



Prepared by: Megan Humphries Founding Partner & Nadine Runciman  
Managing Partner Binjang Tea  
ABN: 715 132 516 27  
M L HUMPHRIES and N RUNCIMAN  
Trading as Binjang Tea



**BINJANG  
TEA**

**Mandaang Guwu for your interest in Australia's Signature Indigenous Tea Range; Binjang Tea.**

**We're delighted to share this pricing proposal, which contains information about our company, our packages, our premium tea blends, and how we can work together.**

**We look forward to collaborating**

Binjang Tea, was born through the love of Megan's strong Aboriginal Heritage. My beautiful grandmother Reen Stewart, my father, his siblings (pictured on front) and family grew up on the first inland Mission in NSW; Nanima. This beautiful piece of country known as Binjang (pronounced Binjung) in Wiradjuri means valley, hence the name chosen for my business.

After my grandmother's unexpected passing at a young age, my great Aunt and Uncle reared my father and his siblings. I have no words to describe the gratitude I have for my Aunties, Uncles and extended family. I will be eternally grateful for the love, stories and guidance they gave Dad.

I remember as a young child going from house to house meeting all the mob, plenty of houses and plenty of family - I loved it!!! At every home - 'You wanna cuppa'? The laughter at the tables, the jokes and giggling on the front lawn, the sadness in their eyes with some conversations - there was always a story behind each cuppa...

I was inspired to start my tea (dyiri) business after many yarns with my father and family over the years about his childhood connection to culture, country and community; each story I was longing for more; all starting over a cuppa.

What did I want from my Indigenous Tea business? Many things, but most importantly:

- Create a platform for discussion around my rich Culture, and I in turn listen to other stories, engage in respectful conversations, truth telling from the heart.
- Have people sip, yarn, repeat - take time out of their busy lives, and reflect on life.
- Spark an interest from the big wide world about Australia's native bush plants; and how they were potentially used by My People.
- Bring people together to share: laughs, stories, memories, dreams.
- Create signature blends of premium quality, that were unique with a lasting pleasant flavor, incorporating native bush plants; used by Aboriginal People's for over 60,000 years.
- Raise awareness and bring a voice to the table about what my family and may families endured growing up on Nanima, the first inland mission in NSW.
- Source from Australia when possible.
- Last but not least the blends would be created after ongoing yarns with family and Elders, and each cup poured with love.

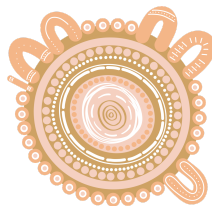
Megan shares her cultural knowledge by taking a gentle approach when educating. Listening to others understanding of Aboriginal culture, and helping them to have a greater truthful understanding of hers. And a cup of tea is the perfect introduction.

You see, it doesn't matter where you are having a cup of tea: on the coast; overseas; in the bush; by yourself; with family; at work, on a plane - a cuppa usually starts a conversation or a deep thought - it allows you to reflect on special places, special memories and special people.

Megan has neared completion of a Diploma in Tea Blending, with a final practical test forthcoming.

We strongly believe Binjang Tea and Qantas compliment each other. Together we can create a unique journey for passengers by providing a flavorsome cup of tea to their comfortable journey, and a little 'culture in a cup'

Time to reflect, take a deep breath, , unwind, reminisce and enjoy every sip.



## **PRODUCTS**

### **BINJANG BREAKFAST**

This blend of premium tribute tea has been carefully selected from single estates in India, Sri Lanka and Kenya. This elegant and regal black tea has been developed for the most refined of palates and when steeped, produces a rich, golden liquor with notes of honey, raisins and malt

Enjoyed at anytime of the day. Add a dash of milk and sweetener or straight black.

The finest quality black tea from the Camellia sinensis tea plant - Sri Lanka, Kenya & India

Steeping time: 1 x teabag, 2-3 mins per cup

### **BINJANG EARL GREY**

For the discerning connoisseur, this premium Sri Lankan black tea is blended with cornflowers and bergamot oil produced in Australia to produce a traditional, high-quality Earl Grey tea.

