



AUSTRALIAN GROWN
AUSTRALIAN OWNED
AUSTRALIA'S OWN

THOMAS **FOODS**[®]
INTERNATIONAL 





THE THOMAS FOODS INTERNATIONAL STORY



MESSAGE FROM THE CEO

"When I think about what's going to make Thomas Foods International successful in the future – it's what has made us successful in the past.

By strengthening our strategic alliances with stakeholders along the entire process – so that we have even greater control of the quality and deliverability of our products for our customers.

To be at the absolute forefront of new meat production technology and innovation – and a leader in the sustainable management of our land and our resources. To continue our mission to be the most sought after supplier of the finest Australian lamb, mutton, beef, goat and processed co-products

On behalf of the Board and Executive Management Committee, I would like to thank each of our customers for their continued support – and each of our members of staff for their dedication and professionalism."

Darren Thomas, CEO
Thomas Foods International

THE SECRETS TO OUR SUCCESS

Our organisation began operation back in 1988. Of course, the business has grown and changed a lot since then.

Today, Thomas Foods International has annual revenue well in excess of \$1 billion, and we're Australia's largest 100% family-owned meat-processing company.

However, we will never lose sight of our heritage. Our business operates with strong family values. Chris Thomas provides the leadership and vision, his son and CEO, Darren, drives our growth.

We will always have deep respect for our South Australian roots – while we take on the world.

We will always maintain our exacting standards – while we innovate and expand.

It's about remembering the things that underpin everything we do...the quality of our livestock – and the dedication of our people.

These are the real secrets to our success – and we're extremely proud of both.





THE LAND PROVIDES...

Australia is blessed with an abundance of clean, fertile land.

This is the earth that produces some of the world's premier food and wine regions – the Barossa and Clare Valley – as well as providing some of the world's finest pastureland.

Here, our prime livestock can range freely and graze in our unspoiled, natural environment.

What's more, Australian farmers are renowned for employing world's best farm management systems – with stringent animal welfare protocols and the strictest food safety standards in the world – all of which provide a solid foundation of integrity.

Such is the quality of the land and diversity of the breeds that it supports, we are able to procure livestock that suits a very broad range of markets and customer requirements – time and time again.



OUR PHILOSOPHY

THE PEOPLE BEHIND THE PROCESS

From day one, we have acknowledged the vital and invaluable contribution our local farmers and suppliers have made to our business.

These days, that appreciation also goes out to literally thousands of highly skilled employees. It's these people that make our business.

That's why, at each of our processing plants, we have established agreements with our workers to ensure safe and regulated working conditions – whilst recognising their dedication and professionalism.

In sales and marketing, our team is both knowledgeable and intuitive to customer needs. Working closely with operations and quality control, they're able to tailor solutions to your specific requirements.

Of course, staff training and career development are paramount at every point in the process – from procurement to the cold store, head office to the safety laboratory.

We never forget that it's our people who ensure that our product remains true to specification – and that your requirements will be met without fail.





TOP OF THE FOOD CHAIN

From fine dining restaurants in Australia and overseas – to national retailers and manufacturers – Thomas Foods’ reputation is second to none.

It all comes down to diversity, quality and consistency – which we achieve because of:

Our scale of operation

Thomas Foods operates a number of processing plants that are strategically located to make the most efficient use of Australia’s livestock production system.

This allows us the flexibility to accommodate large orders or small – and provide the same quality assurance, no matter how short the time frame.

Along with our lamb, mutton, beef and goat products – we offer value-added products, co-products, hides and skins.

Our commitment to quality

Maintaining meat product standards that consistently meet a customer’s particular specifications – this is Thomas Foods’ reason for being. It’s what we do best.

All of our processing systems comply with the Department of Agriculture, Forestry and Fisheries (DAFF) regulations and Aus-Meat accreditation.

All our plants are Halal-accredited and we have adopted Meat Standards Australia (MSA) accreditation standards to further underpin our product consistency and integrity.

We are able to supply meat certified for any market, delivered to any corner of the world.

Our commitment to improvement

Customer service and satisfaction are paramount for Thomas Foods. We are always searching for ways to do things better.

