



Meet the Buyer™

Meet the Buyer™ 2026

Exhibitor Planning Kit

20 October 2026, Grand Ballroom, Crown Perth

Tradeshow 10am - 3:30pm | Networking Forum 4pm - 6:30pm





Meet the Buyer™

Welcome

Thank you for booking an exhibition booth at **Meet the Buyer™ 2026**. This Planning Kit contains all the information you need to prepare for the event.

For any enquiries leading up to the event, please contact:
Jen Brydon, Event Manager | jen@atelierhouseofevents.com
Atelier House of Events on behalf of Buy West Eat Best.





Event Details

Event:	Meet the Buyer™ 2026
Venue:	Grand Ballroom, Crown Perth (closest entry at Crown Towers)
Date:	Tuesday, 20 October 2026
Exhibition:	10:00am - 3:30pm
Bump In:	Tuesday, 20 October 2026 7:30am - 9:45am
Bump Out:	Tuesday, 20 October 2026 3:30pm - 7:00pm
Networking Forum:	Tuesday, 20 October 2026 4:00pm - 6:30pm
Website:	www.meetthebuyer.com.au

Section 1

Product Showcase Information


Buyers Guide (Exhibitor Catalogue)

All exhibitors will be featured in a printed and digital Meet the Buyer™ Exhibitor Catalogue, also referred to as the Buyers Guide. This catalogue includes your business information, logo, contact details, and RRP information for each showcased product. The Buyers Guide is a 12-month resource that buyers refer to well beyond the day's conclusion.

BOOTH 08 | EXHIBITOR

Cambray Cheese

Meddie Wilde
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 cambraycheese.com.au
 cambraycheese



CAMBRAY
 CREAM & FAMILY FARM

Cambray Cheese is a small family-operated business, run by the Wilde Family which has achieved remarkable success since opening in 2005. The unique range includes soft white mould cheeses, a traditional Greek-style feta, and a variety of matured cheeses, including the famous Farmhouse Gold. Cambray Cheese specialises in both sheep and cow's milk cheeses.

Cream Brie
RRP AU\$138.9/kg

Our traditional Cream Brie is a luscious cow's milk cheese. Crafted in generous 800g wheels and conveniently portioned into 150g retail packs. This brie offers a sweet, milky profile.

Category: Groceries / Fresh Produce / Ingredients
 Type: Dairy
 Product Region: South West
 Storage: Chilled / Refrigerated

Requette
RRP AU\$188.25/kg

Requette is a delicate, French-style soft cheese made from 100% sheep's milk. Its flavor is bright and fresh, with a gentle creaminess and a subtle lemony tang that gives it a distinctive lift.

Category: Groceries / Fresh Produce / Ingredients
 Type: Dairy
 Product Region: South West
 Storage: Chilled / Refrigerated

Aubergin
RRP AU\$189.25/kg

Aubergin is a soft ripened sheep's milk, with a uniquely local twist. It features a striking ash-colored rind made from the wood of native Jamun trees. Gentle and creamy with subtle earthy undertones.

Category: Groceries / Fresh Produce / Ingredients
 Type: Dairy
 Product Region: South West
 Storage: Chilled / Refrigerated

Blackwood Blue
RRP AU\$132.0/kg

Blackwood Blue is a handcrafted cow's milk blue cheese. Smooth and creamy with a subtle blue vein, this cheese offers a well-balanced flavor - sweet and melty. The texture is soft yet structured.

Category: Groceries / Fresh Produce / Ingredients
 Type: Dairy
 Product Region: South West
 Storage: Chilled / Refrigerated

Farmhouse Gold
RRP AU\$152.0/kg

Farmhouse Gold is a premium aged cheese made from 100% sheep's milk, inspired by traditional Dutch-style cheeses. It features a smooth but firm texture, with subtle nutty notes and a creamy complexity.

Category: Groceries / Fresh Produce / Ingredients
 Type: Dairy
 Product Region: South West
 Storage: Chilled / Refrigerated

Requette
RRP AU\$188.25/kg

Our Bourbon-style fresh curd is made from 100% sheep's milk, infused with garlic and cheese. It's aromatic and savory, with a lively tang that lifts every bite. Smooth and spreadable like most cheeses.

