

SUNSHINE COAST

Export Showcase

2017–2018



Invest[™]
Sunshine Coast
Australia
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THIS EBOOK:

A SHOWCASE OF SUNSHINE COAST “EXPORT-ISE”

This ebook provides details of Sunshine Coast businesses which are innovating and exporting for success and growth.

Sunshine Coast Council produced this ebook as a showcase to be used by Australia’s trade and investment sector – whether government or industry – to help promote the Sunshine Coast and its unique “export-ise”.

AUSTRALIA’S EMERGING EXPORT REGION

The Sunshine Coast offers a winning combination of location advantages including a low cost of doing business, diverse economic resource, government support and investment opportunities.

It’s no wonder then that the region is experiencing robust economic growth and has the highest level of business confidence of any region in Queensland. (Westpac 2015)

Of the more than 30,000 businesses operating on the Sunshine Coast, many are leading Australian exporters and contribute significantly to Australia’s GDP and export credentials.

VISION FOR THE FUTURE

INCREASED EXPORT VOLUMES

Sunshine Coast Council is actively supporting export growth within the region, with the aim of increasing the value of goods and services produced for export from 13% to 20% by 2033.

INCREASED INVESTMENT

Sunshine Coast Council welcomes and supports the growth of local businesses and the establishment of new ones on the Sunshine Coast.

Site selection assistance and relocation advice.

Financial and non-financial incentives.

Connections with government, industry and international market information.

Invest Sunshine Coast app



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A 20-YEAR VISION

In 2013, council and leading business and industry organisations on the Sunshine Coast developed “Sunshine Coast - The Natural Advantage: Regional Economic Development Strategy 2013-2033” to provide a 20-year vision and blueprint for sustainable economic growth for the region. The strategy helps ensure the region actively participates in the global economy and delivers lifestyle and opportunities for local residents and businesses alike.

The strategy will achieve four clear goals:

- **\$33 billion economy.**
- **100,000 new jobs in high value industries.**
- **20% of goods and services produced for export.**
- **Household incomes that exceed the Queensland average.**

The strategy contains 40 actions for delivery in the first five years, including the development and implementation of Industry and Investment Plans for the seven high-value industries which have the greatest potential for success in the New Economy.

The seven high value industries are:

- **Health and Wellbeing.**
- **Education and Research.**
- **Knowledge Industries and Professional Services.**
- **Tourism, Sport and Leisure.**
- **Aviation and Aerospace.**
- **Food and Agribusiness.**
- **Clean Technologies.**

Find out more at www.sunshinecoast.qld.gov.au/Business/Regional-Economic-Development-Strategy

Main Sunshine Coast international export products FY2012-2013

Manufacturing - \$236.2m

Accommodation and
Food Services - \$147.2m

Agriculture, Forestry
and Fishing - \$107.3m

Retail Trade - \$38.6m

Transport, Postal
and Warehousing - \$38.4m

Mining - \$35.8m

CONTENTS

This ebook contains insights into the following 28 Sunshine Coast Export Superstars.

These businesses are innovating and exporting for success and growth.

The Sunshine Coast is a region offering unique business opportunities. The export successes showcased here are from across the spectrum of industries, from food and agribusiness to aviation and aerospace.

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Springfree® Trampoline

Springfree® Trampoline built its heritage as The World's Safest Trampoline™ and is the genuine global premium trampoline. The revolutionary design redefined the trampoline, removing the impact points that cause 90 per cent of all product-related trampoline injuries. Springfree Trampoline is committed to getting kids and families outside and active for longer.



In 2016 the company launched the world's first Smart Trampoline™ where sensors on the mat detect your every move and your jumps control fun, educational and active games on your tablet. The Smart Trampoline leverages the popularity of technology but takes it outside and makes it active.

Where do you export?

Springfree Trampolines are available in more than 15 countries and our core markets are Australia, Canada, New Zealand and the USA.

What about future export markets?

We are excited about continuing to expand our global markets so that people worldwide can enjoy the Springfree Trampoline experience.

How has exporting helped the business expand?

With global expansion we've seen global patents, trademarks, customers and awards. Springfree Trampoline is continuously innovating to get our product to new markets. Winning awards globally provides even further recognition of, and confidence that, we're on the right track.

What are the advantages of exporting from the Sunshine Coast?

The Sunshine Coast is close to major shipping ports and transport systems and offers reasonable business costs compared to capital cities. We're finding too that the Sunshine Coast is attracting higher skilled employees as families swap the city for the coastal lifestyle. With the expansion of the Sunshine Coast Airport and the region in general, it's an exciting time to have our national head office right here on the Sunshine Coast.

FAST FACTS

- ✓ The first Springfree Trampoline was sold in 2003.
- ✓ Springfree Trampolines come in three shapes and three sizes.
- ✓ The company was awarded 2 Australian Good Design Awards in 2016 for their Smart Trampoline™ technology.
- ✓ Invented by Dr. Keith Alexander, who was determined to design a trampoline that would help reduce common injuries with trampolines and provide safe backyard play for his kids.

springfree
TRAMPOLINE
THE SMART TRAMPOLINE™

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Australia Zoo

Australia Zoo was made famous by the Crocodile Hunter Steve Irwin. The zoo is the most interactive conservation destination on the planet, where visitors can get up close to animals including koalas, wombats, and kangaroos and explore the world's busiest Wildlife Hospital, where vets save endangered Australian animals.



Australia Zoo has over 1200 animals on its 105-acre site and free shows daily including the Wildlife Warriors show where saltwater crocodiles strike from the water's edge.

Where do you export?

Our markets are worldwide and include New Zealand, Asia, the UK, Europe, Africa, the USA and Canada.

What about future export markets?

We are looking to increase awareness about Australia Zoo in China, Japan, Singapore and Germany.

How has exporting helped the business expand?

20-30% of guests to Australia Zoo are from an international destination, therefore providing increased revenue and awareness of our conservation message around the world.

What are the advantages of exporting from the Sunshine Coast?

The Sunshine Coast represents the nature and beautiful Australian wildlife that Australia Zoo is proud to showcase to the world. The support from the industry makes our efforts feel as though we are part of a greater team. The upgrade to the Sunshine Coast's new international airport will also make the destination easier to visit and help increase visitor numbers.

