



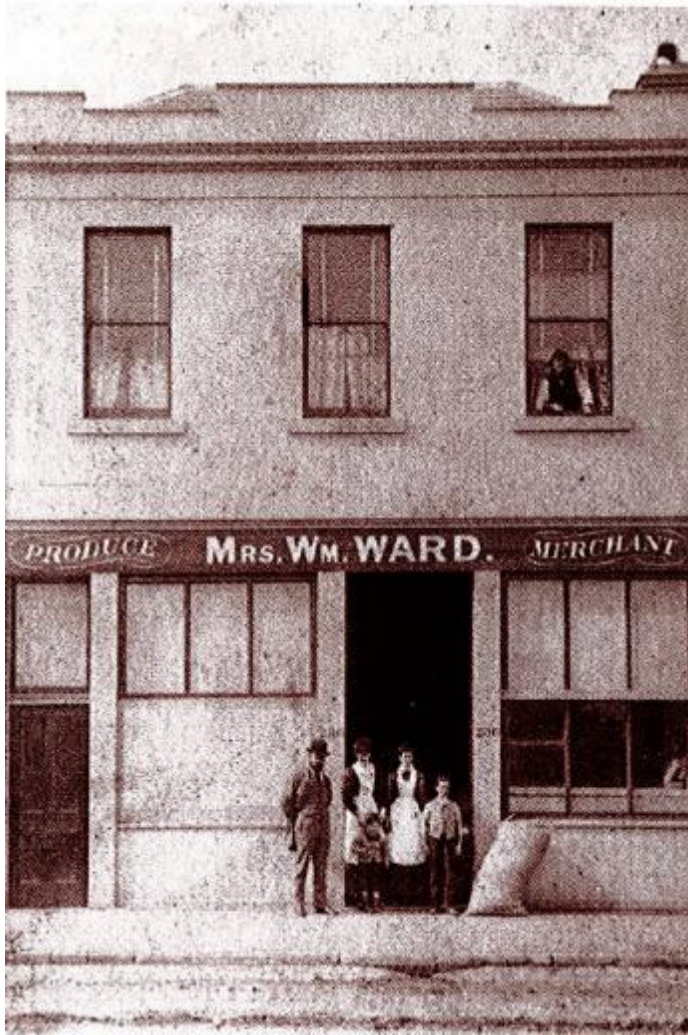
RETAIL PORTFOLIO

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2019 / 5 version



MCKENZIE'S 167 YEARS OF HISTORY



START IN MELBOURNE IN 1852

Two separate companies, McKenzie's and Ward opened doors to the public in the same year in 1852. In 1958, Ward bought McKenzie's and further expanded their business to become one of the longest running continuous food supplies companies in Australia.

Left: Photo taken at the founding location. Right: One of the first few original staff photo.