Category: Groceries / Fresh Produce / Ingredients
 Type: Dairy
 Product Region: South West
 Storage: Chilled / Refrigerated

Sheep Milk Yogurt
RRP AU\$151.00/kg

Crafted from award-winning sheep's milk, this natural yogurt is naturally thick, creamy and full of character. No added sugar or flavors, high in protein, calcium and essential vitamins.

Category: Groceries / Fresh Produce / Ingredients
 Type: Dairy
 Product Region: South West
 Storage: Chilled / Refrigerated

Sheep Milk
RRP AU\$114.0/kg

This premium sheep milk sets a new benchmark for quality and taste. The milk pours thick and velvety, with a rich, creamy texture. Naturally sweet with a flavor often likened to ice cream.

Category: Groceries / Fresh Produce / Ingredients
 Type: Dairy
 Product Region: South West
 Storage: Chilled / Refrigerated

BOOTH 50 | EXHIBITOR

Outback Beef

Annabelle Coppin
 beef@outbackbeef.com.au
 outbackbeef.com.au
 outbackbeef



OUTBACK BEEF

A special fifth-generation Pilbara story. Our cattle are bred, born and grazed on natural rangeland country. We produce high quality (MGA graded) beef with a unique natural mineral flavour from a mix of native grasses, shrubs and legumes on Yarie Station. We are committed to leaving our land in even better condition for future generations.

Full Bodies and Sides of Outback Beef
RRP AU\$19.9/kg

Outback Beef comes from Yarie Station in the Pilbara. Our cattle are bred, born and grazed on natural rangeland country. Full bodies, sides and quarters of beef.

Category: Groceries / Fresh Produce / Ingredients
 Type: Meat and Seafoods
 Product Region: Pilbara
 Storage: Chilled / Refrigerated

Outback Beef Restaurant (Steakpaks) Package
RRP AU\$1321.00

Our restaurant package uses all cuts of cattle to offer a diverse menu.

Category: Groceries / Fresh Produce / Ingredients
 Type: Meat and Seafoods
 Product Region: Pilbara
 Storage: Chilled / Refrigerated

Outback Beef Pies
RRP AU\$1320.00

Pies come in Cherry, Steak and Mushroom, Steak, Cheese and Bacon, Steak and Peppercorn. Can be in single tins or bulk packs.

Category: Groceries / Fresh Produce / Ingredients
 Type: Meat and Seafoods
 Product Region: Pilbara
 Storage: Chilled / Refrigerated

Outback Beef Jerky - Original and Cullin
RRP AU\$183.95

A high quality nutritious beef with a unique natural mineral flavour from a mix of native grasses, shrubs and legumes on Yarie. The result is outstanding jerky, made for genuine beef lovers. Silver Award winners at Perth Royal Show Food Awards 2023 and 2024.

Category: Groceries / Fresh Produce / Ingredients
 Type: Meat and Seafoods
 Product Region: Pilbara
 Storage: Ambient / Shelf Stable

Outback Beef Burger
RRP AU\$10.9/kg

The Outback Beef Burger comes from Yarie Station in the Pilbara. Our cattle are bred, born and grazed on natural rangeland country.

Category: Groceries / Fresh Produce / Ingredients
 Type: Meat and Seafoods
 Product Region: Pilbara
 Storage: Chilled / Refrigerated

Outback Beef Bone Broth
RRP AU\$121.95

Outback Beef Bone Broth comes from Yarie Station in the Pilbara. Our cattle are bred, born and grazed on natural rangeland country.

Category: Groceries / Fresh Produce / Ingredients
 Type: Meat and Seafoods
 Product Region: Pilbara
 Storage: Chilled / Refrigerated

Outback Beef Pate
RRP AU\$120.00

Our range of 10 different beef value packs, derived from traditional station living, caters for every type of family meal. Awarded 2023 Perth Royal Food Awards Branded beef - Silver medal.

