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Kathryn Calvert
Editor NZ FOODTechnology

BLOCKCHAIN: MYSTERY IN MOTION

It can be hard to wrap your head around anything new, and blockchain is no exception. It's the new cool guy in town, but understanding it can be a little daunting, to say the least. However, with news that more than half the world's large corporations are considering blockchain and two-thirds expect the technology to be integrated into their systems by the end of this year, it's time we had a look to see if blockchain is worth the effort for us – take a look at pages 14 to 16 to start the process. Have a great February.

BREAKING NEWS



DROUGHT THREATENS FOOD SUPPLY



Mike Chapman

The dry conditions we have seen through early summer are putting fruit and vegetable growers under pressure to the point where some are having to make decisions about which plants and trees they may not be able to plant or harvest, and which may need to be left to die as scarce water supply is used to keep other plants alive. Relying on water to fall from the sky simply isn't enough. We should be more proactive in capturing and storing that water to ensure sustainability of supply during times of drought. The best way to ensure adequate water supply to irrigate fruit and vegetable plants is to store water in dams. Dams also benefit streams and rivers by reducing flood risk and keeping flows up during dry periods, which protects aquatic life. There are

benefits to every New Zealander from having a reliable water supply. But there are inconsistent policies across central and local government when it comes to water, land use, preparing for climate change goals, and community needs. We believe these should be looked at holistically. On the one hand the government wants a Zero Carbon Act and to plant one billion more trees, but on the other hand, local authorities are increasingly putting pressure on water supplies, limiting water access for irrigation to grow food. There needs to be a wider national approach to these issues, and support and recognition for regions that are addressing them as communities. For example, Horticulture New Zealand supports the Waimea Dam in the Tasman District and the proposal for

it to be a joint venture with the territorial authorities. This is because there are broad community benefits from the dam in an area that is growing in population, and therefore, has a greater need for water supply for people as well as plants. The benefits of the dam include water for food security and primary production, security of water supply for urban water users, improved ecosystem health of the Waimea River, recreational benefits, regional economy benefits, business development and expansion, and more jobs. The Waimea Dam is the answer to everyone's water needs in the district.

Mike Chapman is chief executive of Horticulture New Zealand.



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NEW SPRAY DRYER PLANNED FOR SHEEP MILK DEMAND

A \$45 million food spray dryer will be installed at Food Waikato at the Waikato Innovation Park to deal with an increase in demand for sheep milk. The existing open access development spray dryer, which came online just five years ago, is already at capacity and needs help to cover extra capacity. Waikato Innovation Park chief executive Stuart Gordon says the existing dryer processes about 900,000 litres of sheep milk annually, but demand is set to double in the 2019/20 season, with 50% increases yearly after that. He is hoping that the new dryer will be online by June 2019. "The existing dryer has more than delivered on its original promises and is now sitting at capacity with 308 days of production in the year to June 2017, and achieving \$53 million of exports in that year," Gordon says. "We

now need to be as proactive as possible and get ahead of this rapidly increasing demand from the sheep milk industry." The second processing drying facility will have 2.4 times the capacity of the existing open access development dryer, and will be the same height as the existing dryer but with increased levels of biosecurity that will allow it to produce high-grade infant formula and other products. It is projected to deliver \$129 million in exports a year. Food Waikato will contribute about \$1.4 million of the \$45 million cost, Gordon says, with debt and equity from dryer users making up the balance. Stakeholders Hamilton City Council (70%) and Callaghan Innovation (30%) are not being asked to contribute but are being informed as stakeholders. City council executive director special projects Blair

Bowcott says the rapid uptake of capacity in the existing spray dryer is impressive. "We are very pleased to hear about the next step for Food Waikato and know that Waikato Innovation Park is delivering for the region." The park, which sits on 17ha at Ruakura, opened in 2004 with the aim of clustering businesses to help drive economic growth, and is now home to 46 tenants who have more than 1600 staff between them. The park's property assets are worth \$25 million, not including the existing or any future spray dryer, and a master plan for the future growth of the park shows the potential for it to house 2500 staff, add another 12 buildings and be worth \$180 million within 20 years. For more information on Waikato Innovation Park Ltd or Food Waikato, visit <http://www.wipltd.co.nz/>



NEWS SNIPS

A second business operating Wellington's Habitual Fix on Featherston Street in Wellington has been placed into liquidation in the space of a year, with its location still impacted by the November 2016 earthquakes

CUSTOMER CONVERSATION

An innovative solution that gives food retailers new insight into individual shopping experiences is now available for the New Zealand food retail sector. Manhattan Associates' ground-breaking customer engagement platform connects customer conversations on social media spaces like Facebook and Twitter to provide a complete and accurate picture of each customer's buying journey. Chief executive Eddie Capel says every customer comes with a different set of needs and desires. "By being the first to connect order and customer data, Manhattan's new customer engagement solution delivers the industry's only actionable insight into the what, why and how of omni-channel shopping so that retailers can truly personalise and optimise the entire buyer journey." The company's product is the first solution that combines unstructured data from customer conversations with structured order information, to allow retailers to make instant service improvements. This single, comprehensive view of the customer eliminates multiple applications and simplifies the process of analysing each customer's buying journey, Capel says. The different platforms predict and identify potential issues and automatically create cases to correct them before they become problems. Capel says digitally-savvy consumers are demanding a more personalised shopping experience from retailers, with nearly 90% of US-based organisations focused on personalising customer experiences. Yet only 40% of shoppers say that information they get from retailers is relevant to their tastes and interests. Manhattan Associates is a technology leader in supply chain and omni-channel commerce. www.manh.com.