This is why we have invested in a world-leading ERP software program – for more efficient sales monitoring, inventory management and reporting – and to improve customer communication and feedback.

It’s why Thomas Foods was the first major Australian meat processor to implement an in-line Smith’s Eagle Fat Analysis System for palletcons as well as carton beef. This ensures customers receive the precise specifications that they ordered.

It’s why we continue to invest heavily in engineering innovation for our processing – along with world-leading occupational health and safety technology.

And it’s why we are continually looking at suppliers to collaborate with and integrate into our business – as well as expanding our distribution partnerships in Australia and overseas.

We will look at anything and everything that can streamline our operation and allow us to serve and benefit our customers better.



OUR PHILOSOPHY



SAFETY FIRST AND ALWAYS

Thanks to systems and procedures developed by Australia's livestock industry, the rest of the world considers Australian livestock as being free from exotic diseases such as foot-and-mouth and BSE.

What's more, Australia has the world's most effective traceability program – The National Livestock Identification System allows cattle, sheep and goats to be traced from the property of birth, all the way to slaughter.

At Thomas Foods, we go a step further. Our products must pass the strictest, most stringent safety and hygiene standards set anywhere in the world.

Our quality assurance system is applied throughout the entire process – from receiving livestock, to processing, to shipping.

Thomas Foods is also accredited by the National Association of Testing Authorities (NATA) – which means our standards are significantly higher than those set by the European Union and US Department of Agriculture.

Our on-site laboratory was the first NATA-accredited facility in the South Australian meat industry and one of only a few in Australia to be approved for salmonella testing.

For some of the premium products within our SIGNATURE range, we also take DNA samples that allow 'whole of life' traceability back to the property of origin.

COMPASSION DOES MATTER

Thomas Foods is committed to highest standards of animal health and welfare. What's more, we demand that all sectors of our livestock supply chain, both pre and post farm gate, adhere to these same standards.

From the very beginnings of the company, Thomas Foods has completely supported and complied with the highly regarded Australian Meat Industry Council Animal Welfare Standards for Livestock Processing.

We also ensure Australian government Veterinarians are present at all our export abattoirs, to further strengthen our compliance with national laws and regulations surrounding this important and sensitive area of our operation.



LEADER OF THE PACKERS

We are acutely aware that our exacting standards need to be met at every single point in the process to maintain the quality and shelf life of our end products.

That's why Thomas Foods has an industry-leading 'cold-chain' quality control system in place:

- Government-appointed veterinarian officers perform routine health and QA inspections and oversee the hygiene assessments at each of our plants
- Our customised carcass chiller programs optimise temperature declines
- Our highly skilled employees work quickly and efficiently within temperature controlled environments
- The very latest packaging techniques extend the meat's shelf life up to 120 days on chilled beef and 90 days on chilled lamb
- Computer-controlled plate freezers and chill tunnels ready the meat for transport in approved vehicles and temperature-controlled containers

We perform quality control checks along the entire cold-chain, right up to the point that a shipment reaches the customer.

SUSTAINABLE AND THEN SOME

Australia is already a world leader in creating environmental sustainability. At Thomas Foods, we see this as a very serious part of our operation and the future of the company.

We've made it our goal to not only meet, but exceed the guidelines for emissions reductions.

We also took part in the Australian Government's recent International Climate Change Adaption Initiative to help us meet the impact of impending climate change legislation and reduce our own carbon footprint.

We want Thomas Foods to continue to be a valued and welcomed member of the communities in which we operate. Protecting our land and being sustainable is incredibly important to us.



CUTS ABOVE THE REST

With our many years of experience, comes understanding.

We understand the challenges that our customers face in remaining profitable, while meeting the constantly changing tastes of end consumers.

That's why Thomas Foods offers such a broad product range. One that's diverse enough to satisfy the needs of customers around the world – yet flexible enough to adapt to change.

And as we drive new product development, our commitment to quality assurance, food safety and deliverability will not waiver.

For each of our products, we've made it easy for our customers to understand where it sits within our range, by establishing three product classifications:

SIGNATURE / SUPREME / CLASSIC

To ensure our customers have support in selling our products, we have developed a suite of marketing and point-of-sale material. These will be continually updated and expanded as new products come online.