FAST FACTS

- ✓ Australia Zoo is one of the biggest employers on the Sunshine Coast with over 450 staff.
- ✓ In 2016 Australia Zoo won a Silver at the Queensland Tourism Awards for Major Tourist Attraction.
- ✓ They also won the Sunshine Coast Tourism Award for Attractions and Australian Tourism Business Accreditation.



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Becker Helicopters

This award winning, ISO 9000 accredited company is now the largest helicopter training organisation in the southern hemisphere with a range of satellite bases in Southeast Queensland and an international arm based in the USA. They are CRICOS approved to enrol students who qualify for international student visas, and currently graduate between 40-70 international students annually.



Becker Helicopters is internationally recognised and specialise in helicopter pilot training and customised pilot training programs, CASA-approved courses, Diploma courses, and helicopter pilot training materials along with Cat C Bell 206 Glass cockpit simulation and the new division in UAV training. They also offer instructor and crew-man training, are a RTO and their packaged programs meet both Australian and ICAO requirements.

Where do you export?

We provide training from our base here on the Sunshine Coast to students from around the world. Our key markets are the Middle East, Europe and Hong Kong and we export over 25 locally developed and produced training manuals globally.

What about future export markets?

We would always like to extend our reach to any global market, but have a focus on Asia and the Middle East at present.

How has exporting helped the business expand?

There is strong global demand for helicopter pilots and we leveraged gains made in the domestic training market to develop a training product that could satisfy international clients. Exporting has been critical to the company's growth and we currently train between 40-70 international students annually.

What are the advantages of exporting from the Sunshine Coast?

Our location is valued by our international students as a wonderful and safe destination to live whilst studying and training. Our clients enjoy the range of options for accommodation, the healthy lifestyle and great weather. Our close proximity to Brisbane international airport is also a great advantage for our clients travelling in and out of Australia.

FAST FACTS

- ✓ The company was established in 1995 and employ approximately 100 people locally.
- ✓ Operates 18 helicopters, 4 custom built training simulators and their own local engineering facility.
- ✓ The only civilian helicopter training organisation in the southern hemisphere offering a military training syllabus and recognised as a preferred supplier of military helicopter pilot training.
- ✓ Winner of the 2013 National Telstra Business Award (Medium Business).

Becker Helicopters Pilot Academy



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Walker Seafoods Australia

Walker Seafoods Australia is a family-run business based in Mooloolaba on the Sunshine Coast in Queensland and operates its fleet on the entire east coast of Australia. They are the first Australian fishing business to receive the independent Marine Stewardship Council (MSC) certification for their sustainable fishing of tuna and swordfish.



Walker Seafoods is passionate about keeping the marine environment healthy for generations to come and achieving the MSC ecolabel proves scientifically that they are contributing to the health and sustainability of fish populations and marine ecosystems.

Products & Services

Walker Seafoods catches and exports Yellowfin Tuna, Swordfish & Albacore, all of which are certified by the Marine Stewardship Council (MSC).

Where do you export?

Walker Seafoods currently exports to the USA, Japan and Switzerland.

What about future export markets?

We are looking to expand our exports into other parts of Europe and Asia. Achieving the MSC Standard will open up new markets for us in Europe where demand for MSC certified fish is high.

How has exporting helped the business expand?

Exporting has enabled us to increase the size of our fishing fleet and quota holding in the fishery.

What are the advantages of exporting from the Sunshine Coast?

The Sunshine Coast has all the services and infrastructure that our business needs. The major upgrade to the Sunshine Coast's new international airport presents exciting opportunities for our business to expand into more international markets.

FAST FACTS

- ✓ Walker Seafood's Yellowfin Tuna is the only MSC certified Yellowfin Tuna in the world.
- ✓ The company owns five vessels, employs six skippers and 33 crew and has a shore-based management team.
- ✓ Delicious Produce Award's Medallist in 2015 and 2016 for their line-caught swordfish.
- ✓ Winner of the Agribusiness Award in the 2016 Sunshine Coast Business Awards.



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Nutri-Tech Solutions

Nutri-Tech Solutions is a sustainable fertiliser manufacturing and education company and Australia's biggest exporter of sustainable agricultural inputs and organically certified products. They work with multi-national food producers, consult to governments internationally and are recognised as world leaders in the sustainable agricultural and horticultural input market.

Nutri-Tech Solutions (NTS) has four brands for agriculture/horticulture, home gardens, human health and education. Their website has become a much visited learning centre for those seeking the tools to produce food more sustainably.

Where do you export?

NTS has developed a highly valuable export arm under both its agricultural and education brands. We currently supply agricultural products to more than 50 countries.

What about future export markets?

Since 2014, NTS has been working with the USA's Dole Corporation, the world's largest producer of fruit and vegetables, who have now registered 46 NTS products across the states of America they farm.

How has exporting helped the business expand?

Exporting has taken NTS from a national brand to an international brand, enabling the company to increase production, employ extra staff and decrease the risk associated with agriculture through working across a multitude of seasons and climates.

What are the advantages of exporting from the Sunshine Coast?

The Sunshine Coast is well placed for access to the Brisbane Port and the expansion of the Sunshine Coast international airport will have significant benefits for our operations. Yandina is well placed for access to the highway and the region as a whole attracts a highly innovative workforce.

FAST FACTS

- ✓ NTS distributes nationally, exports to 50 countries and has a current product range of 124 products, 63 of which are certified organic and 32 are internationally certified organic.
- ✓ Their education division has trained over 30,000 farmers.
- ✓ NTS won the Sunshine Coast Business Awards 'Business of the Year' and 'Sustainable Solutions' award in 2016.



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4 Ingredients

4 Ingredients is a cookbook series that creates family-friendly recipes using four or fewer ingredients. From breakfast to mains, desserts and sweets, the recipes use accessible ingredients, fresh, economical that can be allergy aware or suitable for specific dietary requirements such as diabetes.



The popularity of the original book has spawned 26 further cookbooks, TV shows, DVDs, cookware ranges, endorsements, Apps, international publishing deals and a rapidly growing online database and exceptionally strong Facebook following.

Where do you export?

We currently distribute to New Zealand, Hungary, Turkey, Poland, Brazil and Latvia. 4 Ingredients titles can also be sourced in the English language in Singapore, South Africa, New Zealand and worldwide.

What about future export markets?

We are currently working with an independent book publisher in London to be our exclusive distribution partner for a tailored range of 4 Ingredient titles in the UK, South Africa and Asia.

How has exporting helped the business expand?

