



COMPANY PROFILE

Australia

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ProAnd Associates Australia specialises in providing the meat processing sector with technical and business advice. Over the past fifteen years it has built an enviable reputation in delivering sound and implementable solutions for a very large number of companies in the abattoir and further processing sectors. ProAnd's experience is particularly strong in the area of environmental management, including issues such as wastewater management, energy management, irrigation management and air quality assessment.

ProAnd has an excellent understanding of meat industry processes, alternatives and developments, from receival yards to load-out of meat and co-product items. It provides independent advice to the meat industry and does not hold any agreements with, or represent any, process equipment suppliers.

ProAnd Associates is the Australian operating company of the ProAnd Group. Established in 1988 the company specialises in providing management and industry based services to the meat industry.

In conjunction with our sister company in NZ, the company offers a full range of design, construction and plant upgrade services to the industry.

The ProAnd Group operates internationally, enabling a significant level of experience and knowledge to be applied to all of the group's projects.

ProAnd has carried out a wide range of projects for operating companies throughout the Australian and international meat processing sector. These projects include:

- **Feasibility studies and market analysis**
- **Environmental and waste management**
- **National and international benchmarking**
- **Operations analysis**
- **Infrastructure assessment**
- **Plant services**
- **Supply chain management**

TYPICAL PROJECTS

FEASIBILITY STUDY into the establishment of a pork processing plant in Western Australia to process up to 1 million head per annum.

CENTRALISED PROCESSING & PACKAGING for distribution & retail sectors.

Cost and revenue **BENCHMARKING** projects in Australia and New Zealand.

Investigations into the structure and **DEVELOPMENT POTENTIAL** for the meat industry in the **PHILIPPINES, PNG, CHINA, BANGLADESH AND SRI LANKA.**

PLANT DEVELOPMENT PLANNING & OPERATIONS STRATEGY for Australian Companies

International desk study into the **INTERNATIONAL COMPETITIVENESS** of the **AUSTRALIAN PORK INDUSTRY**

SPECIALIST CONSULTANT to Serco Pty Ltd to assist in preparation of proposal to undertake management of **PIG PROCESSING PLANT**, Hong Kong

SUPPLY CHAIN STRATEGIC PLANNING AND IMPLEMENTATION for Australian Clients.

RENDERING PLANT EFFICIENCY audit and plan for future capital expenditure.

Feasibility studies into the possibility of **FURTHER PROCESSING HIDES AND SKINS** including brining, fellmongering, pickling and wet bluing.

Investigations into the **INTERNATIONAL COMPETITIVENESS** of the protein industry.

Conduct of **PRODUCTIVITY** improvement investigations with the intent of capturing the benefits of well structured **ENTERPRISE AGREEMENTS**

RESEARCH AND DEVELOPMENT PROGRAM MANAGEMENT.

Investigation into the use of protein in **FOOD MANUFACTURING** in USA.

Technical Audits of **ENVIRONMENTAL ISSUES** addressing effluent odour & solid waste.

Development of **ENVIRONMENTAL MANAGEMENT SYSTEMS** to satisfy environmental and planning authorities.

Studies into the **STRUCTURE AND CONCENTRATION** of companies and processing plants in the Australian meat industry.

COPRODUCTS MARKET DEVELOPMENT STRATEGIES.

STRATEGIC BUSINESS REVIEWS.

CRITICAL PERSON PLACEMENT of management & engineering skills.

RECENT PROJECTS

Middle East	Description
Saudi Arabia – client details confidential	Design for new Haj sheep slaughter and processing plant capable of processing 400,000 sheep in three days. See Attached article
Saudi Arabia – client details confidential	Advice and design of rendering facility for Haj slaughter plant
Qatar - Sovereign International	Evaluation of sheep processing facilities in Qatar
Sudan – Sovereign International	Investigation of construction of a meat processing plant in Sudan
Egypt – Food Traders	Design of a further processing plant for Cairo
Developing Countries	Description
Somaliland - UNDP	Review of small-stock processing in Hargeisa and development of options to improve meat quality and encourage export of meat while maintaining the involvement of microbusinesses
Bangladesh - Asian Development Bank	Review of meat processing, tanning and their environmental impact in as part of Livestock Development Project.
Sri Lanka - Asian Dev. Bank	Review of meat processing as part of Livestock Development Project.
China – Ke Glorious Co Ltd	Design of goat processing plant for Jaingsu Province
Philippines - AMLC	Review and recommendation to improve processing facilities for live cattle exports
India – client details confidential	Detailed design for new buffalo slaughter and processing plant. Construction to commence shortly.
India - client details confidential	Disassembly of existing beef processing plant and shipment to India. Stage 2 will involve re-assembly and commissioning.
Namibia -Namibian Meat Board	Investigative report of the future direction for the meat industry in Namibia.
Taiwan – Wellcome Foods	Design and capital costing for new meat processing centre for retail meat trade.
USA	Description
USA - Ferry Bros, Inc.	Design, construction of new beef slaughter and hot boning plant.
USA – Ranchers' Lamb of Texas	Design, construction and commissioning of a new lamb slaughter and chilling plant.
USA – Superior Farms	Plant upgrade design for existing lamb slaughter and cutting plant.
USA - Farmworld	Feasibility of development of beef processing plant for a group of investors.
USA – Rocky Mountain Farmers Union	Feasibility study for a natural meat processing facility report plus Public Domain document.
USA – confidential client	Assessment of a small domestic processing plant and its potentials.