Thomas Foods SIGNATURE Range

This is our premium offering. Before a product will be packed in this range it has to be the best in its class.

These include products from our headline programs such as Angus Pure and CAAB beef – along with products produced from cattle and lambs hand picked from specific farms, or from controlled supply chains.



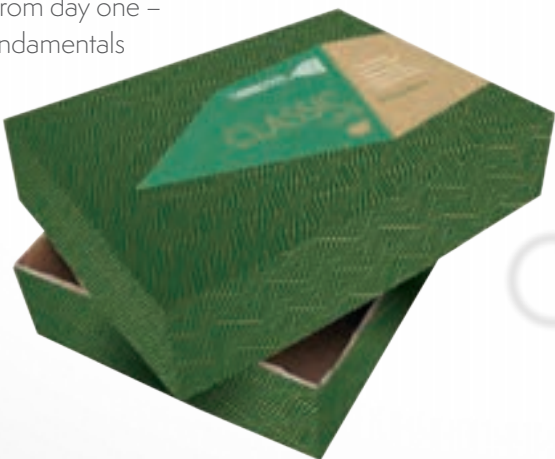
Thomas Foods SUPREME Range

These products include chilled beef and lamb, MSA program products, as well as specific products sourced from certain regions of Australia.



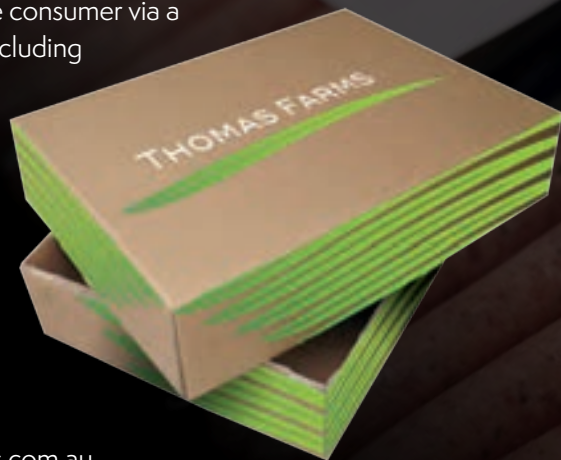
Thomas Foods CLASSIC Range

This range comprises quality chilled and frozen lamb, mutton, beef and goat products. These are what Thomas Foods has been producing from day one – and they're the fundamentals upon which the business is built on.



Consumer Brand: THOMAS FARMS

We have also created a consumer brand, Thomas Farms, comprising of innovative and value added-meat products. Thanks to a massive investment in technology and infrastructure, we're able to offer a huge range value-added products – from top quality Angus beef burgers, to BBQ sausages. These are sold directly to the consumer via a range of outlets including supermarkets and butchers.



www.thomasfarms.com.au





GREAT LAND, GREAT LAMB



THOMAS FOODS LAMB

From New England to the Southern regions of Australia, the open, lush, green pastureland provides the perfect conditions to raise quality lamb.

Because our experienced team of livestock buyers source only the very best lamb – from trusted farmers that we have strong, long-standing relationships with – we’re able to maintain a 52-week supply.

Our reputation for consistently high quality grass-fed lamb is recognised by wholesalers, retailers, restaurants and hotels across Australia and around the world.

We have also developed niche lamb programs, including grain-fed and organic lamb, which we will continue to develop for our customers who are looking to meet consumer trends.

Thomas Foods was also the first major lamb processor to adopt MSA grading technology for lamb, to further underpin our quality – a particular feature of our SIGNATURE, premium range.

We already offer an extensive range of Halal-slaughtered lamb cuts and products. Being at the forefront of processing techniques and technology, we are also continually expanding our range with innovative lamb product development – including shelf-ready products for retailers.

Chilled or frozen, we can tailor packaging and labelling to your particular requirements, and deliver our renowned quality consistently – on time – anywhere in the world.





BEEF OF RARE QUALITY



THOMAS FOODS BEEF

It takes special land and special farmers to deliver special beef.

A lush, temperate climate – with a combination of grass species and plenty of fresh, clean water – makes Southern Australia one of the premium beef production regions in the world.