MCKENZIE'S 167 YEARS OF HISTORY

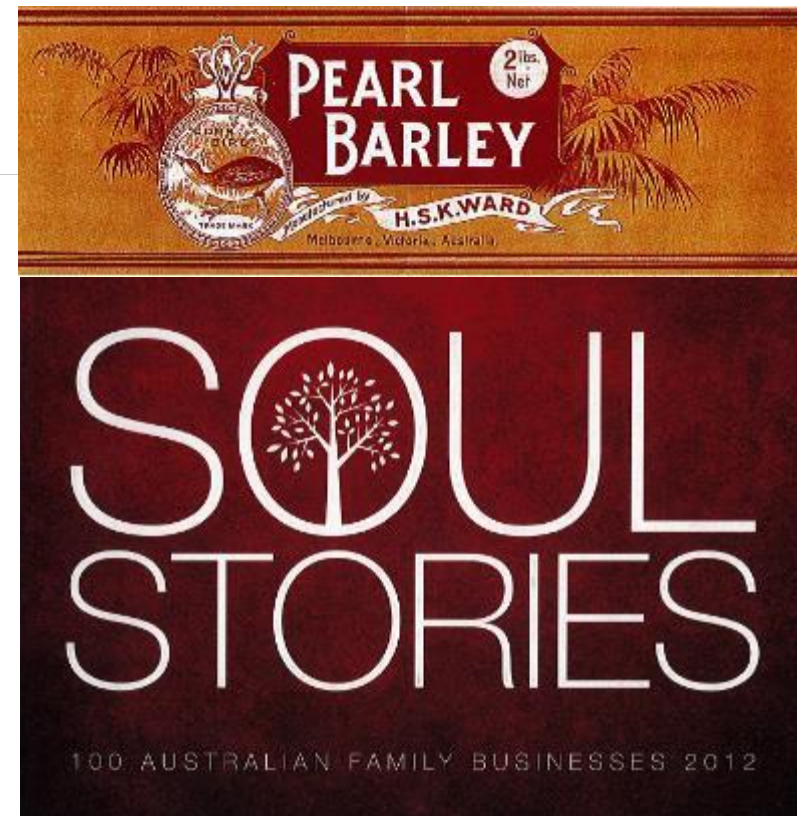
Ward, McKenzie Pty Ltd has evolved from a grain store in Melbourne into a nationally operating food processing and packaging company with international links. Its history reflects the varied personalities of those in charge of the business' fortunes, and encompasses a rich mix of hard work, prosperous times and lean times, some luck, smart moves, tenacity and pragmatism.

The story of Ward, McKenzie Pty Ltd dates from the arrival in Australia of the Ward family in 1852. William and Frances Ward had left their home in Manchester, England, to sail on the *Catherine Mitchell* for a new life in the colonies. Melbourne was a mere settlement at that time and suitable accommodation was scarce. Happily for the Wards, a family friend, Mr Wintle, was governor of the Fawkner jail and he arranged for a tent to be set up nearby to provide them with a temporary home. Had it not been for Mr Wintle's generosity, the Wards would have reboarded the *Catherine Mitchell*, only to perish when the ship sank on its way back to England.

The Ward family did not have to endure a tent for long and soon they were installed in a house in King Street, built by William Ward. Harold Seymour Kellam (HSK) Ward, founder of the company that carries his name, was born in 1863 in the King



Harold Seymour Kellam
Ward, founder of HSK
Ward.



MCKENZIE'S 167 YEARS OF HISTORY



HUMBLE BEGINNINGS

Melbourne, Australia

From humble beginnings as a grain store in 1852, the McKenzie's of today is one of the longest standing Australian family owned and operated food manufacturers.



FAMILY OWNED

Since 1852

The current managing directors are fifth generation descendants of the original founders Frances Ward and husband William Ward.



QUALITY PRODUCTS

Direct from the Farm

McKenzie's supports Australian grown sourcing wherever possible and has honoured relationships with local farmers for decades.

FOR EVERYDAY SINCE 1852

MCKENZIE'S
FOR EVERYDAY SINCE 1852

MCKENZIE'S QUALITY YOU CAN TRUST AS WE STRIVE TO SOURCE IN AUSTRALIA



Helen Ward contemplates the future:
"I AM PROUD THAT AFTER 160
YEARS WE'RE STILL HERE."

Pulse industry stalwart Ward McKenzie Pty Ltd is one of Australia's oldest family companies – an anomaly in the cut-throat food manufacturing sector. Over the past 160 years the fifth-generation family business has survived challenges from the Great Depression to globalisation and today is one of Australia's most successful food brands – a feat due to its enduring relationships with its grain growers

PHOTOS: BRAD COLLIE

By Melissa Branagh-McConachy

Like any successful union, the relationship Ward McKenzie enjoys with pulse and cereal growers is founded on trust, loyalty and mutual gain. In an increasingly volatile marketplace, interdependence provides security. This iconic Australian company values consistent quality from its suppliers, while farmers welcome steady commodity prices and the assurance of a regular contract.

Growers spoken to by *Ground Cover* were unanimous in their appraisal of Ward McKenzie, citing the company's empathy with them as the standout quality – one which undoubtedly stems from the company's long involvement in grains and its appreciation of the risks associated with fluctuations in production capability.