Demand for 4 Ingredients cookbooks globally has been fulfilled through our website and companies like Amazon and The Book Depository. This allows us to continue to create and to pursue greater opportunities as they arise right here from the glorious Sunshine Coast.

What are the advantages of exporting from the Sunshine Coast?

The Sunshine Coast has a fresh, expansive and renowned sense of taste for ingredients that complement our brand. For travel, proximity to major cities and capital regions is simply accessible through existing roads and airports, which will grow in opportunities with the planned expansions and upgrades.

FAST FACTS

- ✓ The original 4 Ingredients cookbook was first self-published in Australia in March 2007. The cookbooks are now published in 6 languages.
- ✓ 4 Ingredients have recently won several awards including at The Sunshine Coast Business and Tourism Awards.
- ✓ They were also the National Winner in the Bestseller Cookbook category at the Gourmand World Cookbook Awards.



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CO YO

CO YO produces a range of plant-based coconut products. CO YO's products are non-dairy and allergen free, making them a perfect alternative for a growing consumer base seeking healthier foods without compromising on taste.



CO YO manufactures handcrafted coconut yoghurt, ice cream alternative and dips and also intellectual property for a range of CO YO products.

Where do you export?

We export our ice cream alternative range of flavours to New Zealand and intellectual property to the UK, USA and New Zealand.

What about future export markets?

We are currently in discussions with interested parties in Sweden, Asia, Canada and South Africa.

How has exporting helped the business expand?

Exporting has helped create jobs in the countries that we licence manufacturing rights to, as well as expand the education and knowledge of plant-based products and the benefits of these to the wider population. It has also enabled us to increase production and create more local jobs at our plant in Yandina on the Sunshine Coast.

What are the advantages of exporting from the Sunshine Coast?

Yandina provides an excellent base to operate a business. There is easy access to transport infrastructure and the Sunshine Coast Council and Queensland Government provide excellent assistance to businesses to develop their export markets. Our business is looking forward to the upgrade to the Sunshine Coast's new international airport and the opportunities this will create.

FAST FACTS

- ✓ Born and raised in Fiji, CO YO founder Henry Gosling has long known about the health benefits of coconut.
- ✓ He established the company in 2009 and it now employs 37 people.
- ✓ The company was awarded the Queensland Government's Emerging Exporter of the Year Award and Regional Small Business Award in 2014.



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Buderim Ginger

Buderim Ginger is an Australian icon and global leader in the production and marketing of confectionery ginger products. The company's public face is the renowned and highly awarded tourism attraction, The Ginger Factory, located at the company's headquarters in Yandina on the Sunshine Coast.



Buderim Ginger creates a variety of crystallised, dried, pureed and juice products for both its own retail brand and industrial customers and is committed to the highest standards of food safety.

Where do you export?

We export our products to more than 17 countries including the UK, Germany, Canada, Singapore, Netherlands, New Zealand and the USA.

What about future export markets?

We are looking to further expand our markets in China and the Middle East.

How has exporting helped the business expand?

Opening up new export markets has increased the company's sales and profitability and allowed us to achieve more balanced growth with less reliance on the domestic market. It has expanded the 'pie', as the Australian market is relatively small in comparison to the markets of North America, Europe and Asia.

What are the advantages of exporting from the Sunshine Coast?

Ginger thrives in the unique geographical conditions of the Sunshine Coast hinterland. This is the largest location in Australia where ginger growing is undertaken commercially, due to nature providing the perfect growing combination of rich, volcanic soils, high rainfall and humidity.

FAST FACTS

- ✓ Buderim Ginger was established in 1941 and employs more than 420 people across their local, national and international operations.
- ✓ Buderim Group Limited is a publicly listed company on the Australian Stock Exchange.
- ✓ The company was awarded Product of the Year 2016 in the Beverage Category for a new Ginger Beer & Pear drink.

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Gourmet Garden

Gourmet Garden Herbs & Spices specialise in the growing, harvesting and packaging of prepared herbs, spices and seasonings for busy cooks who value freshness. Gourmet Garden's farmers grow their herbs on broad acre organically certified farms mostly in the Callide Valley, Central Queensland, Australia.



Gourmet Garden produce prepared herbs, spices and seasonings for retail, foodservice and other food manufacturers. Within 12 hours of harvesting, the herbs are washed, chopped and packed, capturing the essential oils for fresh flavour, colour and aroma without adding artificial flavours or preservatives. Gourmet Garden's range of products is available in more than 25,000 supermarkets worldwide.

Where do you export?

From our facility in Palmwoods we export our range of herb and spice stir-in pastes and lightly dried herbs to more than 15 countries and North America is our largest market.

What about future export markets?

Gourmet Garden is looking to expand further into Asia, including Malaysia and China.

How has exporting helped the business expand?

Exporting has been fundamental to Gourmet Garden's growth and now accounts for more than 60 per cent of the company's revenue.

What are the advantages of exporting from the Sunshine Coast?

Gourmet Garden's herb prepping facility in Palmwoods is ideally located within six hours of our farms in Biloela, Central Queensland, to maintain the freshness of the harvested herbs during transport. Access to a skilled and talented workforce, proximity to Brisbane's port and new opportunities associated with the major upgrade to the Sunshine Coast's new international airport, are also positives for our business.

FAST FACTS

- ✓ Gourmet Garden first launched in Australia in 1998 and started exporting to the UK just one year later.
- ✓ The company won the first of many export awards in 2006, receiving the Queensland Premier's Export Award for Agribusiness.
- ✓ Gourmet Garden has recently received many local and international awards for their lightly dried herb range which was launched in 2014. These awards include a World Star Award from the World Packaging Organisation and a Good Design Australia Award.



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Premium Greens Australia

Premium Greens Australia is part of the Cedar Hill Group of horticulture companies, based in Palmwoods on the Sunshine Coast. Premium Greens Australia specialises in native foliage for professional florists. The different seasons in the southern hemisphere allow Premium Greens Australia to supply on the 'shoulders' of the seasons, when local supply is limited.



There are over twenty species of native ferns, foliage, reeds and grasses that Premium Greens Australia sustainably harvests and supplies almost year-round, including Flexi Grass™, Koala Fern™ and Puzzle Stix™. Premium Greens Australia also exports a wide range of seasonal Australian flowers and foliage such as Banksia, Waxflower and Tetragona nuts that are field-grown in the traditional manner.

Where do you export?

Premium Greens Australia currently exports to the UK, Europe, Russia, the USA and China and we recently expanded our North American market through a joint venture called Latitude 33 Flowers.