Category: Groceries / Fresh Produce / Ingredients
 Type: Meat and Seafoods
 Product Region: Pilbara
 Storage: Chilled / Refrigerated

Outback Beef Tallow
RRP AU\$115.00

Our tallow comes in a range of 1kg to 10kg packages.

Category: Groceries / Fresh Produce / Ingredients
 Type: Meat and Seafoods
 Product Region: Pilbara
 Storage: Chilled / Refrigerated

Buyers Guide (example only).

Product Showcase Form

All exhibitors must complete the Product Showcase form online via the Meet the Buyer™ website.

PLEASE NOTE:

The deadline for completing the Product Showcase form is **2pm on Tuesday, 28 July 2026**. Exhibitors who do not submit by this deadline will not be included in the Buyers Guide.

[Complete the Product Showcase form here.](#)

Section 2

Crown Safety Information

Crown Safety Forms

Crown Perth requires all exhibitors to complete safety documentation before the event. Which forms you need to complete depends on your exhibitor type:

- All exhibitors must complete the CS209F4 Classification for Proposed Services - Events and Conferences form online.
- Exhibitors who are sampling food and/or beverages must also complete a food and beverage waiver form.

PLEASE NOTE:

Both Crown Safety forms are due by **2pm on Tuesday, 28 July 2026**. Your place at Meet the Buyer™ may be impacted if you do not meet this deadline.

[Complete Crown Safety forms here.](#)

Product Liability Insurance

Product Liability Insurance must be uploaded on the Meet the Buyer™ website by the same deadline.

PLEASE NOTE:

The deadline for uploading Product Liability Insurance is **2pm on Tuesday, 28 July 2026**.

[Upload your Product Liability Insurance here.](#)

Section 3

On The Day Information

Your Exhibition Space

Space Inclusions

Each exhibition space is 3m x 2.4m and includes the following:

- 1 x Display screen (horizontal): 1800W x 1200H mm | Leg height: 1800mm | Fabric pinboard back wall (front runner fabric - Velcro can be used to attach posters and signage)
- Fascia board signage of company name
- 1 x Trestle table: 1800L x 760W x 740H mm
- 1 x Tablecloth: 3300L x 2100W mm | Own linen permitted.
- 2x conference chairs
- 1x rubbish bin
- 1x Exhibitors Catalogue placed on your table

PLEASE NOTE:

Only items nominated during exhibitor registration may be displayed throughout the exhibition. All theming must remain within the allocated 3m x 2.4m space.

Table Linen

Black linen is provided as part of your exhibition space. Exhibitors are welcome to use their own table linen in place of the provided linen if preferred.

Exhibitor Tickets and Additional Staff

Your exhibition booth includes 2x tickets to the trade exhibition, event program, and networking forum, as well as tea, coffee, and light refreshments throughout the day.

The networking forum runs from 4:00pm to 6:30pm on the day of the event.

Additional exhibitor tickets for staff can be purchased for \$49 at www.meetthebuyer.com.au



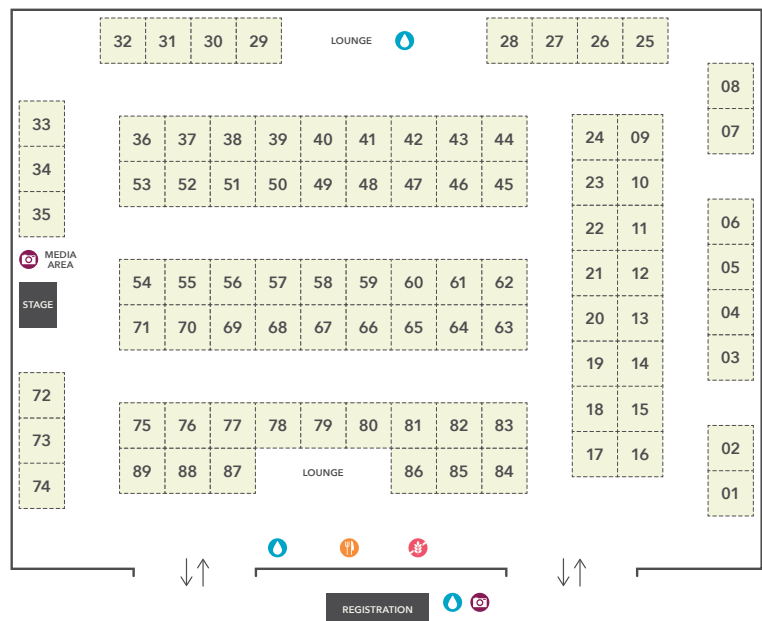
Exhibition set up (example only).