As Lalbert farmer Don Leathbridge puts it: "Ward McKenzie understands the erratic nature of farming and they stand by us regardless. We need them as much as they need us and we try to provide a consistent product that sustains this relationship."

Don has been selling peas to McKenzie's for more than 30 years from the 2600-hectare southern Mallee property he farms with his son Roby and grandson Andrew.

About a quarter of the property is sown to field peas within a wheat, barley and oats rotation.

The field peas 'break crop' produces between 200 and 1400 tonnes a year depending on climate variability – "the drought had a huge impact" – but Roby says the *Alma* and new *Kaspa* varieties have delivered yield improvements of up to 0.5t in recent years, easily producing a 2.5t/ha average.

Third-generation grower Rob Heinrich and his 21-year-old son Anthony rotate pulses with cereals on their 1500ha property in the Mallee, where they yield 1 to 3½t/ha of *Parasfield* peas and between 0.75 and 2.5t of red lentils (*PBA Flash* and *Nugget*).

Rob transported his first load of peas to the Ward McKenzie Altona factory 18 years ago, but the harvest didn't make the grade.



Don Leathbridge is pleased with this season's pea harvest but says:

"WARD MCKENZIE UNDERSTANDS THE ERRATIC NATURE OF FARMING AND THEY STAND BY US REGARDLESS."

"They took them, but then educated us on what they look for," he says. "Now, 99 times out of 100 when a truck leaves here we know that the quality will be right."

Rob says the direct contact he has with the company gives their relationship strength. "McKenzie's call a spade a spade, but they're very approachable people and have always been fair," he says.

The company was Warracknabeal grower Richard Wilken's first customer when he diversified into a transport and bulk handling business 29 years ago. Ward McKenzie continues to be a valued client.

"This is a one-stop shop," he says. "We farm barley, peas and lentils, receive

and store grain for local growers, and deliver product to Ward's on demand."

Richard transports grain to the company's Melbourne headquarters from within a 100-kilometre radius of Warracknabeal, taking in the foothills of the Grampians to the central Mallee.

"Our business has grown in parallel with Ward McKenzie's," Richard says. "It's a win-win relationship built on trust and we're proud to be associated." □

MCKENZIE'S
FOR EVERYDAY SINCE 1852

WHY MCKENZIE'S

1. We provide you with **SAFE, QUALITY PRODUCTS** with **BETTER PROFITABILITY.**
2. Support you with the right marketing tools

FACILITY CERTIFICATION

McKenzie's facilities are Department of Agriculture and Water Resources approved and audited

RECEIVAL STANDARDS

Farmer dressed product must meet GTA Minimum Receival Standards

FINISHED PRODUCT INSPECTION

Periodic review to ensure finished product meets all parameters GTA Minimum Export Standards
Machine Dressed

TRAINED PERSONNEL

Department of Agriculture and Water Resources Authorised Officer completes final grain and container inspection

QUALITY CONTROL CHECKPOINTS

All product passes through magnets, gravity separators and colour sorters to maintain consistent product quality.



SQF 2000 CODE



HACCP



GOOD MANUFACTURING
PRACTICE



We have both Australian Made products as well as packed products with imported ingredients



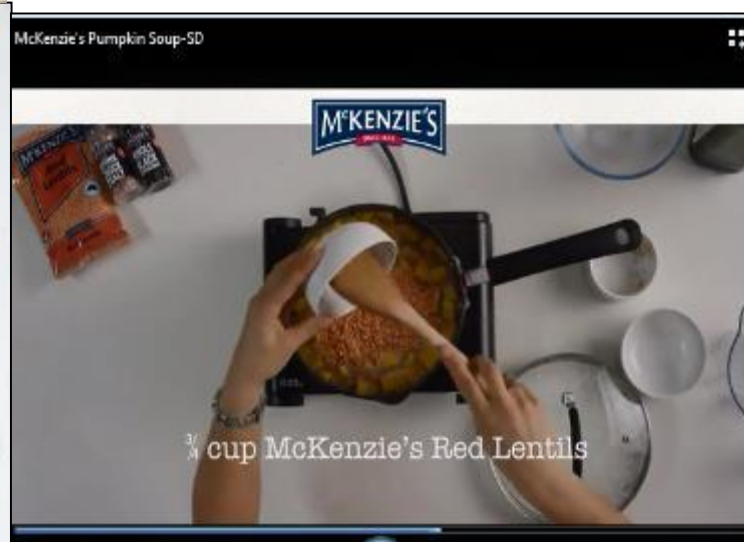
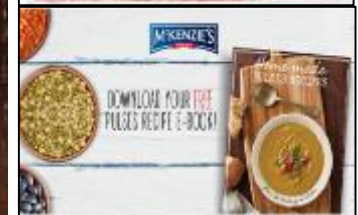
Grain Trade Australia Member

