DIPROM
กรมส่งเสริมอุตสาหกรรม
DEPARTMENT OF INDUSTRIAL PROMOTION

กิจกรรมสร้างเครือข่าย เชื่อมโยงอุตสาหกรรมเพื่อรองรับนิคมฯ SME

SME อาหารและเกษตรแปรรูปจับคู่ธุรกิจกับบริษัทใหญ่
เปิดโอกาสเป็น Supplier เชื่อมธุรกิจ
สู่ซัพพลายเชนระดับสากล



Company Overview

Thakolsri Farm offers premium IQF frozen fruits & vegetables

Company Information

Si Thep, Phetchabun | Since 1966 (60 years)

Business Type

Grower & manufacturer (farm to factory) / OEM

Customers & Industries Served

Food & beverage / Retail, cafés, export

Key Offer to Buyers

“Thakolsri Farm grows and produces IQF frozen fruits for food makers, specialising in Namdokmai mango, ready to supply IQF fruits & vegetables in custom formats.”



Products, Services & Scope of Supply

What buyers can purchase or contract from us



IQF Frozen Fruits

Key spec: mango, banana, pineapple
Scope: grow, process, freeze, pack
Supply: 1,000 g / 450 g bags, OEM
Custom: half cut, stick, dice, puree



IQF Frozen Vegetables

Key spec: carrot, pumpkin, pepper
Scope: process, freeze, pack
Supply: standard / OEM
Custom: chunk, slice, dice, puree



Jump&Joy Coated Fruit Sticks

Key spec: chocolate-coated sticks
Scope: recipe, production, packing
Supply: Jump&Joy brand / OEM
Custom: coating, topping, pack size

Limitations

Stored & shipped at -18°C (buyer needs cold chain) / some fruits are seasonal / MOQ 500 kg

Buyer Needs & Proposed Solution

Expected needs of food & beverage buyers (to be confirmed at Business Matching)

Buyer Need	Our Offer	Expected Benefit
Ready-to-use fruit ingredients	IQF fruit: half cut, chunk, slice, dice, puree	Less prep labour and waste on site
Safe, traceable, consistent quality	Farm-to-factory control, Global G.A.P. & BRCGS	Meets buyer specs, lower food-safety risk
New products / private label	OEM chocolate-coated fruit (Jump&Joy know-how)	Faster launch, verified through samples

Information Needed Before Quotation

Spec • Volume • Standards • Delivery date • Delivery area

Actual requirements will be confirmed during the Business Matching session

Competitive Strengths

Three buyer-relevant strengths with evidence

01

Farm-to-factory traceability

Evidence

Downstream-to-upstream management, own farm

Buyer Benefit

Assured product safety and origin

Global G.A.P. farm, BRCGS factory

02

Award-winning taste

Evidence

Superior Taste Award 3 stars, 2024 & 2026 (iTQi, Brussels)

Buyer Benefit

Lower risk when launching new products

iTQi award 2024, 2026

03

Trusted by leading retailers

Evidence

Ito Yokado & AEON MALL (Japan); Thai retail & food service chains

Buyer Benefit

Proven to meet demanding retail specs

Customer list, 2026

Jump&Joy holds the Thai SELECT mark • Exhibitor at FOODEX Japan 2026 and THAIFEX – Anuga Asia 2026

Quality Assurance & Standards

Quality control, certifications and verifiable results

Quality Control

Raw materials: own Global G.A.P. farm
In-process: CCPs per HACCP & GHPs
Pre-delivery: release per BRCGS & buyer spec
Lot & traceability: lot code, MFG/EXP, to farm
Defects / complaints: per BRCGS system

Quality Results

Defect / return rate: To be confirmed
Taste test: Superior Taste 3 stars (2024, 2026)
Customer audits: To be confirmed
Evidence: BRCGS, HACCP & GHPs, Halal certificates