Exhibition Space Allocation

Exhibitors are allocated exhibition spaces in alphabetical order from A to Z. Your exhibition number and location will be confirmed 48 hours before the event. A digital Exhibitor Catalogue will be emailed to all exhibitors and delegates 24 hours before the event, with a printed copy available at the event.

PLEASE NOTE:

The layout for the 2026 event is currently being finalised and may be subject to change. Your confirmed exhibition number and location will be provided 48 hours before the event.



Equipment, Furniture, Fridges and Audio Visual Hire

If you require additional equipment, furniture, fridge units, or audio visual hire for your exhibition space, please contact Jen Brydon directly.

Jen Brydon, Event Manager | jen@atelierhouseofevents.com

Media Exposure Table

The event organisers will theme and style a media exposure table as part of the event. If you would like to offer products for the media exposure table, please advise the organiser during bump in.

Following the event, suitable items can be donated to Foodbank or retained by Buy West Eat Best for promotional purposes.

PLEASE NOTE:

All items placed on the media exposure table are subject to the organiser’s discretion. Products requiring refrigeration may be excluded where they could cause odour issues (for example, seafood). If you would still like your product represented, we encourage the use of ambient mock-ups or empty branded containers that reflect the retail version (for example, an empty dairy container).

Bump In | Tuesday, 20 October 2026 | 7:30am - 9:45am

Access to Venue

Exhibitors may access the venue from 7:30am on Tuesday, 20 October 2026. All stands must be completed and ready for guest arrival by 10:00am. Please note that venue access is not available the day before.

The 10:00am completion time is strongly recommended to accommodate the Ministerial walkthrough and any early media opportunities.

Deliveries and Parking

Please select the access option that suits the size and volume of your load.

OPTION 1 | Large Load - Crown Towers Loading Dock

For exhibitors with large quantities of goods or items that require Crown Perth staff assistance.

Access directions:

Follow Bolton Avenue past the turn to Crown Metropol Hotel and Crown Promenade Hotel. Turn left at Crown Theatre loading dock and proceed to Crown Towers Loading Dock.

What happens at the dock:

- Drop your goods at the Loading Dock/Area.
- Crown Perth staff will move items from the dock into the Grand Ballroom to your exhibition booth.

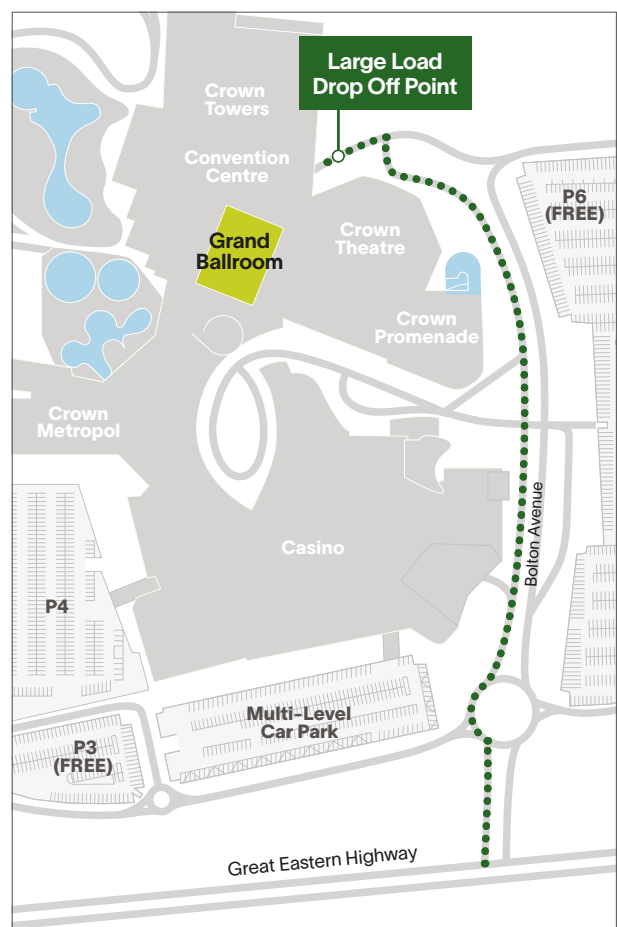
Deliveries to the loading dock may be subject to delays during bump in and are managed on a first come, first served basis.