MCKENZIE'S
FOR EVERYDAY SINCE 1852

QUALITY INGREDIENTS FOR YOUR EVERYDAY LIVING



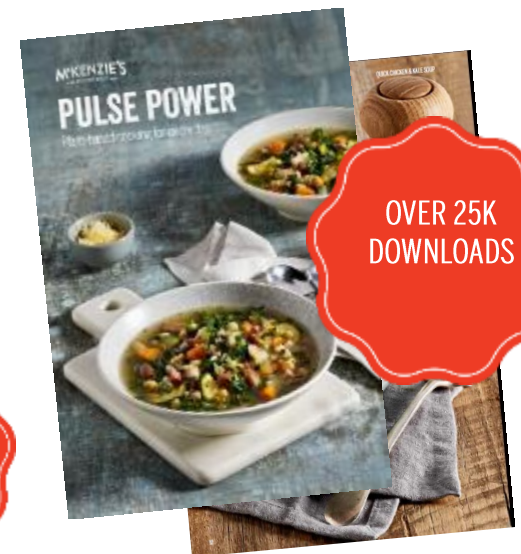
OUR RECIPES ARE BEING DOWNLOADED EVERYDAY



OUR PRODUCTS TALKED ABOUT BY MEDIA & LOVED BY CHEFS



OVER 300K REACH IN 2018



McKENZIE'S
FOR EVERYDAY SINCE 1852

OUR PRODUCTS TALKED ABOUT BY MEDIA & LOVED BY CHEFS



McKENZIE'S
FOR EVERYDAY SINCE 1852

OUR HOUSEHOLD TIPS ARE LOVED BY AUSTRALIANS



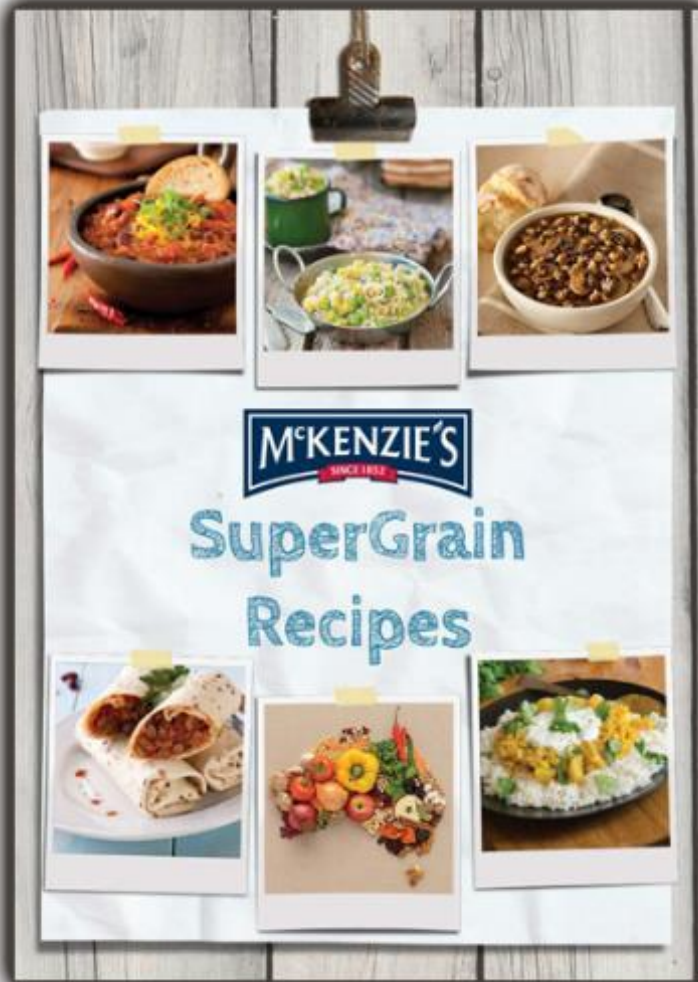
General Household

78. **Carpet Deodoriser** - To eliminate food and pet odours, sprinkle a handful of Bi-Carb onto your carpets, leave for a few minutes and then vacuum.
79. **Deodorising Smelly Pet Bedding** - Sprinkle Bi-Carb onto dry bed. Leave for at least 15 minutes, then vacuum.
80. **Cleaning Kitty Litter** - To absorb odours, cover the bottom of the litter tray with Bi-Carb then add a layer of kitty litter on top. To freshen between changes, sprinkle kitty litter lightly with Bi-Carb.
81. **Outdoor Pet Bowls** - If you feed your pet outside, sprinkle Bi-Carb around the food bowl to keep insects away.
82. **Cleaning Pets' Toilet Accidents** - Soak up the excess liquid and sprinkle Bi-Carb directly onto the patch. This will remove the odour.
83. **Cleaning Residue on Vases** - Use Bi-Carb solution in the vase and allow to soak for half an hour. Wipe clean and rinse with cold water.
84. **Rust Remover** - Cover rusty tools, gates and other equipment with Bi-Carb and then pour on white vinegar to make the solution bubble. When the bubbling stops, scrub off with a stiff brush.
