

SECTION 8
PROCESSING &
MARKETING

This section brought to you in association with



Merchants

In addition to the integrated ginning and marketing services offered by processing companies — detailed on previous pages — the following companies are merchants of Australian cotton.

Cargill Cotton

Cargill Cotton Australia specialises in buying cotton bales direct from the grower. In their current form they have been trading cotton for eight seasons and have a good coverage over the cotton growing regions. Increasing marketshare and cotton community exposure have both been achieved with the support of growers in all areas. Today they have buying outlets in Toowoomba, Goondiwindi, Moree and Trangie.

Their aim is to provide a competitive marketing service to the Australian cotton grower reflecting the true and fair market value of their product. Cargill Cotton utilises truly independent cotton classing at no cost to the grower, has a large pool of global industry resources and has strong financial stability.

Cargill in Australia is involved in a wide range of agricultural sectors, as well as cotton, to cater for the Australian farmer. These services include the marketing of beef, grain and oilseeds and expertise in crop nutrition.

Offices

Brisbane Office

Roger McCumstie
Suite 2, 175 Given Terrace
PO Box 875
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Phone 07 3367 2629
Fax: 07 3367 3531

Goondiwindi Office

Phil Sloan
PO Box 1203
Goondiwindi QLD 4390
Phone: 07 4671 0222
Fax: 07 4671 3833

Agents

Gwydir Valley Agent

Paul Kelly
Moree Real Estate
175 Balo Street
Moree NSW 2400
Phone: 02 6751 1100

Southern Area Agent

Dave Dugan
Joe Jones & Associates
24 Dandaloo Street
Trangie NSW 2823
Phone: 02 6888 7122

Agent

Pete Johnson
Left Field Solutions
Mobile: 0409 893 139

General Email & Web sites

E: cotton_aust@cargill.com
Websites: www.cargillcotton.com
www.cargill.com.au

ECOM Commodities

ECOM Commodities is a fully owned subsidiary of ECOM Agroindustrial Corporation. ECOM Agroindustrial Corp. is a family owned, global agribusiness that produces, processes and markets high value agricultural commodities such as cotton, coffee and cocoa.

The foundations of the ECOM Group of Companies were laid in Barcelona, Spain, by the Esteve family during the 1840s. ECOM has since evolved into an international vertically integrated agribusiness.

The ECOM Cotton Group established a domestic trade presence in Australia during 1999, opening a marketing and logistics operation in Sydney, along with major regional procurement centres. ECOM Commodities in conjunction with our offices located in Singapore and Shanghai, services Australia and the Far East. The Singapore and Shanghai offices have been simultaneously established to further strengthen the group's presence in the Asian and Pacific Rim regions. ECOM Commodities has a presence in most cotton producing and consuming markets worldwide.

ECOM Commodities presents itself as a partner to the Australian cotton grower, not merely as a service provider. The strategic aims and objectives of ECOM Commodities revolve around a well-established vertically integrated group focus on procurement and distribution of Australian lint to the four corners of the globe.

Managing Director

Brett Duczmal

Cotton Trader

Matthew Bradd

Shipping and Logistics Manager

Monique Lewis

Head Office

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Phone: (02) 9419 8300
 Fax: (02) 9419 8311
 E: cottonoz@ecomtrading.com
 Website: ecomtrading.com

Agents

Central Highlands and Dawson–Callide

Don Cooper
 4 Osborne Place
 Emerald, QLD 4720
 Phone: 0428 794 698

Macquarie Valley

Peter Horton
 Gilgandra Marketing Co-Operative Ltd
 106 Warren Road
 Gilgandra, NSW, 2827
 Phone: 02 6847 1116

Plexus Cotton Limited

Representative Office

PO Box 1189
 TEWANTIN QLD 4565
 Phone: (07) 5485 3682
 Fax: (07) 5485 3682

Managing Director

Dorcen Walters
 Mobile: 0418 667 540
 E: dorcen@plexus-cotton.com

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 Australia Pty Ltd

PO Box 732
 48 Auburn St
 Moree NSW 2400
 Phone 02 6752 4822, Fax: 02 6751 1179

Director

David Coss

Administration

Jacqueline Taylor

Shipping

David Coss

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JOHN DEERE



**Regionally Focussed,
 Globally Aware**

**Trading Wheat, Barley, Sorghum,
 Cottonseed & Chickpeas**

Contact

Head Office: Toowoomba 07 4639 5555
www.pentag.com.au

Agency Network

Central Qld:	CQ Ag Services 07 4982 0385 R&L Holzberger 07 4128 8443
Border Region/Goondiwindi:	Total Ag Services 0746715002
North West NSW:	B&L Hawke 02 6828 5308
South Australia:	Lehmann Contractors 08 8627 2304
General:	Left Field Solutions 0409 893 139



**Cargill's Cotton Division –
 specialising in buying cotton bales**

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