Rangatira Investments' 50% shareholding acquisition in West Auckland biscuit manufacturer Mrs Higgins has helped to fund a new state-of-the-art manufacturing plant due to be opened this month

GE Free NZ is calling on the Minister for Food Safety Damien O'Connor to request that Food Standards Australia New Zealand (FSANZ) review the draft of their GM rice approval

Alcohol Healthwatch and Maori public health provider Hapai te Hauora strongly support the new Government's commitment to addressing the growing needs and inequities surrounding mental health and addictions.

ANTARCTIC IN TROUBLE

Microplastic particles have been found in the oceans close to Antarctica in groundbreaking data collected during the Volvo Ocean Race. The information comes from the race's science programme, which has analysed water samples gathered at points between Lisbon, Cape Town and Melbourne by race team Turn the Tide on Plastic. Microplastics, which break down into tiny particles from larger pieces such as single-use water bottles and food

storage containers, have been found close to the Antarctic Ice Exclusion Zone and confirm that there are not only consistently high levels in the ocean generally but alarming statistics in unique places. Volvo's NZ general manager Coby Duggan says the new data will help inform scientists around the world. "Little is known about the levels of microplastic pollution in our oceans but already this data is helping the scientific community around the





world. The opportunity to help experts better understand the scale of marine plastic contamination is one we will continue to embrace as Volvo's contribution to this global crisis," he says. A second boat - Team AkzoNobel - will join Turn the Tide on Plastic using on-board data gathering equipment to measure water quality and composition, as well as microplastics in some of the world's remotest oceans. The scientific research is collected using a

state-of-the-art instrument, designed especially for the Volvo Ocean 65 racing yacht. Volvo is funding the Volvo Ocean Race Science Programme by donating a portion of new vehicle sales to the environmental cause. Seven teams compete in the round-the-world race - dubbed the toughest test of a team in professional sport - racing 45,000 nautical miles and visiting 12 host cities on six continents. The race is due in Auckland around February 27.

RESEARCH ON SUSTAINABILITY

More than a quarter of Kiwis are maintaining a vegetarian or vegan diet today, and 69% are willing to pay more to get the best organic, sustainable and ethically produced products. New Colmar Brunton research says compared with 2014, 7% more Kiwis have biffed meat and/or animal products, and those not using plastic bags from supermarkets and shops hiked 5% to 83%. The Better Futures 2017 research says more than 80% of New Zealanders are worried that not enough is being done to keep the nation safe and healthy in terms of environmental and social issues. Colmar Brunton's Sarah Bolger says almost all of those surveyed claim that they live reasonably sustainably, with 97% recycling and 36% of people aged 30-

39 going vegetarian or vegan. Women are more likely to buy organic, and 80% say they grow their own fruit and vegetables. The Sustainable Business Council says it is great to now have a couple of years of data to see how New Zealanders behaviours and views are changing over time. "But if seven out of 10 New Zealanders can't name a brand they consider a leader in sustainability, this shows there's a huge opportunity for businesses that are doing it well to connect with consumers," executive director Abbie Reynolds says. "As conscious consumerism grows over time, it's increasingly going to be the company or brand's job to help them understand how they can make more sustainable choices."

NEWS SNIPS

AgResearch says New Zealand's record-breaking heatwave this summer, - including the hottest recorded temperatures in Dunedin and Invercargill - could affect farmed animals and needs to be managed

Auckland-based Nourish Group has purchased Soul Bar & Bistro, in a market feeling the competitive pinch and facing rising food and labour costs

French payments systems provider Ingenico plans to integrate New Zealand's Paymark payment network with its recently acquired Bambora business to offer a broader array of services to local retailers and financial institutions

Wangapeka Family Dairy - a 187ha Nelson dairy farm famous for producing award-winning artisan cheeses - has been offered for sale by owners Trafford family complete with its A2 herd and purpose-built cheese factory.



'DISAPPOINTING' LOSS



Fonterra has lashed out at a forecast earnings downgrade of Chinese company Beingmate Baby & Child Food Co, saying it is extremely disappointed by the announcement and the ongoing performance of the company in which it holds an 18.8% shareholding. Beingmate has forecast a loss of between NZ\$171 million and NZ\$214 million for 2017, and Fonterra says it will seek more information along with the company's full year financial statements. "We are also aware that as part of this announcement, four Beingmate directors (including the two directors designated by Fonterra Johan Priem and Christina Zhu) have expressed reservations relating to some aspects of Beingmate's financial management and reporting practices," the company says. Despite the news, Fonterra says its stake in Beingmate has a strategic rationale, but says the company is not maximising opportunities created by the early registration of its 51 formulations under the new registration rules. "The Chinese market is growing rapidly and within five years, forecast demand for infant and baby dairy products will be more than the total for other global markets, so the potential remains," Fonterra says. China is one of Fonterra's largest global markets, accounting for NZ\$3.4 billion of sales revenue and a normalised earnings contribution of greater than NZ\$200 million in FY17.