85. **Clean Stuffed Animals** - Freshen stuffed toys with a sprinkling of Bi-Carb. Wait 15 minutes and brush off!
86. **Clean the Kids' Plastic Toys** - Clean the kids' toys by soaking or wiping down with Bi-Carb solution. Rinse & dry.
87. **Deodorise the Car** - Sprinkle Bi-Carb over upholstery and carpets. Leave for 15 minutes and then vacuum.
88. **Freshen Smelly Bags** - Sprinkle Bi-Carb into smelly gym or golf bags to deodorise and freshen.
89. **Cleaning Furniture** - Clean and remove marks on painted furniture by applying Bi-Carb to a damp sponge and rubbing lightly. Wipe off with a clean, dry cloth.
90. **Cleaning Walls** - Clean and remove marks from walls (crayons included) by applying Bi-Carb to a damp sponge and rubbing lightly. Wipe off with a clean, dry cloth.
91. **Food Safe Surface Cleaner** - Sprinkle Bi-Carb onto a clean damp, sponge, wipe and rinse. Works on bench tops, stainless steel, oven tops, back splashes and range hoods.
92. **Washing Cloth Nappies** - Soak and wash cloth nappies with Bi-Carb. Dissolve 45g of Bi-Carb into a bucket of warm water. Let soak, wash in hot soapy water and dry in the sun.
93. **Baby Stains Odour Removal** - If your baby spits up on their or your clothes, moisten a cloth, dip it in Bi-Carb and dab at the stain. The odour will go away.
94. **Wheelie Bin Deodoriser** - Sprinkle Bi-Carb in the wheelie bin after each weekly bin collection to remove nasty odours.