The finest Black Tea from the Camellia sinensis leaf Sri Lanka and Bergamot oil.

Steeping time: 1 x teabag 2-3 mins per cup

### **BINJANG BUSH GREEN TEA**

Who would have thought the curious combination of Green Tea, Strawberry Gum and Bush Tomato would blend so perfectly together... Well it does!!!

The Strawberry gum brings a unique taste, whilst the Bush Tomato compliments and rounds it off with an earthy caramel flavor.

Pair with your favorite cheese crackers or a nice sponge.

The finest quality Green Tea, Australian Strawberry Gum, Bush Tomato, Cacao Shells and Hibiscus.

*Caffeine free*

Steeping time: 1 x teabag, 2-3 mins per cup

## **BINJANG COUNTRY CHAI**

This signature blend incorporates a strong exclusive blend, with a bold unique taste. Wattle seed giving this herbal tisane a nutty and woody taste.

Just add boiling water, no need to add milk.

Pair with your favourite rich chocolate cake or brownie

The finest bush plants: Wattle seed, Dandelion Root, Chicory Root, Star Anise, Allspice, Cardamom Pods, Clove, Liquorice Root, Black Pepper, Bay Leaf, Fennel Seed, Ginger Root.

Steeping time: 1 x teabag, 3-4 mins per cup

## **BINJANG BUSH LEMON MYRTLE & GINGER**

Undoubtedly the most popular of Australia's native herbs, Lemon Myrtle the "Queen of Lemon Herbs" boasts an intense citrus fragrance and flavor. It has been used in Aboriginal cuisine and medicine for thousands of years.

Ginger root, brings a little spice to this blend and will soon become your favourite.

The perfect calm before a long flight

The finest bush plants: Lemongrass, Lemon-scented Gum, Lemon-scented Tea-Tree, Lemon Myrtle, Ginger Root.

*Caffeine free*

Steeping time: 1 x teabag, 3 mins per cup

## **BINJANG BUSH PEPPERMINT**

With it's sweet minty overtones from the Peppermint gum, earthy tones and slightly aromatic citrus tang from the round mint; this blend leaves you with a refreshing, cool and sweet candy menthol-like nuance.

The finest bush plants: Peppermint, White Kunzea, Round-leaf Mint, Peppermint Gum.

*Caffeine free*

Steeping time: 1 x teabag, 3 mins per cup

## **PYRAMID TEA BAG**

Our pyramid bags are 100% plastic free, made of a plant-based material called Soilon. This material is composed entirely of PLA or polylactic acid derived from plant-based cornstarch.

Some great advantages of Soilon tea bags:

- Made of natural plant based biodegradable materials
- Pyramid shape allows your tea to breathe and unfurl
- 100% biodegradable
- No harsh chemicals
- Will degrade in a landfill within just 6 months
- Enhances the natural flavor of the tea by allowing it to unfurl

Premium quality tea, environmentally friendly, health-conscious and convenience.

## **AUSTRALIAN TEA MASTERS**

Binjang Tea: Australia's Signature Indigenous Tea Range is just that - Signature and premium quality.

Each of our blends are customized F2F with Sharon Johnston CEO, and founder of Australian Tea Masters; the largest and most accredited tea blending business in Australia. Sharon has worked with some of the worlds leading tea experts and has applied this knowledge to support our unique creations. Ensuring we know exactly what Indigenous ingredients are in our blends, allowing us to tell the story of why those particular ingredients were chosen;

Australian Tea Masters is based in Melbourne and is the leading organisation for tea education in Australasia. They are a HACCP, Australian Border Force Trusted Trader Facility.

Binjang Tea is blended, manufactured, and packed in Australia by Australian Tea Masters.