RECENT PROJECTS

Australasia	Description
New Zealand - MAF Quality Management	ProAnd joint venture project with MQM in designing an electronic HACCP programme to be released commercially in the near future.
New Zealand – AFFCo Richmond	Comprehensive investigation into current pasteurisation systems and operating capital costs.
New Zealand – Greenlea Premier Meats	Design and construction of a new beef slaughter, chilled and hot boning plant rated as the most efficient in Australasia.
New Zealand - Bay of Plenty Meat Packers	Design, construction and commissioning of new boning facility incorporating modern advancements in mechanical assisted boning technology.
Progressive Leathers	Design and construction of a new fellmongery and pelt processing plant
New Zealand – Lamb Packers Feilding	Design and construction of new lamb slaughter and chilling plant.
Australia – client details confidential	Design for new lamb slaughter, chilling and cutting plant.
Australia – client details confidential	Design for new sheep slaughter and hot processing plant.
Australia – export meat packers	Design/construction of new lamb slaughter and cutting/added value facility.
Australian client details still confidential	Design and construction of a new plant plus the re-development of an existing plant for the integrated servicing of the Australian supermarket case ready trade, plus export production covering lamb, pork and beef.
New Zealand - Lamb Packers Gisborne	Design and construction of new lamb slaughter and chilling plant.
New Zealand - Industrial Research Ltd	Development of robotics for the meat industry.
MLA	Analysis of the structure of the Australian Meat Industry. This unpublished study completed in 1996 was carried out with three other consulting groups to cover all aspects of the Australian production and processing sectors. Annual review of Top 25 meat processors
Booz Allen Hamilton	International Competitive cost benchmarking study for the Australian industry.
NSWCMA	Conduct of benchmarking studies for 15 beef processors, as a follow up to the 9 plants analysed the previous year.
New Zealand – client details confidential	Major projects involving strategic review of existing companies operations and benchmarking studies.
Richmond Limited New Zealand	Lamb cutting and packaging productivity development study.
MLA	Investigation of potential of retail ready packaging including global data base searching for information, data retrieval and market research to complete the knowledge base.

SENIOR CONSULTANTS

Jon Marlow has a long history in the meat industry, beginning in New Zealand after his graduation from Canterbury University as a chemical engineer.

As a director of ProAnd Associates Australia, Jon is a leading authority in areas such as industry best practice, environmental management, best practice processing operations and development opportunities for meat processing operations.

Jon's work in Australia, New Zealand, USA and other overseas markets has provided him with a sound knowledge of the structure of the global meat industry, the international movement of meat products, processing costs and the driving forces for competitive enterprises.

John Broadway, director of ProAnd Associates Australia is qualified in Mechanical Engineering and has many years experience in food processing, distribution planning and warehousing systems.

John's sound analytical and strategic planning skills are valued in key areas such as development strategies, risk analysis and automated process design.

John has also worked with major processors on development of retail ready food products and packaging and has an in-depth understanding of supply chain marketing forces, from producer to consumer.

Mike Nidd, together with fellow director, Nook Yule has developed the most successful process design team to service the meat industry in the Australasian region.

Over 20 years of practical industry experience in industrial engineering and process design has given Mike a sound background from which he has developed original concepts in beef and sheep processing.

In addition to his work in New Zealand and Australia, Mike's recent projects include feasibility studies and design concepts for processing plants in Kuwait, UK and Indonesia .

Nook Yule's energetic and enterprising approach to meat processing and management gave rise to his role in establishing ProAnd Associates with fellow director Mike Nidd.

Throughout his 26 years in the meat industry, Nook has gained vast experience in design and project management for a range of process systems and plant layout designs.

With an international client base, Nook remains actively involved in process design and project management, specialising in plant upgrades, labour saving process systems, new technology and modern plant design.

ASSOCIATIONS

ProAnd Associates maintains close associations with the following organisations and as such is able to access data and expertise from them when required:

- **AgResearch MIRINZ**, internationally recognised R&D organisation particularly in meat quality and food safety.
- **INDUSTRIAL RESEARCH LIMITED**, Specialist R&D organisation in automation technology for naturally varying products.
- **SEMF, Australia**, consulting engineers.
- **HANSON RICE, USA**, consulting engineers.
- **FOOD & AGRICULTURE INTERNATIONAL, UK**, agricultural consultants.