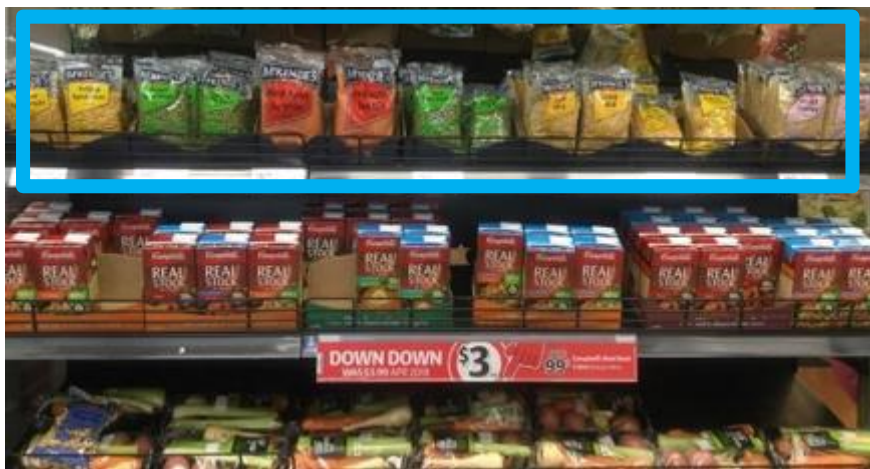
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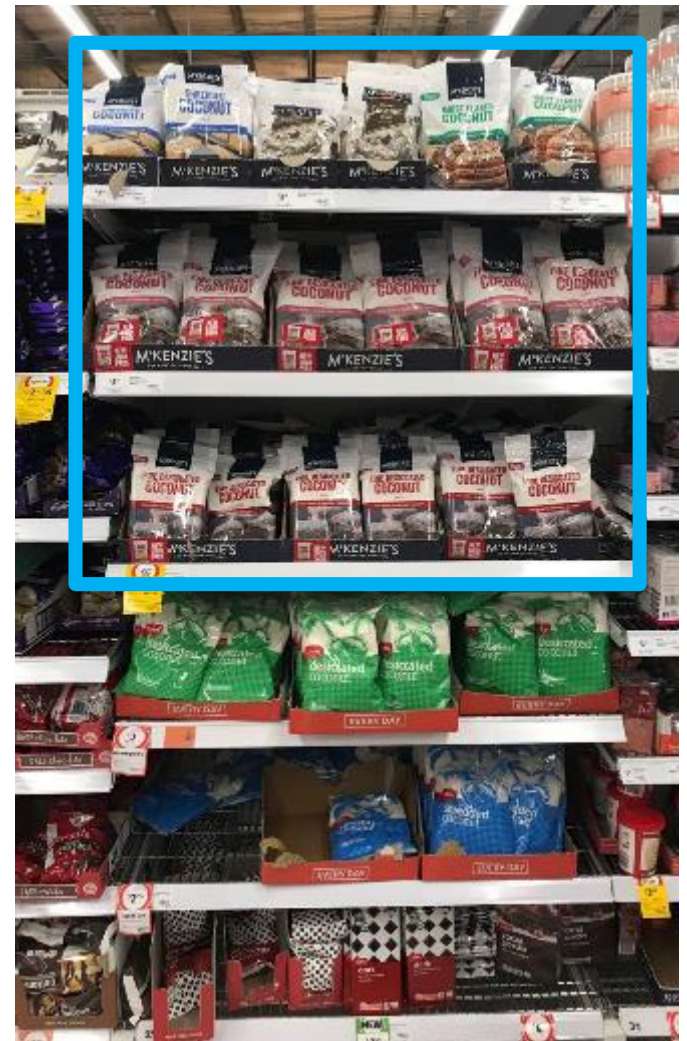
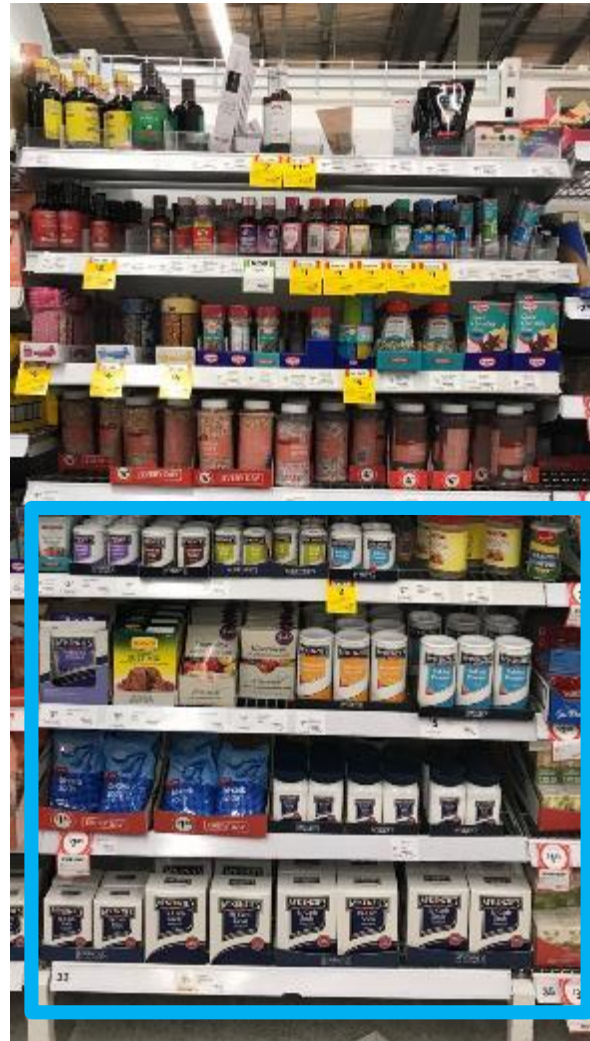
SUPER GRAIN & SPICE ARE A HEALTHIER CHOICE