Labelling requirement:

Every item must have a fully completed Crown delivery label attached before drop-off.

[Download and print your delivery label here.](#)

Crown Perth reserves the right to refuse items that are not clearly labelled.



OPTION 2 | Small Load – Crown Tower Valet Parking

For exhibitors with a small number of items that can be carried without Crown Perth staff assistance.

Park closest to the Crown Theatre entrance. One person must remain with the car at all times.

OPTION 3 | Small Load - General Car Park Entry

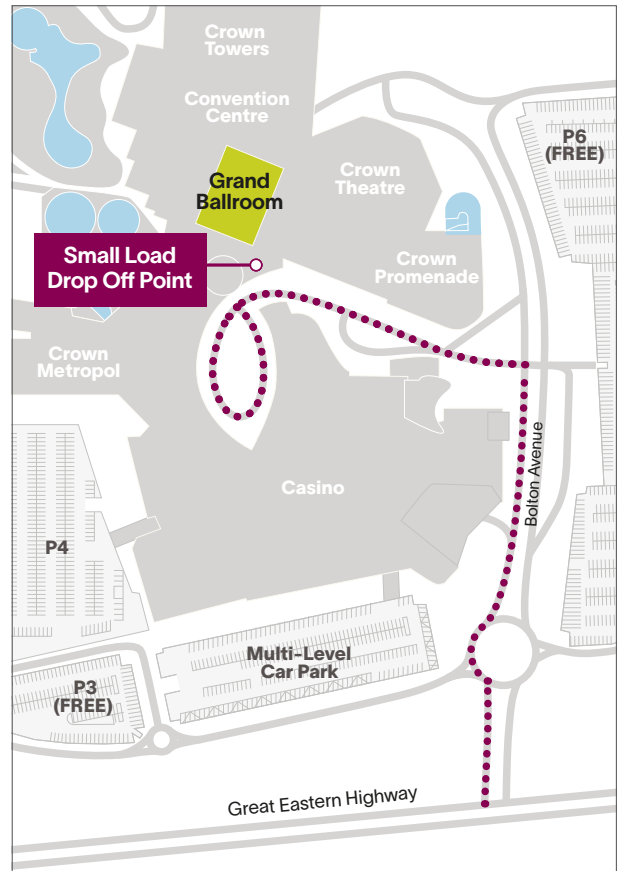
For exhibitors with a small number of items that can be carried without Crown Perth staff assistance.

Park in one of the dedicated car parks around the Crown complex.

[See the parking map here.](#)

[See parking prices here.](#)

- Walk your items from the car park into the exhibition room via the public entry foyers.
- No loading dock access or Crown Perth staff assistance is provided under this option.



Trolleys

Exhibitors are welcome to bring a small trolley to assist with moving items. The trolley must be small enough to be stored at your exhibition booth during the event. Crown Perth does not provide storage for trolleys.

PLEASE NOTE: Hotel trolleys at Crown Perth are limited in availability and cannot be relied upon. Exhibitors are strongly encouraged to bring their own trolley if they anticipate needing one.

Advance Deliveries to Venue

If you need to send goods to Crown Perth ahead of the event, deliveries will only be accepted within two (2) working days prior to the scheduled exhibition bump in.

