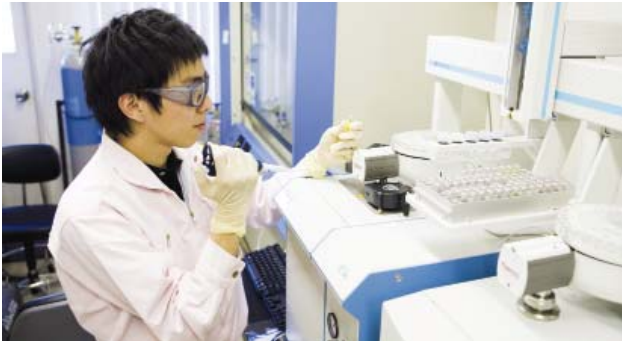
Although not a milk production site Lytton, which employs 180 staff, has embraced the 'One Company Integration' process, bringing together the combined state sales teams for grocery and CFS with the established sales and administration presence at the site. The new Queensland logistics team has also moved in as have warehouse and despatch teams, highlighting the fact that the site does much more than just juice production. Having the sales teams located on one site is a step towards future growth identified in the Queensland market.

In keeping with the company's focus on safety and quality, Lytton plant, which operates 5 or 6 days a week, 24 hours a day with three rotating shifts (depending on volume), has clear expectations of continuous improvement in all areas. It recently beat its previous record of 118 incident-free days.

The site introduced the 'Quality Legend of the Week' in 2006, a recognition program in which all employees are invited to highlight how 'we can do better' across food safety, quality and manufacturing best practise. The problems that these legends identify not only have the potential to save the company money but they assist in improving levels of customer service.

As Lytton also exports juice variants to international markets primarily in the Asia Pacific region it has stringent QA audit systems that comply with each country's requirements. The Lytton plant layout is described as 'a room within a room within a room' in order to ensure the cleanest manufacturing environment. The filling halls are modularised, meaning empty bottle depallitising, bottle filling and packaging are in three separate rooms ensuring full quality standards are met at every stage.





Quality and customer safety come first with Kirin

Corporate responsibility

At Kirin we take our corporate responsibility seriously. We believe that not only do our customers deserve fresh and exciting new products, but our products must be safe to consume and have minimum impact on the environment.

Our two guiding principles, which are the foundation of our success are a 'Customer focused approach' and a 'Steady focus on quality'.

In each of our business groups we have a General Director who ensures quality assurance at every stage of production, starting with product development and finishing post purchase with recyclable packaging.

All Kirin companies adhere to clearly defined Group Quality Standards and Guidelines, which provide the checks and balances to constantly improve the superior quality of our products.

In the event an accident or problem does occur within Kirin, we go through strict evaluation processes using new analytical methods, which in turn will improve our quality management. We even observe incidents which happen outside the Kirin Group to see how we may learn from others' mistakes.

The science of food safety

All companies within the Kirin Group are constantly working to develop better quality assurance systems and maximise the quality of our products.

We are very proud of our Centre for Food Safety Science (CFSS), a state of the art facility which supports all our food and beverage companies to ensure the safety of our products and raw materials.

Equipped with highly sophisticated analysis and evaluation technologies, the CFSS's role is to improve the quality assurance level of the entire Kirin Group.

High tech packaging

Kirin has played a central role in developing the soft drinks business in Japan and the Oceania region, including developing innovations in product packaging for better quality and to minimise their impact on the environment.

One of the most significant of these innovations was our development of the aseptic filling system for PET bottles in 1994. By establishing advanced microorganism control technologies, we eliminated the need for high-temperature pasteurised filling. By filling our bottles at normal temperatures, our milk and tea products maintain their superior, delicate taste.

In 1997 Kirin introduced 'preform', the small 'test tube' like form made from PET plastic raw materials, to blow and form PET bottles. Since we started transporting these small 'preform' tubes to the factory instead of the big blown PET bottles, we have increased the loading capacity of our transport trucks. This in turn has

significantly reduced transportation costs and minimised carbon emissions.

Further, these ingenious PET bottles are much lighter than traditional bottles, which make them easier to crush for recycling and reduces the amount of raw materials we use. Our original designed beer bottles and cans are also much lighter than they were, which minimises their impact on the environment.

Kirin's low carbon goal

In 2009, Kirin set a medium to long term goal to become a 'Low Carbon Corporate Group', a goal we believe is an essential part of our corporate philosophy of producing quality, healthy food and caring for the environment in which we operate.