MILKY ISSUE

New research shows a direct relationship between the consumption of cow's milk, and socio-demographic factors. A first-of-its-kind study published recently in the New Zealand Medical Council says cow's milk is consumed regularly by 88% of pre-school children, but the majority drink full-fat milk instead of the recommended low or reduced-fat milk from the age of two. Associate Professor Pamela von Hurst from Massey University's School of Sport, Exercise and Nutrition says while the data is five years old, it remains the latest nationwide investigation of milk consumption patterns in New Zealand pre-schoolers. "Consumption of low or reduced-fat milk was influenced by several sociodemographic factors, including age, maternal education, ethnicity and residential region, with Māori and Pasifika children, and those living in the South Island, more likely to drink full fat milk," she says. "Identification of the factors which influence milk type consumption in children provides guidance for targeted interventions to improve milk consumption behaviours in children. Further research is warranted to investigate parents'/caregivers' knowledge about dietary guidelines, and to determine the causal relationship between obesity and milk type consumption. The findings of this study may have important implications for developing and shaping interventions and in helping shape public health policy and practice to promote cow's milk consumption in preschool children," von Hurst says. Only 26% of 1329 studied preschool children drank low or reduced-fat milk, while 74% drank full-fat milk. Academics from Massey University, Massachusetts General Hospital, AUT, University of Otago, Auckland City Hospital and Starship Children's Hospital took part in the research.

MOVE OVER, DAIRY

New Zealand's largest rural investment syndicator MyFarm Investments will veer away from its dairy farming origins towards smaller "overlooked" investments such as fruit.

The firm, set up in 1990 as primarily a dairy farm investor which it syndicates to investors, now has sheep, beef and mussel farms, plus horticulture as part of its more than \$500 million of rural assets under management. While half of its assets are dairy farms, the company expects those investments to shrink as farms are sold when investments mature. "We still love dairy but it's hard to make an investment case for it at the moment," chief executive Andrew Watters says. Horticulture is achieving between 7-15% and "we are getting cash profits which are significantly higher than we are able to get out of pastoral," dairy farm owner Watters says. My Farm is moving into permanent crops like kiwifruit, pipfruit, viticulture and other types of food production such as mussel farming where it has stepped back from day-to-day management and instead partnered with good operators in each sector. Productivity has improved in horticulture with new planting and management systems, and protection around plant variety rights. My Farm is eyeing new investments in previously overlooked industries that are relatively small but fast growing, such as avocados, blueberries and cherries. "There's quite a bit to look at and be excited about," Watters says. "Anything to do with food production where we think there is a sustainable competitive advantage and there are good cash returns, we will look at." The company will embark on the second stage of its mussel farming project later this year, and will have a crack at Manuka honey soon. Wat-

ters says interest in investment opportunities here is strong, particularly from US investors. Its recent investment syndicate in the Rockit apple industry attracted 67 investors with an average investment of \$195,000 and investors typically aged in their 50s, 60s or 70s looking for diversification.



MAGNETIC FLOW METERS

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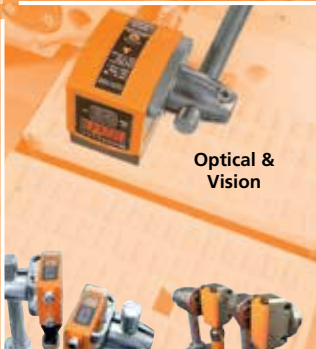
The newest addition of smart magnetic flow meters launched by ifm electronic at SPS Drives in Germany late last year facilitates dosing, flow and temperature metering of water-based media, right down to ranges that fall between 0.005 and three litres per minute.

These robust, compact IP67 flow meters constructed of 316SS are easy to install and commission, while featuring high accuracy and consistent repeatability in virtually any application where the medium ranges between 0 and 60 degrees celcius, making them ideal for dosing applications of make-up water in food and beverage applications, metering of refrigeration systems fluids, or accurate metering of plant process fluids in water treatment plants, amongst others.

All of the SM series magnetic flow meters, which include sizes that can handle up to

900L/Min. flow rates, feature 2x independent outputs. 'Output One' may be used to meter flow rate, volumetric pulse output, or used as a signal output for a pre-set counting. The second output may be used to measure flowrate, medium temperature, or as a pre-set switch point. Commonly, the meter is used to measure flow and the medium's temperature, meaning one sensor gives two process measurements...another first from ifm! The bright 4-digit alphanumeric LED display and local push buttons make parameter setting simple.

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COLLABORATION

BOOST FOR MAORI FOOD

High-Value Nutrition National Science Challenge has partnered with Nuku ki te Puku - a cluster of Māori-owned food and beverage businesses - in a \$1m project to prototype how Māori businesses and some of the country's top researchers can share science and cultural expertise to collaborate on the development of new food for exported health products.