Every item must have a fully completed Crown delivery label attached. [Download and print your delivery label here.](#) Please complete all sections of the label in full. Crown Perth reserves the right to refuse deliveries that are not clearly marked or that arrive outside the approved delivery window.

PLEASE NOTE:

Crown Perth does not provide cold storage. Any items requiring refrigeration must be delivered during the allocated bump in window and placed directly into cold display cabinets arranged by the exhibitor.

Event Day

Security

Crown security guards will be present throughout the event. Whilst every reasonable precaution is taken, the event organisers accept no responsibility for any loss or damage to persons or property at the exhibition from any cause whatsoever.

Care of Building

The venue has advised that any exhibitor and/or display contractor causing damage to the building will be charged for the repair of such damage.



Bump Out | Tuesday, 20 October 2026 | 3:30pm - 7:00pm

Bump out commences at 3:30pm once the venue has been cleared of all visitors. You are not permitted to begin packing down prior to this time.

PLEASE NOTE:

Please do not leave your stand unattended while valuable products remain. If you need to collect your vehicle from the car park, ensure a colleague stays with your goods until you return. Meet the Buyer™ cannot accept responsibility for missing goods.

If you are attending the Networking Forum (4:00pm - 6:30pm), please pack and label any low-value goods and consolidate them at the front of your booth before you leave. All valuable items should be removed from your stand or kept with you prior to attending the function.

Bump Out Collections

At the conclusion of the exhibition, exhibitors are responsible for packing up their goods, ensuring they are neatly packed and labelled with their company name so Crown Perth staff can easily identify them. Once items are packed, Crown Perth will move items from the exhibition space to the loading dock.

Exhibitors can then collect their vehicles and proceed to the loading dock to collect their items. All items must be removed from the ballroom at the conclusion of the exhibition.

Crown Perth does not provide packing materials. Exhibitors must supply their own pallet tape, wrap, and any other packing materials required.

Required for all collections from Crown: [Collection label](#).

Courier Collections

Exhibitors who wish to leave items onsite for courier collection after the event may do so within two (2) working days of the exhibition conclusion.

All items must be safely boxed and packaged, with the collection label filled in and attached to each item. If a consignment note is required, this must be provided by the exhibitor, signed, and securely attached to the items before leaving them onsite.

Once your items are ready for collection, place them in a neat pile at the front of your exhibition booth. Crown Perth staff will move them to the storage location to await the courier. Courier collections occur via the Crown Towers Loading Dock, Monday to Friday, 7:30am to 3:00pm.

PLEASE NOTE:

Crown Perth will not take responsibility for lost or damaged consignment notes, and will not fill in or sign con-notes on an exhibitor's behalf. It is the sole responsibility of the exhibitor to arrange courier collection. All items must be collected within two (2) working days of the bump out date. Items not collected within this period will be discarded.

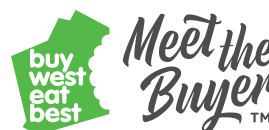
Foodbank | Food Surplus

Meet the Buyer™ has engaged Foodbank to help divert produce and products from landfill and support people experiencing food insecurity across Perth.

At the conclusion of the event, exhibitors are welcome to place surplus produce and products on the stage for collection by Foodbank. Items should be neatly grouped and, where possible, labelled with your company name and a brief description of the product. Foodbank will arrange collection from the stage following the event.

**One room.
One day.
Everything WA.**

meetthebuyer.com.au



Department of
Primary Industries and
Regional Development

@BuyWestEatBest #BuyWestEatBest | #BuyWestDrinkBest | #MeettheBuyer



“I support the program because it provides a strict guideline around which products can use the Buy West Eat Best logo and therefore it reassures consumers of the products’ origin.”

— Consumer



of WA consumers are aware of the Buy West Eat Best program...



...know they can count on the program to represent authentic WA produce



...know Western Australian producers benefit from the program

Painted Dog Research, 2025



Supporting WA's Food & Beverage Industry

buy west eat best

Since 2008



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