Standards & Certifications

Standard / Requirement	Products / Processes Covered	Status	Evidence
System: BRCGS Food Safety, HACCP & GHPs	IQF fruit & vegetable processing plant	Certified	BRCGS / bsi
Product: Halal / Global G.A.P. / Thai SELECT	Processed products / farm / Jump&Joy	Certified	CICOT / Global G.A.P. / Thai SELECT
Test: Superior Taste Award	Mango products / blind tasting	Awarded (2024, 2026)	International Taste Institute, Brussels

System, product and test certifications are listed separately

Relevant Track Record

Case studies similar to the proposed work





Japanese retail (export)

Customer need: premium Thai frozen fruit
Work done: frozen fruit export to Japan
Requirements met: BRCGS, HACCP & GHPs production
Results: on shelf at Ito Yokado, AEON MALL
Evidence: in-store photos, Japan



Thai retail & food service chains

Customer need: ready-to-use frozen fruit
Work done: supply to retail & food service
Requirements met: -18°C cold chain
Results: Villa Market, Lawson, Big C & more
Evidence: customer list

Export experience: Japan (Ito Yokado, AEON MALL) / IQF frozen fruit

Customer names and logos are shown as listed on the Thakolsri Farm customer page

Production Capacity & Operational Readiness

Products and basis of calculation: IQF frozen fruits and vegetables

Item	SME Data
Total production capacity	782 tons / month
Capacity available for new orders	100 tons / month
Sample lead time	14 working days
Production lead time after order	30 working days after spec confirmation
Minimum order quantity (MOQ)	500 kg, depending on cut and packaging
Scale-up lead time	To be confirmed

Resources & Readiness

Plant / machinery: IQF processing line
Personnel: QA, R&D, RA, Sales
Utilization: meets market demand
Expansion: Industry 4.0 upgrade
Raw materials: own farm + reservoir
Capital: THB 60M registered capital



Capacity stated in tons per month of IQF frozen fruits and vegetables

Logistics & Delivery Capability

Service area / countries: Thailand and overseas (incl. Japan)

Storage & Packaging

Storage: chilled & frozen rooms
Packaging: frozen bags + cartons
Temperature: -18°C full chain
Label / lot: lot code, MFG/EXP

Transport & Delivery

Transport: frozen trucks / reefers
Frequency: Bangkok area, 2 days/wk
Order tracking: via the sales team
On-time delivery: 90%

Supply Continuity

Contingency: reservoir + frozen stock
Issues: directly via sales team
Returns / claims: per BRCGS system
Export: Incoterms available

Total Lead Time to Buyer

Production lead time

30 working days after order confirmation

Delivery lead time

7 working days / Si Thep to destination / frozen truck

Evidence: delivery records, shipping and export documents available on request

Commercial Terms & Customer Support

Initial framework for negotiation and proposals

Topic	Terms / SME Data
Quotation	Based on spec, volume, packaging and delivery area / issued within 3 working days
Price factors	Volume / cut size & spec / packaging / seasonality / cold-chain transport
Initial costs	Samples at raw material cost · OEM: 50% material deposit on signing the agreement
Payment & credit	30-day credit
Warranty & service	Claims accepted for off-spec products stored at -18°C
Confidentiality & IP	NDA available / rights to special specs as agreed

Contact person

Ms. Mary / +66 2 261 7979 / King.s@thakolsrifarm.com

Response time

Within 3 working days

If specs are incomplete: “Quotation after receiving specifications and order volume”

Partnership Proposal & Next Steps

Starting a partnership with the buyer (Big Brother)

“Thakolsri Farm is ready to start with samples and a trial order, sending samples in 14 working days and a quotation in 3 working days.”

Starting Model

Samples → trial production → factory audit

Information Needed from Buyer

Spec / cut / volume / delivery date / standards

Contact

Ms. King sutatham / +66 2 261 7979 / King.s@thakolsrifarm.com