What about future export markets?

The current plan is to expand our existing markets.

How has exporting helped the business expand?

Export markets are an important part of our business. The UK has over twice the population and four times the florist businesses of Australia and people buy flowers much more often both there and in other European countries.

What are the advantages of exporting from the Sunshine Coast?

The climate is ideal, allowing for year-round cultivation. Easy access to airports and road distribution is also important given the perishable nature of the product and we welcome the major upgrade to the Sunshine Coast's new international airport and the opportunities this will create for our business. Operating in horticulture often means being located somewhere remote, which makes finding local staff challenging. The Sunshine Coast is attractive for staff to live and work in, with plenty of amenities.

FAST FACTS

- ✓ Premium Greens Australia harvest and supply over 20 species of native ferns, foliage, reeds and grasses.
- ✓ They also export a wide range of seasonal Australian flowers and foliage such as Banksia, Waxflower and Tetragona.
- ✓ The company sponsors creative florists overseas to showcase their flowers and greenery.



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Nutworks

Nutworks is one of Australia's premier macadamia nut processing plants, situated in the heart of Australia's macadamia nut growing region on the Sunshine Coast. Due to increasing demand for their products, a new processing factory was built in Yandina, incorporating a café, retail shop and tourist facilities.



Nutworks is recognised globally for their commitment to quality. Their extensive range of products includes roasted and flavoured macadamias, chocolate macadamias, chocolate fruit, fruit & nut mixes, fudge, macadamias in their shell and cosmetics.

Where do you export?

Nutworks products are exported worldwide with major markets being China, Hong Kong, Vietnam and Japan.

What about future export markets?

Nutworks are looking to expand our exporting of products into the USA.

How has exporting helped the business expand?

Export is a critical part of Nutworks future expansion plans. With strong interest in Australian macadamia products worldwide, export presents exciting opportunities for new product development and building on the company's tourism offer.

What are the advantages of exporting from the Sunshine Coast?

With some of the best produce in the world and many passionate food producers, the Sunshine Coast has an exciting future as an internationally recognised food hub with a brand that stands for quality and innovation. As awareness of the region's capabilities continues to grow, there is tremendous potential to leverage the brand and for companies to expand existing and enter new export markets.

FAST FACTS

- ✓ Nutworks was founded in 1993.
- ✓ They are 100% Australian owned and operated.
- ✓ Nutworks employ more than 60 people.
- ✓ First produced chocolate and confectionary products in 2002.



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Ryan Marketing Group

Ryan Marketing Group (RMG) is an agrifood commodity trading company based on the Sunshine Coast in Queensland. Primarily trading in proteins, RMG provide their customers with access to Australia's best quality products at competitive pricing year round.

RMG export a wide range of dry, chilled and frozen products including beef, pork, lamb, poultry, seafood, smallgoods, dairy & pet food. Their customers include premium foodservice and retail providers and further processors. RMG has over 80 years of combined trading experience and is dedicated to forming strategic relationships with both suppliers and clients.

Where do you export?

RMG currently exports to Singapore, the Solomon Islands & Papua New Guinea.

What about future export markets?

We are looking to further expand our markets in the USA, Japan, China, Hong Kong and Vietnam, as well as expanding our current business in the Asia Pacific region.

How has exporting helped the business expand?

Exporting has enabled us to increase the volume of product that we turn over annually, thereby giving us superior purchasing power and the ability to enter into supply agreements.

What are the advantages of exporting from the Sunshine Coast?

There is a strong support network for emerging exporters on the Sunshine Coast, as well as many businesses in similar fields with whom we can share common learnings and experiences.

FAST FACTS

- ✓ RMG is proudly Australian owned and operated and was established in 2005.
- ✓ It employs more than 35 people across 5 offices in Australia and overseas.
- ✓ RMG was awarded the winner of the Export Council of Australia and Sunshine Coast Council Export Course for the exporting plan that was developed through the program for RMG's Australian Meat Merchants branded beef into Hong Kong and China.



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Rockliff Seafoods

World-renowned for their seafood and aquaculture ventures, the Rockliff Family has been developing the spanner crab industry on the Sunshine Coast for the past 10 years, perfecting the art of extracting the highly regarded spanner crab meat at its Mooloolaba facility.



Rockliff Seafoods produces premium quality seafood including spanner crab, Mooloolaba ocean king prawns, Queensland saucer scallops and fish such as blue eye trevalla. The sweet-tasting flesh of the spanner crab has been championed by famous Sydney Chef Tetsuya Wakuda who uses the product in his restaurants in Sydney and Singapore.

Where do you export?

Current export markets include Hong Kong, China, Singapore, Taiwan, the USA and New Zealand.

What about future export markets?

We will continue to expand on our business within existing markets, as well as promoting our products into new markets globally.

How has exporting helped the business expand?

Export markets provide a broad range of opportunities to a potentially much larger customer base than what the domestic market can support.

What are the advantages of exporting from the Sunshine Coast?

Rockliff's processing plant includes a wharf facility, providing access to some of the best fishing grounds in Australia for seafood such as prawns, scallops, bugs and fish. Close proximity to freight services means the business can export a variety of products including live, chilled and frozen seafood to customers worldwide. The expansion of the Sunshine Coast's new international airport presents exciting opportunities for our business to expand our customer base and service our existing customers more efficiently.

FAST FACTS

- ✓ Rockliff Seafoods is a 3rd generation fishing family.
- ✓ The family has been producing premium quality seafood for more than 40 years.
- ✓ Mooloolaba is the largest landing port for spanner crab in Australia.
- ✓ The company owns and operates fishing vessels, a processing facility and employs over 50 people.

ROCKLIFF
SEAFOODS

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Four Cow Farm

Four Cow Farm is a family owned and operated business based in Maleny on the Sunshine Coast in Queensland, Australia. Four Cow Farm began in response to a family case of infant eczema. The resulting product was so successful that a business rapidly emerged in order to meet high demand from anxious mothers seeking relief for their infants.



Four Cow Farm makes traditionally handcrafted, 100% natural skincare products for sensitive skins, with a passionate devotion to absolute purity. The product range includes washes, lotions, creams, salves, oils, and balms, specially formulated for infants, new mothers, and mothers-to-be.

Where do you export?

Currently Four Cow Farm exports to Singapore, Malaysia, South Korea, UAE, Hong Kong, Taiwan, New Zealand and USA.

