

Dairyworks®
~NEW ZEALAND~

2024 PRODUCT CATALOGUE



TALBOT
FOREST
CHEESE Co.



100% NATURAL CHEESE

OUR MISSION

We want our customers to enjoy the benefits of our extensive product solutions. Our mission is to challenge the traditional, natural cheese offerings available in the retail and food service sectors and create products with a whole-lot-more value.

Value in the form of sliced, grated, diced and cheese snacking products. Butters, salted and flavoured, as well as milk powders, fresh cream and milk. Value in the form of functional, convenient pack formats that meet the growing needs of our retail and foodservice customers.

Talk to us and let us find the right solution for you.





CONTENTS

History	7
Capabilities	9
Channels and Customers	10
Markets	13
Sustainability	15
Products	17
Cheese - Grated	22
Cheese - Slices	24
Cheese - Parmesan	25
Cheese - Specialty	26
Butter	29



FROM HUMBLE BEGINNINGS



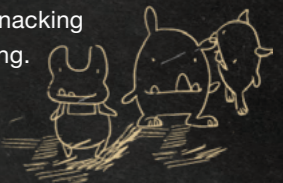
2001: Dairyworks began as a cheese and butter processor in the small South Island town of Temuka, situated on New Zealand's Canterbury plains and located in the 'heart of the regions' dairy farms.



2006: To meet demand of our much loved family brands Alpine, Rolling Meadow and Dairyworks; production moved north to Christchurch, where it remains today.



2013: The Dairyworks brand was launched into retail/supermarkets and becomes known for its value added natural cheese solutions and in particular, its unique range of snacking products and innovative packaging.



2020: Dairyworks was purchased by Synlait, a move which has allowed us to access some very exciting product innovations.

Synlait

TODAY: Dairyworks employs 240 staff who help process, ship, market and sell over 21k MT of cheese a year. We're currently ranked as the #1 supplier of retail natural cheese in NZ grocery, and hold the lion's share of the market. We pride ourselves on providing customers with convenient, value-added and innovative dairy products that make life easier. Packed in a way that makes them easy to store, easy to open, easy to use and exceptionally easy to enjoy!



OUR CAPABILITIES

Our commitment to relationships, coupled with astute market insights underpins our growing capabilities.



Operational Capabilities

- Strong global sourcing capability.
- In house butter manufacturing capability.
- Onsite cool storage for bulk and finished goods.
- 10 dedicated cheese processing lines.
- Extensive capability across multiple cheese formats:
 - Block, Grate, Slice, Sticks
 - Dicing and Extrusion
 - Innovative packaging solutions



Innovation and NPD

- Insight led innovation.
- R&D team access.
- Agile, nimble development.



Integrated and Agile

Feedback from demand forecasting and front-end intelligence that comes from having an 'in-market' sales force ensure production can be optimised. Closely integrated procurement, production and sales departments lead to a highly agile business model.



Dedicated Sales Support & Marketing

- Strong sales experience in Grocery, Foodservice and Export.
- Marketing and category support.
- Access to key consumer, market data and insights.



Reputation for Delivery

- Ranked Top 3* overall supplier to retailers in New Zealand.
- Consistently recognised as having strong alignment to our customer strategies.

*Based on Advantage Analytics 2022 chilled category survey which surveys Foodstuffs and Woolworths NZ on all its suppliers. Woolworths NZ and Foodstuffs rate each supplier on their strategic alignment, people capability, category development, consumer marketing, trade & shopper marketing, supply chain and customer service.

OUR CHANNELS AND CUSTOMERS

We understand the value of strong relationships with customers and consumers alike. A business model focused on meeting customer and consumer demands has fortified our relationships and created long standing partnerships.

New Zealand Grocery

- 18+ year relationship with Woolworths NZ and Foodstuffs.
- Market leader of shelf development.
- Dedicated, exclusive brands developed for Foodstuffs and Woolworths NZ (Rolling Meadow and Alpine) giving unique advantage.
- Private Label – with over 15 years experience, we are very clear about the value it brings.



New Zealand Foodservice

- Matching operational capability to our customer's specific needs has allowed us to create functional solutions that have led to strong strategic partnerships with distributors, QSR, manufacturing, café, and restaurant customers.



Australia Grocery

- 5 year relationship with Woolworths AU
- Exclusive range in natural cheese (Dairyworks)
- Newly launched exclusive Deli cheese brand (Talbot Forest)
- Growing pipeline of NPD



Export

- Growing export footprint with presence in Australia, SEA, and China.
- Leveraging established New Zealand brands in overseas markets, with New Zealand consumer authenticity.



OUR MARKETS

Dairyworks' diverse export network is earned through the same care and attention we deliver to our customers at home.