Challenge director Joanne Todd says the partnership has mutual benefit, with the Nuku ki te Puku business cluster building experience in translating research into high-value food products for commercialisation. "For Challenge-funded researchers, it is an opportunity to gain insight into mātauranga, the Māori worldview, and learn from Māori businesses who already have a presence in the key markets the Challenge is focusing on," she says. The project is led by Dr Meika Foster, a member of the High-Value Nutrition Science leadership team, who says the project is a key action arising from the Challenge's Vision Mātauranga strategy. "This pilot will integrate science, education and commercialisation, emphasise Māori values, and facilitate collaboration between Māori-owned food and beverage businesses and a cross-disciplinary science team supported by international collaborators." The prototype food will be a new plant-based product that meets nutrient regulations within New Zealand and China for carbohydrate and lower glycaemic index snack foods.



Ingredients will be grown and produced in New Zealand and selected based on in-depth research to identify their positive effects on known and new markers of Type 2 diabetes risk in clinical trials to be carried out in Auckland. The trials build on the existing Challenge Metabolic Health priority research known as TOFI_Asia, (Thin on the Outside, Fat Inside). The research has already been recruiting local members of Asian communities for clinical trials that will help to identify early predictive markers of diabetes for people with this profile. The research is producing a scientific evidence base to create opportunities for food and beverage companies in

New Zealand to develop products for export to Asia to help manage risk factors which could lead to diabetes. Foster says the Challenge will invest \$750,000, with the Nuku ki te Puku businesses collectively contributing a further \$240,000. "The goal is to produce a prototype food product ready for commercialisation. Equally as important will be the knowledge that is transferred through collaboration," she says. "The pilot will build on the expertise Māori businesses need to apply science to guide innovation, but also develop best practice guidance for how New Zealand science can engage with the burgeoning Māori economy."



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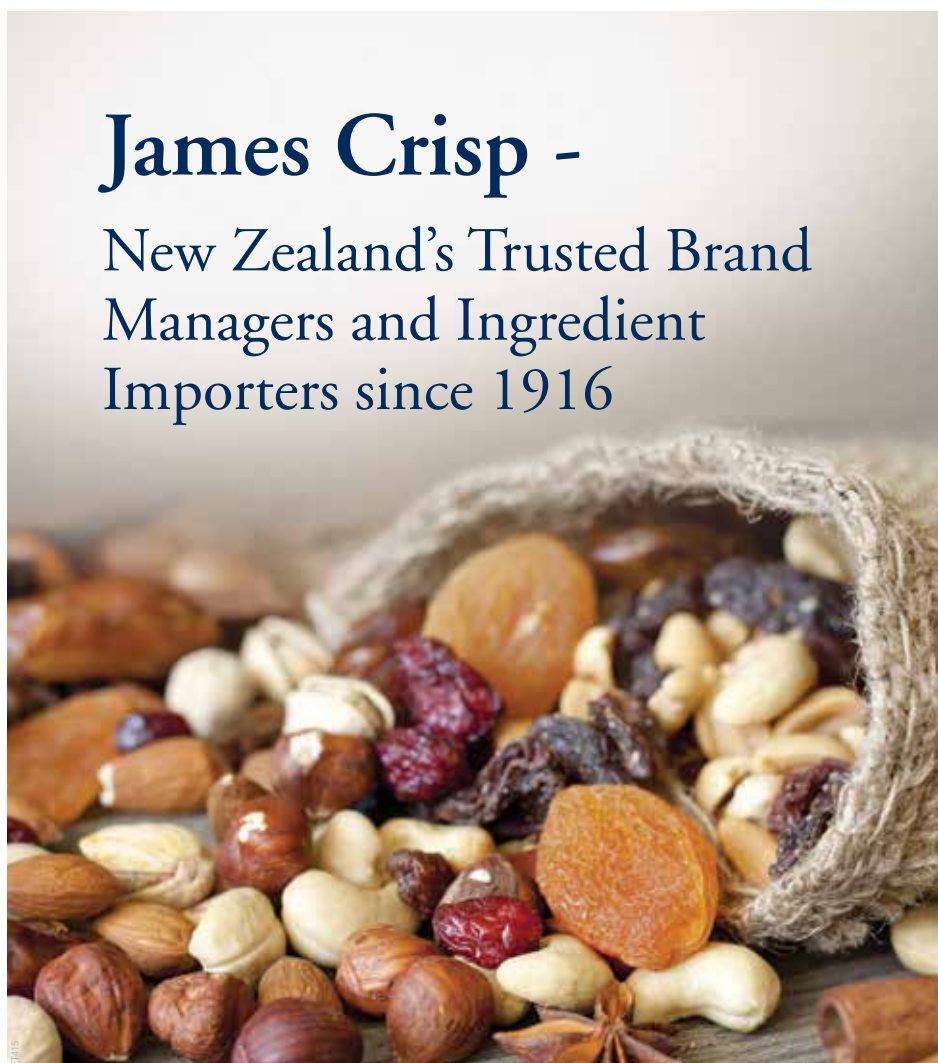
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ANUGA FOODTEC

FOOD FUTURE

A new exhibitor record of around 1700 companies from more than 50 countries will kick off Anuga FoodTec trade fair next month – an international supplier fair for the food and beverage industry that attracts more than 45,000 visitors to Cologne.