What about future export markets?

We see great potential for our products in Europe, China and South Asia.

How has exporting helped the business expand?

Four Cow Farm began as an export business and continues to be focused on exporting. International demand for high-quality, natural products, combined with Australia's reputation as a source of high-quality produce makes for great export opportunities and a clear target for our winning products.

What are the advantages of exporting from the Sunshine Coast?

Four Cow Farm is surrounded by lush, green countryside dotted with productive farms taking full advantage of the Blackall Range's fertile soils. The Sunshine Coast environs add to our credentials as a supplier of pure, natural and organic products. Ready support from the Sunshine Coast Council providing market information and business connections has also helped the company's export endeavours.

FAST FACTS

- ✓ Four Cow Farm achieved certification as an Australian Certified Organic producer in 2015.
- ✓ Leading international magazines British Vogue and Harper's Bazaar have profiled Four Cow Farm's products.
- ✓ Four Cow Farm cares for the environment too, using 100% renewable energy and purified collected rain water.



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Cooee Products

Cooee Products is an independent research company developing non-toxic solutions for major industry such as mining and civil works, as well as chemical companies. The products they develop are safe to use and non-harmful to the environment.



The major products developed by Cooee include Ecotrax – a binder for road material that improves the life of the road and increases the time between maintenance. They also produce DustBloc – a spray-on dust suppressant that reduces water usage for dust suppression by 80 per cent, and Bitumen and Lanolin based coatings – used to replace non-toxic coatings.

Where do you export?

We currently export to North America, South America and Asia.

What about future export markets?

We are looking to expand our markets into Europe.

How has exporting helped the business expand?

Export has increased the company's revenue, allowing us to expand. We are currently getting government and third party certification of the products to use overseas.

What are the advantages of exporting from the Sunshine Coast?

The Sunshine Coast offers easy access to all business services required to export - and it's a great place to live.

FAST FACTS

- ✓ Cooee Products was first established in 2003 and is proudly Australian owned and operated.
- ✓ All of their products adhere to international standards and requirements set out in ISO: 9001:2008.
- ✓ The company has won two innovation awards for their DustBloc product.

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The future
is here

Ozzi Kleen Water & Waste Water

Ozzi Kleen Water & Waste Water is one of Australia's largest on-site water and waste water treatment system manufacturers. Ozzi Kleen products offer reliable, sustainable, on-site water and wastewater recycling solutions to many industries.



Ozzi Kleen create on-site water and wastewater recycling solutions for home owners, the mining and gas industry, caravan parks, resorts, temporary accommodation camps, remote locations, schools and many other industries.

Where do you export?

Ozzi Kleen's major export markets are the Middle East, Pacific Islands, New Zealand, South East Asia and South Africa.

What about future export markets?

With international distribution agreements in place and solid business relationships formed, we are planning to boost exporting opportunities into the UAE, Sri Lanka, Papua New Guinea and New Zealand.

How has exporting helped the business expand?

Exporting has allowed us to expand into new markets, thereby increasing local production and generating growth opportunities for the company.

What are the advantages of exporting from the Sunshine Coast?

The main advantages are the proximity to a major city like Brisbane and the local freight services. The upgrade to the Sunshine Coast's new international airport will open up new opportunities for our business.

FAST FACTS

- ✓ Ozzi Kleen was established in 1983 and employs 51 staff.
- ✓ Ozzi Kleen is Australian owned, designed and made on Queensland's Sunshine Coast.
- ✓ Ozzi Kleen has been created by over thirty years of dedication to the water and waste water industries and is testament to the company's commitment, expertise and quality.



CONTACT DETAILS

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The future
is here

Empyrean Lighting™

Empyrean Lighting™ is at the forefront of the LED revolution, designing, manufacturing and supplying ultra-high quality LED lighting solutions for a variety of applications. The company values protecting the planet and improving quality of life, providing an efficient, green and safe lighting alternative.

Empyrean is committed to the continual innovation, research and development of LED technology. Empyrean Lighting™ has more than 15,000 products across eight ranges and provides a customised, personal and professional solution for any lighting requirement, from mine sites to commercial offices. The company was voted in the top 100 coolest companies in Australia by Anthill Magazine Online in 2013 and 2014.

Where do you export?

Canada is Empyrean Lighting's largest export market and we also export to China and Malaysia.

What about future export markets?

We are working with our distributors in Canada to enter the North and South American markets and our CEO Kevin Day is currently spending 12 months in Canada and the USA to further grow our markets in the Americas and Europe.

How has exporting helped the business expand?

Exporting has increased our company's profit by 20 per cent annually and encouraged continual research and development, relevant to the market's requirements.

What are the advantages of exporting from the Sunshine Coast?

In addition to being a great place to live with an enviable lifestyle, the Sunshine Coast is close to major cities (Brisbane) and ports and the major upgrade to the Sunshine Coast's new international airport will enhance our access to worldwide markets. We love encouraging our clients and distributors to come and visit our headquarters and to spend a few extra days exploring the region.

The future
is here

www.invest.sunshinecoast.qld.gov.au

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Sunshine Coast
COUNCIL

FAST FACTS

- ✓ Ranked 53rd in the top 100 of Australia's Smartest Innovations in 2015 for their Andromeda™ turtle safe technology.
- ✓ Ranked in the top 100 of Australia's Smartest Innovations in 2015 for their Andromeda™ Grow Light technology.
- ✓ Finalist in the 2015 Sunshine Coast Business Awards in the Manufacturing, Innovation and Export categories.



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RADAQUA

RADAQUA provides turnkey solutions for the design, construction and management of aquaculture facilities. The company uses advanced engineering principles, latest technologies and innovative operational processes to deliver customised and environmentally friendly land-based recirculating aquaculture systems for the sustainable production of premium seafood products.

RADAQUA's clients include commercial businesses, government bodies, education institutions and research organisations. RADAQUA differentiates itself from other aquaculture industry service providers by providing solutions covering the entire scope of a client's aquaculture project/investment.

Where do you export?

Current export markets include China and the UAE.

What about future export markets?

Further expansion in the UAE and throughout the Middle East and South and South East Asia, including India, Japan, Malaysia and Singapore.

How has exporting helped the business expand?

Exporting has provided significant opportunities for growth in projects, revenues, product development, staff recruitment and training, as well as providing a platform for promoting RADAQUA's capabilities to a global audience.

What are the advantages of exporting from the Sunshine Coast?