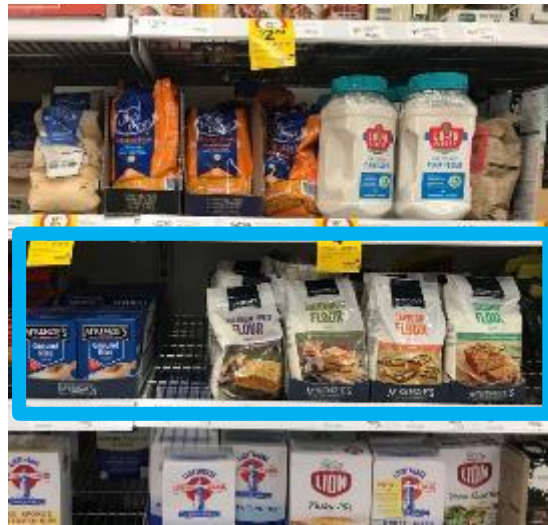
OUR PRODUCTS ARE SOLD IN EVERY CORNER IN AUSTRALIA



OUR PRODUCTS ARE SOLD IN EVERY CORNER IN AUSTRALIA



OUR PRODUCTS ARE SOLD IN EVERY CORNER IN AUSTRALIA



MCKENZIE'S ALSO AVAILABLE ONLINE

[illegible]

McKENZIE'S
FOR EVERYDAY SINCE 1852

SOUP MIXES*



**MINESTRONE
SOUP KIT**
180g



**VEG & LENTIL
SOUP KIT**
180g



**CHICKEN NOODLE
SOUP KIT**
180g



**12 BLEND
SOUP MIX**
375g



**LENTIL
SOUP MIX**
375g



**ITALIAN
SOUP MIX**
375g



**LENTIL, QUINOA
& BEANS
SUPERBLEND**
350g



**LENTILS, FREEKAH
& BEANS
SUPERBLEND**
350g



SOUP MIX
500g / 1KG



PEARL BARLEY
500g / 1KG

PEAS*



CHICK PEAS
375g



DRIED PEAS
375g



**GREEN SPLIT
PEAS**
500g / 1KG



**YELLOW SPLIT
PEAS**
500g / 1KG / 25KG

LENTILS*



**FRENCH STYLE
LENTILS**
375g



**WHOLE GREEN
LENTILS**
375g /
1KG/25KG



**RED SPLIT
LENTILS**
375g / 1KG / 25KG



**YELLOW SPLIT
LENTILS**
375g / 25KG



BLACK BEANS
375g



WHITE BEANS
375g



**RED KIDNEY
BEANS**
375g



**BORLOTTI
BEANS**
375g

*Please note that McKenzie's is going through a re-branding.
Packaged may vary from what it pictured – please consult for verification.