These are the conditions that allow the prime British and European breeds, with their superior genetics, to reach their full potential.

Then there are the farmers. With all our years of experience, Thomas Foods has forged relationships with the region's best.

This is why we can offer a full range of chilled and frozen beef cuts, trimmed and packaged to a customer's precise specifications.

Along with our specific carcass grading system, our chilled cuts are selected for their meat and fat colour, for precise marbling, MSA grading and consistent quality. By controlling these key elements, we can ensure that our beef is consistent, flavoursome and tender.

Forever looking to our customers, Thomas Foods has established a range of programs to meet evolving needs – including organic, grain-fed, grass-fed, no added hormones and antibiotic-free beef.

Thomas Foods also markets CAAB grain-fed Angus beef and has the exclusive rights to supply Angus Pure grass-fed beef.

We are also licensed to supply Halal-accredited beef, and we hold accreditations that allow us to supply any market or customer.

This means, wherever you are in the world, no matter how complex your beef requirements – we can deliver all year round, on time, every time.





MUTTON



The sheep Thomas Foods buys is naturally raised on the same green, fertile pastures as our lamb.

We then produce a broad range of products – ideal for retail outlets, the foodservice sector or further manufacturing.

Thomas Foods can also produce everything from full carcasses and 6-way cut mutton – through to customer-specific primal cuts.

GOAT



Thomas Foods remains one of Australia’s only true, multi-species meat processors.

At our Lobethal and Wallangarra plants, we produce a broad selection of quality goat meat products.

This range has been developed to fulfil our current customer requirements, however, we are always open to requests and keen to develop new goat meat products.

For example, as our industry moves to reduce the goat meat product offering, we are supplying retail-ready packs to meet growing demand from both domestic and export customers.



RETAIL READY



Thomas Foods produces its value-added products under the 'Thomas Farms' brand name.

Thanks to our investment in further processing facilities and staff, this area of our operation has become renowned amongst Australia's top supermarkets and retailers for its innovation, flexibility, fast turnaround and reliable delivery.

From our current product range – which includes diced and minced products, sausages, burgers, rissoles and meatballs – we are able to tailor a product and/or service to whatever you require.

We also produce a range of lamb, beef and mutton cuts with a variety of marinades.

What's more, we can package in a number of ways including bulk vacuum, thermoform and pre-printed retail bags, packs and cartons – making Thomas Farms products ideally suited to export markets.

www.thomasfarms.com.au

CO-PRODUCTS



Skins & Hides

Because of the quality of the livestock that Thomas Foods processes, we are also able to produce top quality co-products. This has resulted in as much as 95% of our drum-salted rawskins being exported to high-quality demanding markets like China, Turkey, Belgium and Russia. We class our skins so precisely that we can meet a customer's exact requirements for hide quality, wool style and count. Because our Skins & Hides Division is EU-accredited, we also supply to garment manufacturing industries across Europe.

At Thomas Foods, we're extremely proud of our reputation for the size and quality of our skins and hides. It is our aim to continue to lead the world in raw skin production and selection.

Rendering

Thomas Foods' Rendering Division is seeing enormous growth both locally and internationally. Our range of meat and bone meals includes ovine meal and caprine meal, as well as a mixed ovine and bovine meal. These high-value protein meals, renowned as reliable products with consistent quality, are highly sought after for stock food, pet food and aqua feed purposes.

Our tallow products are also in great demand here and overseas for a huge range of products, including cosmetics, food, explosives and, more recently, as a renewable fuel in bio-diesel production.

Our quality blood meals are an important part of stock feed (*pig and poultry*) and aqua feed (*fish and crustacean*) diets. Again, these are highly sought after by local and international markets.



DELIVERING THE GOODS



RELIABILITY GUARANTEED

In Australia, Thomas Foods’ processing operations are strategically located to make the most efficient use of the country’s livestock production and transportation network.

Globally, Thomas Foods’ distribution channels are well-established and highly efficient, simply because they have to be – Australia’s remote geographic location demands it.