The Sunshine Coast provides a location and lifestyle attractive to clients and staff. The Sunshine Coast Council provides strong support to exporters and is helpful in facilitating introductions to prospective clients, information required to understand export business and promoting local businesses in export markets.

www.invest.sunshinecoast.qld.gov.au

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COUNCIL



FAST FACTS

- ✓ Established in 1996 and started exporting in 2014.
- ✓ Winner of the Sunshine Coast Business Awards 'Exporter of the Year' in 2014 and 2015.
- ✓ Nominated as a finalist in the Premier of Queensland Small Business Exporter Award in 2015.



RADAQUA

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The future
is here

BackTone®

BackTone specialises in retraining habitual posture and grew out of a need identified in founder, Lorraine Josey's clinical occupational therapy practice. With over 30 years experience as an Occupational Therapist, Lorraine observed again and again the severe impact of poor posture across a wide range of patients and scenarios.



BackTone manufactures and distributes the BackTone posture training device and provides posture management resources to individuals, practitioners, workplaces and sports people globally. BackTone also undertakes research into postural change mechanisms.

Where do you export?

BackTone has current export markets in USA, Canada, UK, Europe and Turkey.

What about future export markets?

We are looking to expand our markets into New Zealand some Asian countries.

How has exporting helped the business expand?

Large overseas markets have increased our sales, allowing us to fund further product development. Additionally, different product and packaging requirements have driven new designs and processes.

What are the advantages of exporting from the Sunshine Coast?

We can access all the services our business needs on the Sunshine Coast. The major upgrade to the Sunshine Coast's new international airport will also create new opportunities for us.

FAST FACTS

- ✓ BackTone was developed and released in 2002.
- ✓ BackTone uses biomechanical biofeedback to help people to develop the 'muscle memory' for good posture.
- ✓ They won a Occupational Therapy Australia postgraduate student award for research into BackTone.



CONTACT DETAILS

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The future
is here

Concept Laboratories

Concept Laboratories is an Australian owned family company based on the Sunshine Coast in Queensland and for more than 20 years has been manufacturing topical skin care products including sunscreens, hand sanitiser gels, industrial cleaners and insect repellent.



The products are all made in Australia using high quality ingredients that meet Australia's high standards. The range includes Ultra Protect SPF50+ Sunscreen, Ultra Protect SPF50+ Sunscreen with Australian Superfruits, Buck Off Melanoma SPF50+ Sunscreen, Germ Buster Anti-Bacterial Hand Sanitising Gel, Ultra Clean Hand & Washroom Cleaners and Red-Eyed Gotcha! Tropical Strength Insect Repellent.

Where do you export?

Concept Laboratories currently exports to the Philippines, New Zealand and South Korea.

What about future export markets?

We are looking to expand our markets in South East Asia and also China, Korea and Japan.

How has exporting helped the business expand?

Due to the seasonal nature of sunscreen products, exporting to new markets with opposing seasons has helped balance fluctuations in sales and provided steady growth opportunities. It has also increased annual turnover and created greater product awareness and creditability in both existing and new markets.

What are the advantages of exporting from the Sunshine Coast?

The Sunshine Coast presents the perfect location for work life balance and there is a strong 'family' feel in the community and a willingness to help. We can access excellent business support services and the major upgrade to the Sunshine Coast's new international airport presents exciting opportunities for our business.

FAST FACTS

- ✓ Concept Laboratories was established in 1998 and employs 10 staff.
- ✓ Concept Laboratories is Australian owned and manufactures products on Queensland's Sunshine Coast.
- ✓ Concept Laboratories will soon have a bag on valve aerosol filling machine. This is an exciting new technology that does not use flammable gases so is safer for human use and better for the environment.

conceptLABS

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The future
is here

Smartline Machinery

Smartline Machinery manufactures healthcare products on the Sunshine Coast for operating theatres, sterilisation and endoscopy departments. Smartline's team of experts also design and manufacture sterile storage solutions and occupational health and safety solutions including electric height adjustable sinks and workstations.

Smartline products include scope cabinets, height adjustable sinks and workstations, shelving and storage, sterilization solutions, endoscopy storage and solutions, trolleys, education and WH&S solutions.

Where do you export?

Current export markets include New Zealand, Hong Kong, Singapore, Malaysia, Vietnam, Sri Lanka, Taiwan, United Arab Emirates, Afghanistan, India, Thailand, Indonesia and Korea.

What about future export markets?

We are seeking to expand our products into sterilisation departments globally.

How has exporting helped the business expand?

Expanding into export markets has created consistent growth opportunities, enabling us to improve our Quality Management principles and professionalism. As a result of different product and compliance requirements, our designs have been adapted to suit specific markets, creating a responsive and innovative business culture.

What are the advantages of exporting from the Sunshine Coast?

There is a positive export vibe in the Sunshine Coast business community, supported by the services provided by Sunshine Coast Council. There are numerous local network groups and export leaders based here to learn from and the diverse manufacturing base enables us to source most of our supplies from local businesses.

FAST FACTS

- ✓ Smartline Machinery manufactures on the Sunshine Coast and employs 16 permanent staff and a wide range of subcontractors and local suppliers.
- ✓ Smartline Machinery currently exports to more than 17 countries.
- ✓ Smartline products are tailored to suit various international market requirements for compliance, integration to IT standards and ISO regulation.

Smartline
MACHINERY

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The future
is here

Dan Everson Podiatry

Dan Everson Podiatry is the Sunshine Coast's largest group of podiatrists, with five established practices across the region. They offer a full range of podiatry services using modern equipment, products and pioneering technologies focusing on treating the cause rather than just the symptoms, and incorporating proven clinical-based research into their approach.

In addition to the podiatry services, founder Dan Everson has developed his own model of custom-made orthotics called Kinetic Orthotics. The design uses state-of-the-art computer integrated technology, combined with years of extensive clinical data.

Where do you export?

Custom-made orthotics are currently exported to podiatrists and doctors in Indonesia and New Zealand, who use our online education programs and textbook to collect and record data from our clients using the Kinetic Orthotics method.

What about future export markets?

Our company is looking to expand into the USA, Europe and Asia.

How has exporting helped the business expand?

Exporting has enabled Dan Everson Podiatry to share our technology with the world and bring about a more evidence-based approach to orthotic design globally. It has also increased our profitability, diversified our customer base and enhanced our competitiveness in the domestic market through new insights gained.