BAKING AIDS



CITRIC ACID 75g
TARTARIC ACID 75g
CREAM OF TARTAR 125g



GELATINE POWDER 350g



GELATINE LEAVES 350g



BAKING POWDER 125g / 300g

ARROWROOT 175g

SPECIALTY FLOUR



RICE FLOUR 175g

RICE FLOUR 175g



COCONUT FLOUR 330g

CHICK PEA FLOUR 330g

LENTIL FLOUR 330g

QUINOA FLOUR 350g

TIGERNUT FLOUR 250g



OAT FLOUR 250g

BUCKWHEAT FLOUR 300g

WHOLEMEAL SPELT FLOUR 300g

TAPIOCA FLOUR 300g

CORN FLOUR 300g

COCONUT



FINE DESICCATED COCONUT 250g / 500g

SHREDDED COCONUT 215g



MOIST FLAKES COCONUT 225g

SHAVED COCONUT 150g

BI-CARB SODA



BI-CARB SODA 350g



BI-CARB SODA 250g / 500g / 1 kg

NUTS



WALNUTS
80g



CRUSHED PEANUTS
150g



PINENUTS
100g



SLIVERED ALMONDS
100g



FLAKED ALMONDS
100g



ALMOND MEAL
100g

DRIED FRUIT



DRIED CRANBERRIES
125g



DRIED BLUEBERRIES
125g



DREID CHERRIES
125g



DRIED SOUR CHERRIES
125g

CEREALS



NATURAL UNPROCESSED BRAN
300g

DESSERTS



SEED TAPIOCA
375g



NATURAL WHITE QUINOA
375g



NATURAL BLACK QUINOA
375g



NATURAL TRICOLOUR QUINOA
375g

SALT & PEPPER



AUSTRALIAN
SEA SALT
115g

PINK ROCK
SALT
100g

SALT &
PEPPER
85g

BLACK
PEPPER
55g

BLENDED
PEPPERCORN
55g



PINK ROCK
SALT
210g

PINK SALT
& PEPPER
170g

BLACK
PEPPER
90g



AUSTRALIAN
SEA SALT
400g

HIMALAYAN
ROCK SALT
400g

HIMALAYAN
FINE PINK SALT
450g

BLENDED
WHOLE
PEPPERCORNS
450g

WHOLE BLACK
PEPPERCORNS
200g

CANNED PEPPER



GROUND
WHITE PEPPER
50g



GROUND
BLACK PEPPER
50g



COARSE MILLED
BLACK PEPPER
50g



WHOLE BLACK
PEPPER
50g



GROUND
WHITE
PEPPER
100g



GROUND
BLACK
PEPPER
100g



COARSE
MILLED BLACK
PEPPER
100g



NUTMEG
50g



CINNAMON
40g



MIXED SPICE
40g



GINGER
40g



SAFFRON
100mg



CURRY POWDER
100g



DAHL
50g



KORMA
50g



TANDOORI
50g



TIKKA
MASALA
50g



CURRY POWDER
50/ 100g

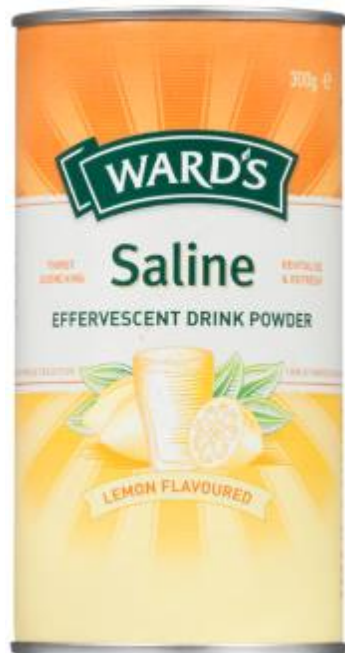


HOT CURRY
POWDER
50g

HERBS & SPICES

CLIVE OF INDIA CURRY

BEVERAGE



WARDS FRUIT
SALINE
300g

LAUNDRY



HARPERS POWDERED
BORAX
500G



SILVER STAR
STARCH
300g



THANK YOU

Contact: herbertleung@mckenziefoods.com.au
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