Read more...

You can read more about Kirin's corporate social responsibility activities in the Kirin Group CSR Report.

This annual report gives a comprehensive account of Kirin's key CSR activities and our obligations as a corporation including compliance, risk management, quality assurance systems for food safety and reliability, promoting respect for diversity, implementing environmental management, maintaining strong IT security, and promoting responsible drinking.

Contributed by Kirin, Japan. For further information on Kirin's CSR activities please refer to our website www.kirinholdings.co.jp/english/csr

Nutrition News

Bone Health

Last month National Foods celebrated National Healthy Bones Week with the theme 'Are you feeding your bones?'; encouraging people of all ages to make sure they meet their daily calcium needs.

Calcium is a building block for bones and is essential for bone strength and reducing the risk of osteoporosis. Every day, calcium from bones is lost and replenished, making it an essential daily nutrient throughout life.

The 'bone-y' facts

- There are 206 bones in the adult human body.
- Osteoporosis, a disease characterised by brittle bones, affects more than one in three Australian adults aged 60+ years.
- Vitamin D, protein and phosphorus are important bone nutrients.
- Regular exercise can increase bone strength, particularly weight bearing and resistance training exercise.
- The importance of an adequate dietary calcium intake begins in childhood. By starting early in life, it helps us to establish positive lifelong habits.

Are you feeding your bones?

How much calcium do you need*? Children up to eight need 500-700mg daily, whilst the rest of us need between 1000-1300mg every day.

Dairy foods are one of the best sources of calcium in the Australian diet, and consuming three to four serves everyday can help you achieve your daily calcium needs.

Look out for Petit Miam for young children. The 60g pot is ideal for tiny hands, and has the bone building duo of calcium and vitamin D. Other products that can help you reach your daily calcium needs include Vitasoy Calci-Plus and Australian Fresh Orange + Calcium.

*quantities based on Nutrient Reference Values



Breakfast

250mL serve of Pura Light Start;
315mg calcium

+



Morning Tea

175g tub of Yoplait Creamy Lite;
250mg calcium

+



Lunch

25g slice of Coon Light & Tasty
Cheddar; 215mg calcium

+



Afternoon Tea

300mL serve of Moove;
333mg calcium

=

**1113mg
calcium**

Food Safety Week is 9-15 November

Here are some hot tips to help keep your food cool...

Tip no. 1: Lunchboxes

It's important to keep lunchboxes cool, even in cold weather. Pack something cold such as a frozen juice box or water bottle with the lunch. Or alternatively, try an insulated lunch-bag.

Tip no. 2: Refrigerator temperature

The ideal temperature for your fridge is 5 degrees Celsius or below. Did you know that the door is usually the warmest part inside a fridge?

Tip no. 3: Storing cheese

All cheeses should be stored in the fridge, sealed, or wrapped up (in the original package or with cling wrap). You can serve cheese at room temperature by removing it from the fridge 30 minutes before eating.

The ABC of Nutrition

G is for Gluten.

Gluten is found in the protein of wheat, barley, rye, oats and triticale. Approximately 1% of Australians have difficulty digesting gluten and need to follow a gluten free diet for life. Many dairy foods and juices are naturally gluten free.

Always check the product label just to be sure.

H is for Heart Health.

A healthy diet and keeping active can play an important role in looking after your heart health and cholesterol. Pura HeartActive is nutritious, low-fat milk enriched with plant sterols, which can help lower cholesterol levels.



I is for iron.

Iron is an essential mineral that helps carry oxygen around your body. Did you know that vitamin C can help the absorption of iron from plant foods? Adding a glass of orange juice to meals is an easy way to help the body increase the uptake of iron.

Environment Good News

Everyone has a role to play in NFL becoming a sustainable business. Becoming 'sustainable' means thinking beyond just the business, and thinking about the future of customers, consumers, suppliers and communities.

National Foods believes that in the future, consumers will judge the company on its commitment to being a sustainable business and the integrity it shows to the community. A Working Group will submit a draft sustainability strategy to the Group Executive in October.

Chelsea reduces water, energy and waste. The EPA has recently commended the Chelsea site in VIC for identifying ways to substantially reduce its water and energy usage, and minimise its waste generation. The site has saved a massive 29,000KL of water per annum by moving to a six day production schedule and eliminating one CIP wash a week, a total saving of 6,760KL per annum. Another 10ML per annum is being saved by installing pulsing sprays on the Shikoku carton fillers.

