

Maple Leaf Farms, Inc. Fact Sheet



Overview

Maple Leaf Farms, Inc. is a leading producer of quality duck products, supplying retail and foodservice markets throughout the world with innovative, value-added foods. Founded in 1958, Maple Leaf Farms, Inc. is a fourth generation family-owned company that also markets innovative natural animal health products and services through its MLF Biotech division and an integrated duck production system, INDUX[®], through its international division. Its wholly-owned subsidiary Eurasia Feather Company markets down and feather products to manufacturers, interior designers and institutions throughout the world.

Ownership & Leadership

- Maple Leaf Farms, Inc. is privately held by the Tucker Family.
- Terry Tucker serves as Chairman and Chief Executive Officer.
- John Tucker and Scott Tucker serve as Co-Presidents.

Operations

- The company has domestic operations in Indiana, Wisconsin, Michigan and California.
- Its facilities include biosecure breeding farms, hatcheries, feed mills, food processing plants, and feather processing facilities.
- It employs a workforce of nearly 900 employees in the United States.
- It partners with more than 150 farm families who grow and care for ducks on their own family farms.
- It is part of a joint venture and has a wholly owned foreign entity in China, helping to feed people in a region of the world where duck is a dietary staple.
- In 2011, it established a world headquarters in Leesburg, Ind., that features a state-of-the-art demonstration kitchen and retail store where patrons can purchase the company's food and feather products.

Products

- Maple Leaf Farms, Inc. is known the world over for its high quality duck products, which range from traditional whole body duck to value-added items like fully cooked roast half duck, duck sausage and duck appetizers.
- Duck sales represent approximately 90% of the company's business.
- The company also manufactures chicken patties, strips, nuggets and stuffed entrees under the Milford Valley brand. Sales of chicken products account for 10% of total revenue.

Markets

- Sales to the foodservice industry represent approximately 65% of company sales, while retail grocery sales account for approximately 25% of total revenue.
- Export sales to more than 30 countries account for 10% of annual sales revenues.
- Sales of breeding stock and support services through the INDUX[®] System are a growing part of the business.

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