Exhibitors will fill 140,000 sq metres of space (the size of 23 football pitches) at the city's trade fair ground next to the Rhine in presenting their new products for the production and packaging of all types of food, alongside a multi-faceted event and congress programme. With a theme of resource efficiency, the fair will offer group-specific lectures, conferences, forums, guided tours, special events and networking opportunities organised by the German Agricultural Association. Every three years, Anuga FoodTec becomes the hotspot of the global food industry and its suppliers, as it provides a meeting point for visionaries and decision-makers alike. Those involved in the food processing, food packaging, safety and analytics, food ingredients, services and solution sectors find the event invaluable, organisers say. Speakers including Professor Michael Braugart from the Hamburg Environmental Institute, World Packaging Organi-

sation president Professor Pierre Pienaar and Professor Alexander Sauer from the Institute for Energy Efficiency in Production at the University of Stuttgart. The expert forums will cover all food and beverage topics, through to packing and future trends. This year's theme of Resource Efficiency will be complemented by export forums covering 'Themes, Trends, Technologies' and 'Food Ingredients'. Guided tours will give visitors a compact and informative overview of specific themes, assisted by selected exhibitors who will present and explain their products, machines and functions live onsite. Themes of the tours will include robotics, Industry 4.0, flexibility in the filling and packaging technology, meat and dairy technology and innovative packing materials.

A speaker's corner will be a highlight of the event, with a brand new theme every 30 minutes throughout the duration of the fair. The live presentations will feature exhibitors showcasing their new products and services, and interested visitors can see some machines in operation.

More information: www.anugafoodtec.com or for further details and assistance with travel and accommodation planning, contact Robert Laing at Messe Reps. & Travel on 09 521 9200 or robert@messereps.co.nz

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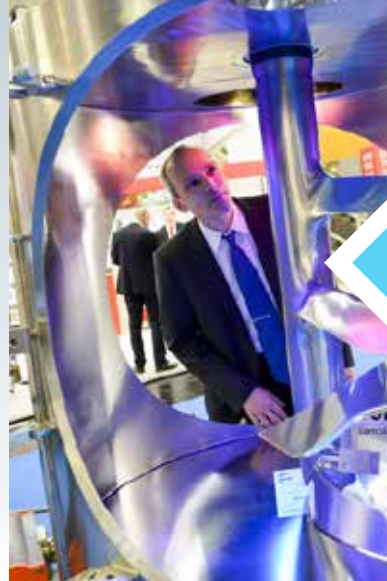
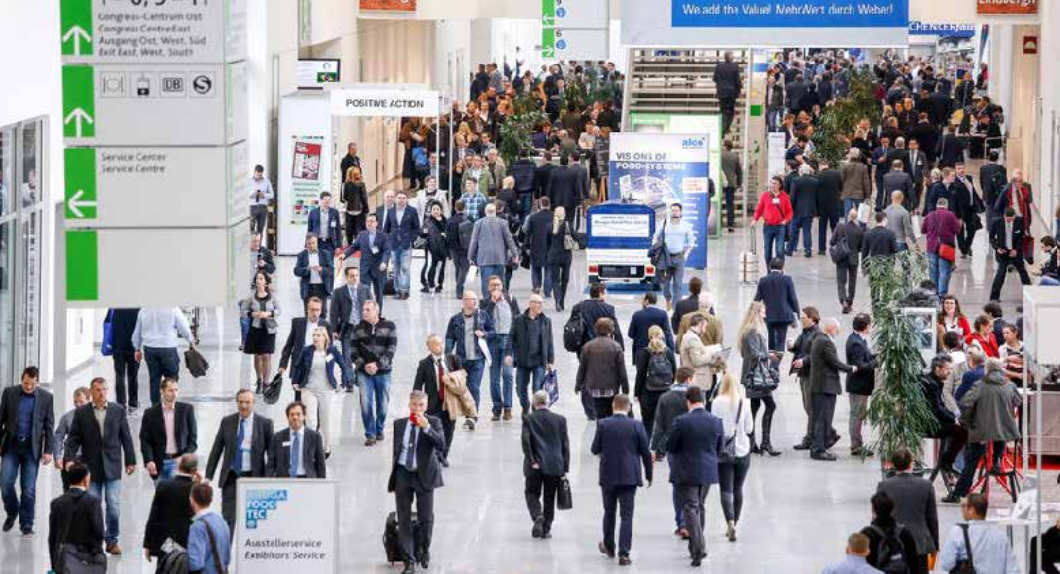


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Within the dairy industry - regardless of product type - testing of raw ingredients, final products and environmental samples for both regulatory and quality purposes is of significant importance. Testing for aflatoxins, allergens, veterinary drug residues or food pathogens doesn't need to be expensive or time consuming...there are many options on the market, many of which can be carried out onsite to reduce both time to results and costs.

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fast-growing, locally-based provider of diagnostic technologies in the fields of food, feed and environmental testing. The company offers a broad range of product test kits for food pathogens, allergens, GMOs, mycotoxins, veterinary drugs residues and animal species designed to be utilised by food / beverage manufacturers onsite. Visit Eurofins Technologies at the upcoming Food Safety & Compliance conference in Auckland from March 19 to 20 or contact today about a solution for your business with products you can trust: KatherineCampbell@eurofins.com



KEEN TO GO?