In the area of waste, Chelsea is working to reduce the amount of dated and damaged returns to reduce the amount of solid and liquid waste. The installation of an additional cream silo at the plant has also avoided the need to send cream to external customers and the liquid waste associated with that process.

Simpson water, wastewater and energy reductions.

The Simpson site has exceeded its target of 20% water savings in the Victorian Government's WaterMAP program. Judging by the number and the range of initiatives Simpson has implemented, the site is proving to be environmentally and community minded. Here are just some of the initiatives Simpson voluntarily implemented:

- Replacement of seals/gaskets across the plant
- Timers on washers
- Investigation into extension of dumping cycles on the 'Hoop washer'
- Provision of new/additional storage silo for brine to minimise overflows and subsequent make-ups
- Reduce load on ice tank by utilising ammonia plate pack for whey cooling rather than ice tanks; water savings in top up
- Sweeping hard surfaces rather than hosing down
- Replacement of pasteuriser
- Installation of trigger nozzles for all hoses
- Utilise water from the RO instead of running a still to produce distilled water.

Communication the key to Cobden's injury free milestone

The Cobden site in Victoria achieved 1,500 days LTI – or no loss of time due to injury – in August.

Cobden's Operations Manager Colin Holt said the key driver behind achieving this significant milestone is communication.

"We have an excellent working relationship between management, our employees and our OH&S representatives. Our employees know exactly what their responsibilities are with regards to safe working practices.

"We also conduct regular workplace inspections, internal audits, and Safety Walk and Talks and reviews of all our risk management systems.

"It really gets down to each person taking responsibility for their safety and that of their colleagues and keeping the lines of communication open." It certainly seems to be working at Cobden.

To mark the occasion every employee received a site certificate and their own first aid kit.



Recipe Corner

National Foods recipes for under \$10

The National Foods Coles Sales Team has been hard at work in the kitchen to come up with some great value meals to feed the family for under \$10.

Inspired by Coles ambassador, celebrity chef Curtis Stone, National Foods celebrity chefs Assistant Business Manager, Rick Clayton and Brent Crosbie, National Forecast Manager for Dairy Foods, have come up with these delicious recipes for under \$10 – using the essential ingredients Farmers Union Yogurt and Pura Sour Cream.



Brent's Chilli Con Carne

Ingredients

- 1 tablespoon vegetable oil
- 700g lean beef mince
- 1 brown onion, finely chopped
- 2 gloves garlic, crushed
- 1½ teaspoons cumin powder
- 1½ teaspoons coriander powder
- ½ teaspoon chilli powder
- 400g can tomato puree
- 2 cups beef stock
- 1 teaspoon brown sugar
- 400g can red kidney beans – drained and rinsed
- 300g Pura Sour Cream
- Cooked long grain rice to serve

Method

1. Heat oil in a large, heavy based frypan and brown mince over high heat for five minutes, breaking up lumps with a wooden spoon.
2. When brown, drain off excess fat and add onion, garlic and spices, stirring well.
3. Cook uncovered over low heat for 45 mins.
4. Add tomato puree stock, sugar and beans. Season to taste and simmer for 15 – 20 mins.
5. Serve with rice and a delicious dollop of Pura sour cream on top.

Rick's Tandoori Chicken Salad

Ingredients

- 1 tbs vegetable oil
- 1 lettuce
- 1 carrot
- 1 Lebanese cucumber
- 1 red onion
- 2 chicken breast fillets
- 1 500g jar Tandoori paste
- 1 bunch fresh mint
- 300g Farmers Union European Yogurt

Method

1. Cut chicken into 2cm strips and marinade in half the Tandoori paste, ideally for 30 mins.
2. Roughly break whole lettuce leaves and arrange on serving platter.
3. Cut carrot, cucumber and red onion into thin sticks and spread evenly on plate over lettuce.
4. Finely chop mint leaves and place in a small bowl with yoghurt. Mix well.
5. Heat oil in heavy based pan and pan fry chicken strips until cooked through.
6. Arrange cooked chicken on salad and drizzle Farmers Union yogurt over.



We welcome contributions and story suggestions from suppliers

Please email to rachelle.taylor@natfoods.com.au

National Supplier News A newsletter for dairy farmer, fruit grower and soy bean grower suppliers to National Foods.

National Foods Limited National Foods Centre 737 Bourke Street Docklands VIC 3008
Telephone 03 9188 8000 **Facsimile** 03 9188 8001