What are the advantages of exporting from the Sunshine Coast?

The Sunshine Coast offers a highly skilled and educated workforce and an increasingly diverse economy, supporting business innovation.



FAST FACTS

- ✓ The technology used to make the custom-made orthotics has been granted a patent in Australia, New Zealand, Europe, China and Singapore.
- ✓ Today these orthotics are distributed to more than 150 podiatrists around Australia and overseas.
- ✓ Dan has also written a book, The Kinetic Orthotics Method Book, to educate the next generation of podiatrists.



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The future
is here

Wheatgrass Pty Ltd

Wheatgrass Pty Ltd was established by medical doctor, Dr Chris Reynolds, who developed the wheatgrass extract that constitutes the prime bioactive in all the company's products. The extract underwent clinical trials in many thousands of patients worldwide and was successful in treating a wide range of medical and surgical conditions.



Wheatgrass Pty Ltd produces cosmeceuticals and a wheatgrass liquid supplement under the Dr Wheatgrass brand, namely Skin Recovery Cream, Skin Recovery Spray, SuperBalm and SuperShots. They also produce a unique, effective application for second degree and oral burns - WheatFIX Burn Spray.

Where do you export?

Wheatgrass Pty Ltd currently export to the USA, UK, Europe, Canada, Japan, New Zealand, India, South Africa, Philippines, Malaysia, South Korea and Hong Kong.

What about future export markets?

Wheatgrass Pty Ltd is looking toward China as a potential future export market.

How has exporting helped the business expand?

Our international distributors are required to establish dedicated Dr Wheatgrass/WheatFIX websites and to use social media whenever possible to spread the brands. This strategy, along with continuing growth of sales particularly in the USA, has helped to significantly expand the business.

What are the advantages of exporting from the Sunshine Coast?

Due to the online nature of Wheatgrass Pty Ltd's business model, we can operate from anywhere in the world. However, being in close proximity to our manufacturer, warehouse and Brisbane Port, makes the Sunshine Coast an excellent and conveniently located site to run an international business. We are looking forward to the expansion of the Sunshine Coast Airport as it will provide major benefits to our company and internationalise the region.

FAST FACTS

- ✓ Wheatgrass Pty Ltd was established in 2002.
- ✓ Wheatgrass Pty Ltd has contributed to several published research projects in Australia and India.
- ✓ The business re-located to Caloundra on the Sunshine Coast from Melbourne in 2008 and has since continued to enjoy increasing growth each year.



CONTACT DETAILS

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The future
is here

Food Matters

The catalyst for Food Matters began almost 10 years ago when co-founder James Colquhoun's father was diagnosed with Chronic Fatigue, Fibromyalgia, Anxiety and Depression. After five years of battling these conditions with no real recovery, James and Laurentine ten Bosch turned to the power of healing through food - and the idea of the film 'Food Matters' was born.



Today Food Matters is a global health company that offers Superfood supplements, health products, independent documentary films and an online streaming health channel. Their product range includes Superfood powders, juicers, DVDs and recipe books to optimise health and wellness.

Where do you export?

Food Matters' major export markets are the USA and Canada and our products are available globally via our online presence.

What about future export markets?

Food Matters are looking toward Europe and China, where the demand for health and wellness products is rapidly increasing.

How has exporting helped the business expand?

Exporting has been paramount to Food Matters' business expansion. It has increased brand awareness; expanded the Food Matters and FMTV Community; and spread education and awareness about the importance of nutrition globally. Our continual focus on innovation is also underpinned by export.

What are the advantages of exporting from the Sunshine Coast?

The Sunshine Coast is a pristine location and the community very much aligns with the health and lifestyle values that Food Matters espouses. It offers a healthy environment, high-tech community and quality business services, as well as a balanced lifestyle.

FAST FACTS

- ✓ Food Matters also has a 'sister company' called FMTV, offering over 800 health and wellness films and videos on www.fmtv.com
- ✓ The Food Matters and Hungry For Change feature films have been seen by millions globally on Netflix, iTunes, Singapore Air, New Zealand Air and Jetstar, multiple broadcast TV stations and have been translated into more than 7 languages.
- ✓ Winner of the Bruce Campbell Entrepreneurial Business School best client over \$1M turnover in 2015.

FOOD MATTERS®

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The future
is here

Lexis English

Lexis English is one of Australia's largest privately owned language-training companies, providing language tuition to more than 8,000 full time international students annually. Lexis English's clients include Samsung, Siemens and the US Army.



Headquartered on the Sunshine Coast in Queensland, Lexis English has campuses across Australia and in 2012 expanded into Asia (South Korea and Japan). In 2016, they opened a training centre in Barcelona, Spain and in 2017 they will commence operations in Saudi Arabia. Lexis provides a range of programs including English, Korean and Japanese language training, Language testing services (including Cambridge University testing), Teacher Training Programs, Junior Summer Programs & Vocational Training.

Where do you export?

Lexis exports to more than 80 countries. Key markets include Switzerland, Brazil, Saudi Arabia, France, Japan and Korea.

What about future export markets?

Further expansion is planned in Asia and the Middle East.

How has exporting helped the business expand?

Exporting is the foundation of Lexis English's business, with 96 per cent of the company's revenue being generated from export services.

What are the advantages of exporting from the Sunshine Coast?

The Sunshine Coast is an attractive environment from which to promote a blended lifestyle/academic destination and provides a relatively low-cost base from which to export services.

FAST FACTS

- ✓ 8,000 full time international students annually.
- ✓ Lexis English employs more than 180 staff.
- ✓ Winner of the prestigious STM World Language School award in 2014.
- ✓ Managing Director, Ian Pratt, was awarded Sunshine Coast Outstanding Businessperson of the Year in 2013.



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The future
is here

Typefi Systems

Typefi is a global leader in the provision of single-source automated publishing software, helping people around the world publish their content faster and in more formats. Amongst other benefits, most customers experience production time savings of 50-80 per cent following implementation of Typefi, enabling them to expand product offerings across multiple platforms with minimal increases in production costs.



Typefi's user-friendly platform enables customers to take a single source document and automatically render it in over 30 formats for print, online and mobile in under three minutes with 100 per cent accuracy. The software is designed to work as publishers do but much faster, streamlining complex workflows and making everyday publishing tasks infinitely more productive.

Where do you export?

Typefi exports its services to more than 20 countries; key markets are North America and Europe.

What about future export markets?