If the idea of trying to research overseas food and beverage trade fairs perfect for your product or service seems onerous, there is assistance out there. Auckland-based Robert Laing from Messe Reps. & Travel represents three of the major trade fair companies in Germany. The country is the world's no.1 trade fair destination, and Laing is able to present information on important trade fairs that New Zealand companies shouldn't miss. "We are specialists in organising travel and accommodation arrangements for travellers from New Zealand to trade fairs in Germany," he says. "We have been doing this for more than 20 years, and we know what New Zealand travellers to trade fairs want and need. We provide comprehensive information on the fairs, assistance in finding accommodation during fair periods and tourist information. We have the resources to provide you with the information you need to make the right decision to exhibit or visit a trade fair." As well as the Ism-Cologne sweets and snacks trade show in January and Anuga FoodTec next month, Messe's website lists all fairs in Germany and around the world, and includes: ProWein – Dusseldorf (March 18 to 20)... wine and spirits Analytica – Munich (April 10 to 13)...bio-technology. www.messereps.co.nz

A UNIQUE OPPORTUNITY

By Katharina Hamma

Anuga FoodTec 2018 is primarily unique for one reason: At Anuga you can discover what distinguishes the character of food. It is the leading international trade fair for the innovations of the food and beverage producing industry. It is the most important driving force for the international food and beverage industry. Its character can be expressed in a few words: 'One for all - all in one'. Anyone who comes to Anuga FoodTec finds himself in the heart of the food industry. And precisely this is its unique selling point. You can experience individual solutions as well as holistic, cross-process concepts across all production stages for all of the food segments and all foodstuffs - whether for meat, fish, dairy products, pasta, fruit and vegetables or beverages. Visitors experience the entire

production cycle at the trade fair...how the basic ingredients are processed, how a product is made, through to the packing of the finished product. As the leading international supplier fair for the industry worldwide, Anuga FoodTec covers the entire production chain. As such, it tells the story of food production of the present day and of the future, in the same way that the books tell the story of the past. This trade fair - which only takes place every three years - especially addresses the senses too. This is what distinguishes Anuga FoodTec 2018 from thematically comparable technology and supplier trade fairs. Most of the rival events concentrate on one process or one industry sector. This is not so in the case of Anuga FoodTec, because it presents solutions for all F&B branches of industry

across all process stages. Visitors can gain a complete overview of all process steps, of all F&B industries also on an international level. Here you can find everything needed for the processing and packing of your products. That is what makes the trade fair so successful. Suppliers from all continents from the sectors of food processing, food packaging, food safety & analytics, food ingredients, services and solutions will be represented in Cologne. All production and packing sections are present and meet up here with the global demands of the manufacturing food industry. This is complex. This is fascinating. This is Anuga FoodTec 2018!

Katharina Hamma is the chief operating officer with Koelnmesse, which produces Anuga FoodTec.

ADDED VALUE A FEATURE

Added value gained from waste products is one of the themes for Anuga FoodTec 2018, and holds huge potential for food manufacturers. Sustainability and environmental management both play an important role, but manufacturers are still struggling with the conundrum of what to do with waste materials left over.

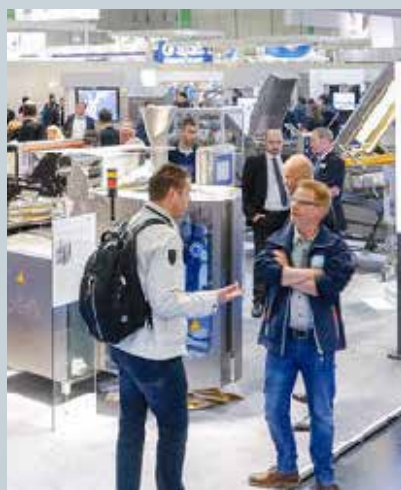
Upcycling strategies and innovative methods for the recovery of materials from industrial by-products is expected to hold enormous interest for the more than 45,000 visitors expected over the four-day event. Organisers say on the one hand, the upcycling of by-products that arise in large volumes while processing vegetable and animal-based raw

materials is resource-friendly and ecological. But conversely, the biomass contains a multitude of substances that can be implemented as ingredients for new foodstuffs by using modern machinery and innovative methods for the recovery and upgrading of those by-products.

Whey is a prime example of successful upcycling. Formerly the waste product that is left in large volumes during the production of curd cheese and cheese, whey is turned into coveted 'superfoods' thanks to its protein, vitamin and mineral content. It is also a popular ingredient in foods like puddings, and added to baby food as a demineralised concentrate. Many exhibitors at Anuga FoodTec will be

presenting a wide spectrum of established technologies for the isolation of whey components and the reuse of its recovered ingredients.

Thanks to upcycling, the offer of natural food additives is becoming more comprehensive, and a good example is pectin. The by-product generated during the production of apple juice is used as a gelling agent; polyphenols that are found in the pressing residues will be used to add a further brown shade to the palette of natural colourants for food. A new project will look at a large-scale technical process that uses the waste products left over after making juices as an alternative for caramel colouring.



EMBRACE THE CHANGE...

BUT STAY WARY

Blockchain technology is sweeping the business world and will benefit many industries, including food and beverage. But a blockchain expert warns against using blockchain technology without first considering the alternatives.

