

# Tasmanian Industry Participation Plan

## DOH-5896: Supply of Food and Beverage Products

The Tasmanian Government is committed to maximising opportunities for local suppliers to compete for and win Government procurements. Suppliers/proponents are requested to prepare a Tasmanian Industry Participation Plan (TIPP):

- for all procurements with a value exceeding \$5 million;
- for nominated procurements (at the discretion of the procuring Government entity) greater than \$2 million and up to (and including) \$5 million; and
- for private sector projects valued at over \$5 million that receive support, including in-kind support, valued at or greater than \$500 000 from the Government.

### Procurement details

<b>Procurement ID</b>	DOH-5896
<b>Procurement title</b>	Supply of Food and Beverage Products
<b>Name of Responsible Agency/Entity</b>	Department of Health, Tasmanian Health Service, Department of Communities Tasmania and Department of Justice

### Supplier details

<b>Name of supplier</b>	PFD Food Services Pty Ltd
<b>Contact details for supplier</b>	Tom McGinn PFD Food Services Pty Ltd 28a Hillcrest Road Devonport TAS 7310 Email: <a href="mailto:tmcginn@pfdfoods.com.au">tmcginn@pfdfoods.com.au</a>

## Are you a Tasmanian SME\*? Do you employ Tasmanians?

PFD has had a presence in Tasmania for over 40 years. In that time, we have gone from 3 employees to a medium sized enterprise in our own right. Current Full time Employee numbers are:

### Location No of FTE

Hobart 70

Launceston 45

Devonport 40

Smithton 3

Regional 7

As we are already procured by the Department, we support this contract through direct employment of over 20 FTE Tasmanian team members, with support staff who manage the day to day running of the contract (those who touch this account) being much larger than 20.

This contract is pivotal to PFD supporting local Tasmanian jobs. Labour hours for the majority of our Tasmanian team is full time.

## Where are the goods or services to be used in the contract sourced from?

As outlined in our Presentation PFD and TAS Health – Partnership and the next Chapter, PFD has worked very hard as a team to try and procure as much locally sourced goods to be used in servicing the contract.

Please see below a list of local suppliers and or those suppliers that have a presence in Tasmania:

Supplier Name	Tas Based Supplier or Presence in TAS
Ashgrove	✓
Fonterra	✓
Inghams	✓

Juicy Isle	✓
Lion Drink	✓
McCain	✓
Nichols	✓
Simplot	✓
Tasmanian Bakeries	✓
Westhaven	✓
Natural Country Fresh	✓
TAS Lamb Company	✓

PFD does supply all the goods and services identified in our submission. As we do not own our own mostly imported Home Brand products as other distributors do, we have strong relationships with our supply chain who consist of leading Australian owned manufacturers. Over 80% of the Products we have provided are majority Australian sourced raw ingredients with a percentage that are 100% Australian owned and manufactured.

With our GM Tom and his support team all being long term employees of PFD, they have forged strong relationships with our supply chain who are based in Tasmania. We have provided all Tasmanian owned and based manufacturers the opportunity to support this contract to which many are very grateful for the chance to support the Department.

### Opportunity for Tasmanian SME\* involvement

Tom and his team will continue to engage Tasmanian suppliers and work fluently throughout the contract period to ensure continuous improvement includes identifying new Tasmanian suppliers and Products to present to the Department. Our team is passionate Tasmanian's and as such, prioritise supporting our supply chain that are either exclusively based in Tasmania, started in Tasmania or have a large presence here.

PFD also engage SME's every year by hosting the Tassie Trade Show, with this year's show being a little different due to the climate – were still running it though, only as a Virtual Trade Show.

PFD use this event to promote up and coming Tasmanian start ups and support Foodservice in Tasmania and have been doing so for a number of years.

SME's are particularly grateful to PFD for this opportunity to get involved and the direct and indirect benefits would equate to additional business and roles within the Tasmanian community.



### Broader social and economic opportunities

PFD is a major sponsor of many Tasmanian events and charities.

Tom our GM sits on the board of THAT charity and has also been involved with White Lion as well as volunteering for a number of charity and fundraising events throughout the year.

PFD nationally support the Salvation Army which has a direct benefit to Tasmanian's supported by the Salvation Army.

PFD as a Family owned company support so many charities and causes including being a major supporter and sponsor of the Reach Foundation.

PFD also provides opportunities nationally for Indigenous procurement through our PFD Indigenous Catalogue.

### Local innovative solutions

PFD is driven to providing goods that support the Tasmanian economy some of which is evident in the locally sourced list of suppliers. Some products have historically been imported from interstate, very few overseas as we do not own and import our own Home Brand products and our supply chain comprises of majority Australian owned reputable businesses.

Regarding more opportunities with innovation, we have outlined our Innovation implementations for Tasmania in 2021 in the presentation PFD and TAS Health – Partnership and the next Chapter. We have a new self-serve reporting system going into Tassie as well as an advanced driver tracking and on-screen receipting system from Lumachain.

We foresee utilising Tasmanian support staff to assist in implementing both systems and support them long term at our Tasmanian DC's.

**Completed and endorsed**

Tom McGinn – General Manager Tasmania

.....  
(Name and position – print)

PFD Food Services Pty Ltd

.....  
(Supplier name)

.....  
(Signature)

07/01/2021

(Date)

\*A Tasmanian SME is a Tasmanian business employing less than 200 people