Head Office: 107 Ryrie Street, Geelong Vic 3220

Factory: 5/30 Leather St, Breakwater VIC 3219

## **PACKAGING - INDIVIDUALLY WRAPPED TEA BAG**

Binjang Tea's rewind packaging is made from Polyethylene terephthalate (PET) It is recyclable and shows resistance to impact, moisture, alcohols, and solvents.

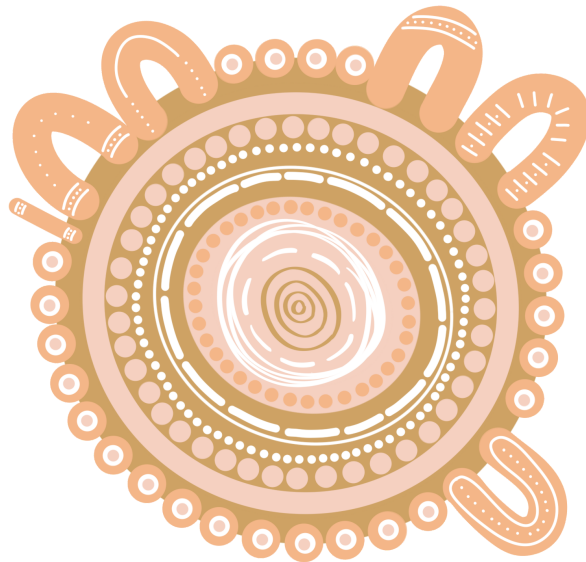
Applying a Cultural lens to ways of thinking through our business is paramount. This ensures we take care of Country and Mother Earth as much as possible, and reduce our carbon footprint. Our individual wrapped teabag is made in Melbourne, by QLM Label Makers, with materials sourced locally.

QLM Label Makers  
24 Ravenhall Way  
Ravenhall VIC 3023

## **BEST BEFORE DATE**

Binjang Tea will have a best before date, which is two years from the production date. However, this doesn't mean that the tea will become unsafe to consume. This indicates the time until which the tea will retain its flavor and aroma.

Our tea's are to be stored in a cool, dry environment.



## **DEMONSTRATED EXPERIENCE, ORGANISATIONAL CAPACITY AND CAPABILITY IN PRODUCING LARGE VOLUMES OF TEA FOR A RANGE OF CUSTOMERS**

Although Binjang Tea has been a registered business since 2020, we are relatively new. In saying this, we always get jobs done in a timely manner, with precision to detail when opportunities arise.

Contribution to corporate hampers for University of Sydney, School of Rural Health - Dubbo, continuation of stock to Dubbo Regional Council monthly.

During the introduction of Binjang Tea, Megan was the Aboriginal Health Manager for Western NSW Health - Dubbo Base Hospital. COVID-19 had travelled to Australia, and Megan was at the forefront of the COVID pandemic; COVID testing, establishing COVID clinics, navigation of care for in-patients, just to name a few. It's times like this when you really need a good cuppa.

Moving forward three years and Megan has introduced a highly organised business partner, Nadine. Nadine and Megan have been friends for over 20 years, their husbands played football together, and families holiday together.. Nadine is the operations Queen and has over 20 years in Mortgage Brokerage. She is a supportive Ally, who has a real passion for tea.

We have just recently returned from Melbourne visiting our Packaging and Tea manufacture, having in-depth discussions with the CEO's with regards to the Binjang journey thus far, and forward planning; we can positively confirm, Binjang Tea has capacity to produce larger volumes when required.

Please note, having only just introduced three new blends to our range this week, we are unable to supply individually wrapped packaging for: Binjang Earl, Binjang Bush Lemon & Ginger and Binjang Peppermint. We have also substituted our Binjang Breakfast, due to the packaging still in print with our new graphic design.

Our story is who we are, rich with love, born to make a difference, learning each day, loving what we do, believing in our products, believing we can make a difference. Two Country girls, just having a crack.

We would love the opportunity to meet face to face to share our passion, tell our story with a formal presentation.

Mandaang Guwu, much yindyamarra

Megan and Nadine