More than half of the world's large corporations are right now considering blockchain (distributed ledger technology), according to a study by UK research firm Juniper Research. Its work has found that 57% of large corporations – defined as any company with more than 20,000 employees – are either actively considering or in the process of deploying blockchain. Two-thirds of companies surveyed by Juniper said that they expected the technology to be integrated into their systems by the end of this year.

"It is clear that companies across the board have a significantly greater understanding of blockchain technology than was the case 12 months ago," Juniper blockchain specialist Windsor Holden says. "This stems in part from a surge in R&D (research and development) both internally and in partnership with third parties, with a recognition that blockchain has the potential to be deployed in a variety of use cases. "As the number of research projects have increased, so too has awareness, both amongst the participants and elsewhere in their industries, with competitor

companies in turn beginning to consider whether they too should seek to gain competitive advantage from deployment.

"For financial technology (fintech) start-ups in the blockchain space, this can only be good news, since it demonstrates the high level of demand within an enterprise space that is increasingly well-informed about blockchain." However, in many cases, "systemic change rather than technological, might be a better and cheaper solution than blockchain, which could potentially cause significant internal and external disruption,"

Holden says. The research found that some companies underestimated the scale of challenge of deploying blockchain. Survey respondents also indicated progressive concern as their companies came closer towards full deployment, particularly over clients refusing to embrace the technology. Blockchain offers particular benefits to improve efficiency and corporate transparency, Holden says. If an enterprise is heavily dependent upon paper-based storage and has high volumes of transactions or transmitted information, it can be especially effective.



WHAT IS BLOCKCHAIN?

A blockchain is a continuously growing list of records (called blocks) which are linked and secured using cryptography to become an open, distributed ledger that records transactions between two parties efficiently and in a verifiable and permanent way. Each block typically contains a hash pointer as a link to a previous block, a time-stamp and transaction data, and is inherently resistant to modification of the data. A blockchain is typically managed by a peer-to-peer network collectively adhering to a protocol for validating new blocks. Blockchains are potentially suitable for the recording of events, medical records and other records management activities, such as identity management, transaction processing, documenting provenance, food traceability or voting. The first blockchain was conceptualised in 2008 to implement as a core component of bitcoin where it serves as the public ledger for all transactions.

Blockchain was initially created by bitcoin-founder Satoshi Nakamoto to create a public ledger for all bitcoin transactions. In June last year, tech giant IBM was selected to build a blockchain-based international trading system for seven of the world's biggest banks, including Deutsche Bank, HSBC, KBC, Natixis, Rabobank, Societe Generale and Unicredit. It signalled one of the first cases of blockchain entering the mainstream for big financial institutions.



BLOCKCHAIN TO REVOLUTIONISE SEAFOOD INDUSTRY

Environmental organisation WWF and its partners have introduced revolutionary blockchain technology to the Pacific Islands' tuna industry - the first of its kind for this region - to help stamp out illegal fishing and human rights abuses. Tracking fish from vessel to the supermarket, the Blockchain Supply Chain Traceability Project is using digital technology in the fresh and frozen tuna sectors of the Western and Central Pacific region to strengthen supply chain management. As part of an innovative initiative, WWF-New Zealand, WWF-Australia and WWF-Fiji have teamed up with global tech innovator ConsenSys, information and communications technology (ICT) implementer TraSeable, and tuna fishing and processing company Sea Quest Fiji to deliver the project in Fiji. "We are so excited that WWF-New Zealand is a blockchain project partner," New Zealand chief executive Livia Esterhazy says. "This innovative project has the potential to really improve people's lives and protect the environment through smart, sustainable fisheries. For years, there have been disturbing reports that consumers may have unknowingly bought tuna from illegal, unreported and unregulated fishing and, even worse, from operators who use slave labour. Through blockchain technology, soon a simple scan of tuna packaging using a smartphone app will tell the story of a tuna fish - where and when the fish was caught, by which vessel and fishing method. Consumers will have certainty that they're buying legally-caught, sustainable tuna with no

slave labour or oppressive conditions involved. Blockchain technology is a digital, tamper-proof record of information that is accessible to everyone." The buying and selling of Pacific tuna is currently either tracked by paper records, or not at all. Now fishermen can register their catch on the blockchain through radio-frequency identification (RFID) e-tagging and scanning fish. "This is about helping people understand exactly where their food comes from - telling the story about the fish, the fisherman, the families, the crew - the path from ocean to plate," Esterhazy says. Steps are underway to find a retailer to partner in the project and use blockchain to complete the tuna's traceability story. ConsenSys, one of the leaders in blockchain development, is working with WWF and Sea Quest to test and implement the Viant blockchain traceability tool for the Pacific tuna industry. Sea Quest Fiji chief executive Brett 'Blu' Haywood says sustainable fishing ensures the longevity of the fishing business and his company wants to see sustainable fishing in the region. "This blockchain project with the three WWF offices certainly gives the industry the best opportunity going forward," he says. The project receives technical support from TraSeable Solutions, a new technology company based in Fiji. Chief executive Ken Katafono says he is excited to be part of this project, "which I'm sure will lead the transformation of seafood supply chain traceability in the Pacific and potentially around the world."

HOW BLOCKCHAIN IS ESSENTIAL TO MY DISTILLERY

Bryce Young of Bryce Distillery manufactures absinthe in the US state of Montana and is its first registered crypto-currency merchant. In an excerpt from his blog, Young explains how blockchain works and why it's critical to start considering it now.