- Australia
- Singapore
- Fiji
- Rarotonga
- Samoa
- New Calidonia
- Tahiti
- Tonga
- Hong Kong
- Malaysia
- Philippines





SUSTAINABILITY GOING GREEN

MAKING A DIFFERENCE

We live by the land, so doing the right thing by it – environmentally and socially, is second nature to us.

From environmental issues like energy, emissions, waste and transport to social initiatives like health, safety, community and diversity – it's a big part of who we are. And how we exist.



Environmental Footprint

At Dairyworks we are conscious of the impact we have on the environment. We measure our water, energy and waste and implement ways to help reduce our impact.

A recent example of us taking action is the replacement of our LPG fueled forklifts with battery-electric forklifts.



Health and Safety

A safe workplace is fundamental at Dairyworks, and is led with continuous improvement. A safe workplace is the responsibility of our people at all levels of the business; it is about taking ownership and responsibility, developing the right behaviours, and building appropriate procedures, policies, and systems. A prime example of our commitment to Health & Safety is aligning our processes with International ISO standards of compliance and decreasing our injury rates.



Packaging

Dairyworks has committed to achieving 100% reusable, recyclable, or compostable packaging by 2025. We have a robust roadmap to achieve this goal, and have already completed key projects to deliver this commitment. In 2021 we downgauged the plastic packaging of two key products which led to a reduction of 22 tonnes of plastic per annum.



Food Safety and Quality

More than ever, consumers require transparency and disclosure from the brands that they trust.

At Dairyworks, Food Safety and Quality is the corner stone of our manufacturing and in 2021 we achieved GFSI recognised FSSC 22000 certification as a reflection of our commitment to ensuring the safety and quality of our food to all consumers.



PRODUCT OVERVIEW

Our products span from cheese, to butter, to fresh milk, cream and milk powders, providing a strong range of dairy solutions to our customers.

CHEESE

Block 1kg, 800g, 750g, 500g, 250g, 210g, 200g, 180g 70g

Slices 1kg, 750g, 500g, 330g, 200g

Grated 5kg, 2kg, 1kg, 600g, 550g, 500g, 400g, 250g, 200g, 100g, 80g, 52g, 40g, 26g

Cheese and crackers 10 pk, 4 pk, Singles 30-50g

Cheese sticks 400g, 200g, 100g

Cheese diced 5kg

BUTTER

25kg Bulk, 500, 100g

Salted, Unsalted, Flavoured Varieties

MILK POWDER

25kg Milk Powder





BRANDS FOR EVERY FRIDGE

Dairyworks proudly carries a number of household brands to meet the growing demands and needs of today's consumer. Our brands are available in both retail grocery and food service channels in New Zealand.

In fact 7 out of 10 New Zealand households have a Dairyworks brand in their fridge and our food service products are used by hospitality and manufacturing businesses across the country. We also export our brands with key markets being Australia, the Pacific and South East Asia.

Dairyworks
-NEW ZEALAND-
MAKE LIFE EASIER

**TALBOT
FOREST**
CHEESE Co.

"IT'S RIGHT UP THERE"
ALPINE

**ROLLING
MEADOW**
We Keep You Rolling

**NEW
LOOK
COMING
SOON!**



FOODSERVICE

At Dairyworks, our Foodservice team is focused on delivering innovative, quality, natural cheese products to help our partners create better experiences for their customers.

We have a vast range of experience, supplying QSR and manufacturing customers. And, through our distributor partners we are also the supplier of choice for both large scale and niche restaurants, pubs and cafes across the country.

No matter your customer's needs, our team will work with you to find the optimum solution including bespoke tailor-made products.



ALPINE CHEESE GRATED

Alpine Bakery Blend Grated



Case Count 2x5kg
DW Code BB5KG BAG GRATE

The cost-effective way to add cheese to your dishes.

Alpine Edam Grated



Case Count 2x5kg
DW Code ED5KG GRATE

A lower fat option that's still mild and creamy.

Alpine Mozzarella Grated



Case Count 2x5kg
DW Code 110769

A silky and stretchy Italian style mozzarella.

ALPINE CHEESE GRATED

Alpine Pizza Blend Grated



Case Count 2x5kg
DW Code 110772

Add both flavour and functionality to any pizza, with great stretch properties, meltability and browning for pizzas, breads and Italian dishes.

Alpine Tasty Grated



Case Count 2x5kg
DW Code 110767

A flavourful kick in, or on, your dishes.

Alpine Colby Grated



Case Count 2x5kg
DW Code C05KG GRATE

Mild, medium aged cheese, easy melting.

Alpine Smoked Grated



Case Count 8x1kg
DW Code AGSM1KG

Smoked Cheddar has a smooth body and delicate smoky flavour. Add some unique punch to your dishes.