We are looking to further expand our North American and UK markets and explore some Asian markets, particularly South Korea.

How has exporting helped the business expand?

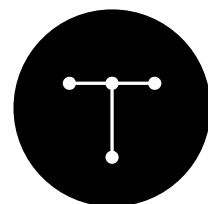
Being a software company, our products and services are not constrained by geography and export has been at the core of our success, accounting for 90 per cent of the company's revenue. Pursuing export opportunities provides revenue diversity, creating a resilient business that is not dependent on one set of customers or a specific geographical location.

What are the advantages of exporting from the Sunshine Coast?

As a region with a strong commitment to the innovation and technology sector, the Sunshine Coast offers an excellent base for Typefi. Organisations like the Sunshine Coast Council and the Innovation Centre at the University of the Sunshine Coast provide valuable support and the depth and diversity of professional expertise rivals that of any of Australia's major cities.

FAST FACTS

- ✓ Typefi was founded in 2001 on the Sunshine Coast and now employs 47 people worldwide.
- ✓ Typefi customers include Lonely Planet, Cambridge University Press and Billabong.
- ✓ Multiple awards including 2016 Australian Export Award and Queensland Premier's Export Award for Small Business, and Excellence in Export at the 2016 Sunshine Coast Business Awards.



TYPEFI®

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The future
is here

Auspac Business Advantage

Auspac Business Advantage (ABA) is a soft skill training company that works in the area of personal and business growth, as well as international development for new clients wanting to enter the global arena. ABA partners with RTOs to provide educational opportunities to their national and international clients and provide support to help them grow and/or manage their business.



Auspac Business Advantage offers contextualised keynotes for conferences in the area of sales, service and leadership. Under Auspac's international trade and business banner, they also mediate for clients who are seeking to develop export markets.

Where do you export?

We export our services to a range of international markets, including China, India, Saudi Arabia and the UAE.

What about future export markets?

We are looking to further expand into Asia, including Singapore, Japan and Hong Kong and we have been approached to set up a soft skill training company in Shanghai (ABAS).

How has exporting helped the business expand?

Exporting our services has increased our profile, our understanding of how to work internationally and honing our communication techniques in a global market place. Exporting has also expanded our client base and connected us with many great companies and people.

What are the advantages of exporting from the Sunshine Coast?

As a speaker, facilitator and workshop creator, our business can be based anywhere but we choose the Sunshine Coast because of its enviable lifestyle and entrepreneurial culture. There are many creative, innovative and inspiring businesses on the Sunshine Coast for us to connect with - and provide our services to. Being a frequent traveller, the upgrade to the Sunshine Coast's new international airport will be an added bonus for our business.

FAST FACTS

- ✓ Auspac received their first international contract after being in Xiamen, China for only two days and working across two cultures.
- ✓ Auspac Business Advantage also deliver soft skill workshops for teams and conferences and wrap around workshops for MBAs and university students.
- ✓ 2017 International Stevie Award winner in the category of Sales, Training and Educational Professional of the Year
- ✓ ABA specialises in international trade and business facilitation for their exporting clients.



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The future
is here

Hall Contracting

Hall Contracting is Australia's largest privately owned dredging, civil and marine construction company, with offices in South East Asia, the Pacific Islands and Australia. Often tackling projects that others find too challenging, they have more than 70 years experience in overcoming unique challenges posed by complex and diverse projects.

Hall Contracting specialises in dredging and civil and marine construction. The type of projects they undertake include dredging ports and harbours, civil infrastructure, creating masterplanned communities or specialised projects such as weirs and seawalls in sensitive environments.

Driven by a strong commitment to providing every client with a world-class experience, Hall Contracting has the systems and procedures in place to consistently provide their clients with a worry-free experience that allows them to focus on the day-to-day running of their business.

Where do you export?

We currently export to the Pacific Islands and South East Asia.

What about future export markets?

We look forward to continuing to service our existing markets, whilst being open to new opportunities.

How has exporting helped the business expand?

Exporting has diversified Hall Contracting's business, enabling us to grow from a service provider to a solutions provider. We now provide climate change adaption solutions to Pacific Island nations that are under threat from climate change.

What are the advantages of exporting from the Sunshine Coast?

With a strong focus on lifestyle and the environment, the Sunshine Coast provides our business with quality personnel who are committed to achieving the same objectives for developing countries such as those in the Pacific Islands.

FAST FACTS

- ✓ Nominated for two environmental awards and winner of the Gold Award as part of the 2016 New Zealand Innovate Awards of Excellence, for work undertaken in Tuvalu for the Ministry of Foreign Affairs and Trade New Zealand.
- ✓ The project created more than 8% of usable land for the country and reduced environmental degradation on the atoll.



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The ideal location for your business

The Sunshine Coast offers an outstanding mix of opportunities for new investment and business expansion.

- Independently ranked as the second-highest performing regional economy in Queensland.
- The region's current population of 298,000 is projected to grow to 470,000 by 2036, providing an ever-expanding local workforce to meet the needs of business and industry.
- Consistently recording some of the highest levels of business confidence in Queensland.

HOW THE SUNSHINE COAST COUNCIL CAN HELP

- ✓ Financial assistance to help offset various establishment costs.
- ✓ A single point of service to facilitate connections with government bodies.
- ✓ Tailored package of comparative information to assist in your decision.
- ✓ Customised site selection assistance.
- ✓ Access to key international market information and industry development.
- ✓ Successful track record of helping investors move to the Sunshine Coast.

KEY REASONS FOR INVESTMENT SUCCESS

- **Prime location:** Access to all major transport networks and export infrastructure – air, road, rail and broadband connectivity – including the award-winning Sunshine Coast Airport.
- **Low taxes:** Lowest payroll tax of any Australian state or territory, estimated on average at A\$677 per person less than the average of other Australian states and territories.
- **Low costs:** More affordable industrial land prices (50% lower than other capital cities) and lower prices for commercial office space (41% lower than Brisbane costs).
- **Skilled workforce:** Highly educated workforce with the region's population holding higher level of post-secondary school qualifications than the Queensland average.
- **Government support:** Dedicated client managers, incentives and assistance for new investors and businesses.

For a confidential discussion on the opportunities in the Sunshine Coast region, contact an investment specialist at Sunshine Coast Council directly:

BY PHONE: 0407 753 645

BY EMAIL: invest@sunshinecoast.qld.gov.au

WEBSITE: www.invest.sunshinecoast.qld.gov.au



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