Today, we export to over 80 countries around the globe (meeting Halal and importing countries’ specifications) to a range of customers, from wholesalers, supermarkets and processors – to foodservice, hospitality industries, and further manufacturers.

In the USA, in particular, we have invested heavily in distribution on both the east and west coasts, to ensure our customers have the utmost confidence that their orders will be supplied directly from Australia, all year round.



Here at home, Thomas Foods has joined forces with leading distributor, HOLCO. With offices and storage facilities in Adelaide, Brisbane, Coffs Harbour and Darwin, this partnership is enhancing the reputation of Thomas Foods products and brands directly with butchers, retailers and restaurants.

These substantial investments show that Thomas Foods is committed to delivering real benefits and value to our customers on a local and global level.

AROUND THE CLOCK, AROUND THE WORLD

Thomas Foods’ production schedule is rigorous to say the least. We operate 52 weeks of the year.

This is simply what it takes to meet the demands of our customers – and ensure that we are able move quickly, as and when required.

Because Thomas Foods is family-owned and operated, we are able to make decisions quicker than most – quick decisions that are necessary for a fast turnaround.

Also, unlike most of our competitors, Thomas Foods is effectively ‘drought proof’. Thanks to our well-established and diverse livestock supply lines, we can source stock from all parts of Australia.

By virtue of our tightly managed operations across each of our processing plants, we have a proven track record for maintaining consistent meat quality and product yields – throughout the year.

NO ORDER TOO LARGE, OR TOO SMALL

Whatever your lamb, beef, mutton or goat meat requirements – we can handle it. It really is that simple. From major international orders for many thousands of tonnes of meat – to government contracts for regular meat deliveries to multiple destinations – we have the capabilities.

At the same time, we regularly airfreight small consignments of just a few tonnes. Rest assured, no matter the size of your order, we guarantee the same exacting standards of quality and on-time delivery.

THE WORLD IS WAITING

Our deeply-valued alliances are absolutely integral to our success. And as we continue to do everything to gain and maintain the trust of our customers, we're always willing and eager to explore new and different markets – and we never stop looking for ways to improve and expand.






LOCATIONS

PROCESSING

 **1 - MURRAY BRIDGE HEAD OFFICE**
Lagoon Road, Murray Bridge,
SA 5253, Australia.
T: +61 8 8532 1955
E: murraybridge@thomasfoods.com
Establishment # : 533
Capacity : 5000 cattle and
52,500 lamb and mutton per week

 **2 - LOBETHAL**
Ridge Road, Lobethal
SA 5241, Australia.
T: +61 8 8389 6368
E: lobethal@thomasfoods.com
Establishment # : 866
Capacity : 24,000 lamb,
mutton and goat per week

 **3 - TAMWORTH**
Phoenix Street, Tamworth
NSW 2340, Australia
T: +61 7 4684 3455
E: tamworth@thomasfoods.com
Establishment # : 394
Capacity : 27,100 lamb
and mutton per week

 **4 - WALLANGARRA**
Longs Lane, Wallangarra
QLD 4383
T: +61 2 6764 9900
E: wallangarra@thomasfoods.com
Establishment # : 344
Capacity : 15,250 lamb,
mutton and goat per week



DISTRIBUTION – AUSTRALIA

 **5 - ADELAIDE HOLCO**
156 Churchill Rd N, Cavan
SA 5094
T: +61 8 8162 8400
E: adelaide@holco.com.au

 **6 - COFFS HARBOUR HOLCO**
57 O'Keefe Drive, Coffs Harbour
NSW 2450
T: +61 2 6652 7066
E: coffsharbour@holco.com.au

 **7 - BRISBANE HOLCO**
120 Riverside Place, Morningside
QLD 4170
T: +61 7 3399 2777
E: brisbane@holco.com.au

 **8 - DARWIN HOLCO**
19 Raphael Road, Winnellie
NT 0820
T: +61 8 0847 3550
E: darwin@holco.com.au





DISTRIBUTION – USA

 **9 - PALO ALTO**
4260 El Camino Real
Palo Alto, CA 94306-4404
T: +1 650 813 1300
E: usa@thomasfoods.com

 **10 - PHILADELPHIA**
97 North Mill Road
Vineland, NJ 08360
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