DairyWorks Hi-Melt 8x8 Diced



Case Count 2x5kg
DW Code DWHMD5KG

Creamy, smooth, buttery textured cheese with a light creamy flavour. It has excellent meltability at high temperatures.

CHEESE SLICES

Alpine Colby Cheese Slices

Case Count 4x1kg

DW Code COS

A melty mouthful for any cooked burger or sandwich.



Alpine Edam Cheese Slices

Case Count 4x1kg

DW Code EDS

Light smooth and creamy, a lower fat option ideal for sandwiches and salads.



Alpine Smoked Cheese Slices

Case Count 4x1kg

DW Code ASSM1KG

Tangy with a subtle smoked flavour. A versatile option for burgers and chowders.



Alpine Swiss Cheese Slices

Case Count 4x1kg

DW Code ASSW1KG

A subtle nutty and sweet cheese ideal for burgers or toasted hot sandwiches.



Alpine Tasty Cheese Slices

Case Count 4x1kg

DW Code TAS1KG

Providing a sharp flavour punch to any burger or sandwich.



Dairyworks Natural Cheddar Slice

Case Count 4x1kg

DW Code 110045

An authentic American style cheddar to add flare to any burger or toastie.



PARMESAN CHEESE

Alpine Parmesan Powder

Case Count 6x1kg

DW Code PA1KG

Parmesan powder is a fine dried powdered cheese for adding flavour to dishes and products.



Alpine Parmesan Shred

Case Count 8x1kg

DW Code PS1KG

A light, dried, shaved parmesan cheese which exhibits a sharp traditional Italian flavour.



Alpine Vegetarian Parmesan Shred

Case Count 8x1kg

DW Code 110088

Made using non-animal rennet – this parmesan has full flavour, while being vegetarian friendly.



DairyWorks Vegetarian Parmesan Shred

Case Count 2x5kg

DW Code 110470

Made using non-animal rennet – this parmesan has full flavour, while being vegetarian friendly. Italian style parmesan shred provides full flavour to any dish.



SPECIALTY CHEESE

Talbot Forest Cumin Gouda



Case Count 12x150g

DW Code 110529

Nutty, firm but creamy, with a strong aromatic cumin flavour. A cheeseboard essential, and good cooking cheese.

Talbot Forest Gruyere



Case Count 12x150g

DW Code 110555

Creamy and fruity in flavour. The perfect melting cheese.

Talbot Forest Havarti



Case Count 12x150g

DW Code 110558

Sweet and creamy, a semi soft cheese ideal for cheeseboards or in toasted sandwiches or paninis.

Talbot Forest Peppered Havarti



Case Count 12x150g

DW Code 110557

Sweet and creamy, a semi soft cheese with a punchy peppered exterior. Ideal for cheeseboards.

Talbot Forest Smoked Cheddar



Case Count 12x150g

DW Code 110553

Rich, bold and earthy flavours, level up your burgers and paninis.

Our Talbot Forest Range can be cut, sliced, diced and shaved. It can be melted, grilled, served raw or accompanied.

It can be the centre piece and the compliment, and when all is said and done, people will definitely be talking about it.





BUTTER

Rolling Meadow
Butter 500g



Case Count 20x500g
DW Code RMB

Alpine
Salted Butter 25kg



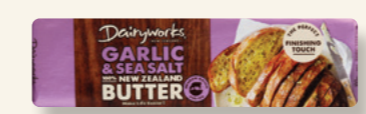
Case Count 1x25kg
DW Code BULKBS

Alpine
Unsalted Butter 25kg



Case Count 1x25kg
DW Code BULKBUS

Dairyworks
Garlic & Sea Salt
Butter



Case Count 15x100g
DW Code 110277

Dairyworks
Rosemary & Garlic
Butter



Case Count 15x100g
DW Code 110522

**WE LOOK
FORWARD
TO WORKING
WITH YOU!**

Dairyworks
~NEW ZEALAND~



Dairyworks
~ NEW ZEALAND ~

**TALBOT
FOREST**
CHEESE Co:



AUSTRALIA

P: 1800 316 764
E: hello.australia@Dairyworks.co.nz

Tim Emery
Business Manager
Retail
E: Tim.Emery@Dairyworks.co.nz
P: +64 275 908 674

Chris McHoull
National Sales Manager
Foodservice
E: Chris.McHoull@Dairyworks.co.nz
P: +64 277 027 368

FOOD SERVICE

P: +64 3 344 5801
F: +64 3 344 5802
E: foodservice@Dairyworks.co.nz

EXPORT

P: +64 3 344 5801
F: +64 3 344 5802
E: export@Dairyworks.co.nz

GENERAL ENQUIRIES

719 Halswell Junction Road
PO Box 16636, Hornby,
Christchurch 8441

P: +64 3 344 5801
F: +64 3 344 5802
E: info@Dairyworks.co.nz

W: Dairyworks.co.nz