

**SECTION 8
PROCESSING &
MARKETING**

This section brought to you in association with



JOHN DEERE

Plexus Cotton Limited

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Paul Reinhart

Reinhart, founded in 1788, is one of a handful of leading cotton trading firms annually handling several million bales of cotton worldwide. The company, owned by the same family for over 200 years, is known in the cotton industry for its record of integrity, quality shipments and ability to source all types of cotton worldwide. Reinhart is the world's largest trader of Extra Long Staple cotton.

Cotton, produced in more than 30 countries, is sold to spinning mills in over 80 countries around the world. Satisfying the specific needs of cotton suppliers and customers goes to the heart of Reinhart's commitment to the cotton trade since 1788.

Suppliers and mills must rely completely on the trader's guarantee of performance, no matter how difficult the market conditions. The merchant's first class reputation as well as his financial strength are crucial to his partners. A growing number of both sellers and buyers have become very selective as to whom they choose to do business with. Reinhart is increasingly their first choice. The position of trust Reinhart enjoys in the world's cotton industry is second to none.

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Volcot

Volcot Australia Pty Ltd is a Swiss based international cotton merchant based in Moree. Formerly trading as Volkart, the company has been operating in the Australian cotton industry since 1986.

Volcot is in the unique position of being the only cotton merchant in the Australian cotton industry 100 per cent based west of the Great Dividing Range, with its headquarters still in Moree.

Local Volcot staff have been with the company for many years and have an excellent understanding of the needs and requirements of the industry.

In addition to this commitment to a local presence within the cotton growing region, Volcot has also purchased a substantial holding in Tandou Ltd, further reinforcing the company's commitment to the Australian cotton industry.

Volcot is also involved in yarn trading through its yarn trading division, Sethos.

Volcot Australia Pty Ltd

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FarMarCo (Aust) Pty Ltd

FarMarCo provides risk management and commodity marketing services and has been advising cotton growers on marketing since 1985. This advice is backed up by a weekly publication, Cottonwatch, which covers the domestic cash market, futures and currency.

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