To convey the meaning of data as a raw material, I'll give an example of how blockchain technology might work in a distillery and the alcohol industry. At Bryce Distillery, we are developing these technologies and smart contracts to become a first-mover into a world that combines alcohol and cryptography. If you own a distillery, you are interested in key pieces of information about your business, including (let's say) revenue. Think of this revenue data as raw material that you would like to 'mine'. To do this, you create a 'token' that can be spent at your distillery as currency. You make it so this token has codes written into it that track the revenue information that you want. For instance, you can incorporate an algorithm into this token that tracks where and for what each token was used, and that information is forever kept in an encrypted code that only you can view. Now you have a tracking system for product and sales that will save you endless hours on quickbooks and applications with the TTB and Department of Revenue. You can then add more complex functions into the token that can include the ability to do your taxes for you once a month, to keep track of inventory, and even to automatically execute contracts and agreements with suppliers, distributors and retailers. The tokens have the ability to execute all these functions for any business in the alcohol industry - from the producer to the end consumer

who can spend this token at the distillery or, in the future, their local or online liquor store for the product they want.

Sound a little like artificial intelligence (AI)?

That's because it is. The technology to make a single machine to process all this data would cost millions, and that's where the brilliance of blockchain technology comes in. Blockchain uses the computing power of every device connected to it in order to process and store this information, making use of the interconnected consciousness that has come from our increasing involvement in and use of the internet.

Still unclear? Let me give another example in how blockchain could be used to unite land developers and conservation advocates. Imagine a website that is a trading platform for ownership of forest throughout the world. Let's say they are using a token called TreeCoin, and you can use TreeCoin to buy a portion of forest anywhere in the world. There will be a few types of people interested in buying TreeCoin. First will be the timber industries who will need to own and then spend a certain amount of TreeCoin in order to cut down a portion of the Amazon.

The second interested party will be the environmentalists and conservationists who, by owning TreeCoin, can protect forests and hold power and sway in the timber industry while watching the value of their tokens appreciate as more trees get cut down and TreeCoin becomes

more scarce. TreeCoin in this sense could be used to track usage of lumber: where it is happening, what types of trees, what is the market price and so on, which would greatly improve efficiencies in the industry, helping us work toward a sustainable future...and therein lies the value of TreeCoin in a decentralised network that connects all parties dealing in forestry.

The TreeCoin would be created by planting more trees in place of the clear cut that just happened to harvest lumber. More trees = more TreeCoin. Less trees = less TreeCoin with higher value which results in higher cost to continue removing trees. The logic of platforms with higher connectivity and stores of information, as illustrated above, is the logic driving the adoption of blockchain technology by all industries. Whether you are a distiller, an environmentalist or something completely different, you are standing in an empty prairie that will soon be developed into a bustling metropolis, so there's no better time to apply blockchain logic to your business in whatever way you can to get that first-mover advantage.

We're all in this together, figuring it out as we go. The best thing we can do is start with something small. I am Montana's first registered crypto-currency merchant (you can buy tee shirts and gift cards on my website with Bitcoin, Ethereum or Litecoin) and that's a small step in the larger plan, but we have to start somewhere.





DATE PASTE – A NATURAL SUGAR ALTERNATIVE

Finding alternatives for sugar is a priority for many food manufacturers, and now there is a single ingredient that is not only natural, it's loaded with health benefits too.

Date Paste is a 100% natural sweetener produced from dates that have been cleaned, pitted and washed. The fruits are extruded through multiple fine screens, leaving a soft brown puree texture.

As well as being natural, date paste has an amazing nutritional profile. It is an excellent source of fibre, and is peanut, gluten and GMO free. As a replacement for sucrose, date paste adds important minerals, vitamins, fibre and healthful plant compounds called phenolics.

Date paste has been consumed for millennia in a variety of foods around the world. Today, date paste

can be used by the food industry as a filling for pastries and biscuits, and as a healthier substitute for sugar in cereals, puddings, baked goods, energy bars, ice cream and confectionery. Date paste also adds flavour and sweetness to salad dressings, marinades, glazes and smoothies.

This fine paste improves the taste of the foods it helps make, with notes of caramel, brown sugar and vanilla, and is made in a way that preserves all the nutrients and goodness of dates. It is free from pits, pit fragments or calyxes and has zero tolerance for any foreign material. No anti-oxidants, additives,

sulphating agents or artificial flavours are used in the process.

Common health problems – including heart disease, diabetes and arthritis – are associated with inflammation in the body. Antioxidants, particularly polyphenols from fruit, have been shown to directly neutralise free radicals and possibly reduce the damage caused by inflammation. Among commonly consumed whole fresh fruits, dates rank high in antioxidant polyphenols.

Dates in their various formats, including whole and chopped dates, paste and syrup can now be supplied to the New Zealand food industry by **James Crisp Ltd.**

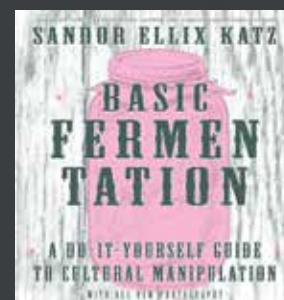
SUGAR STUDY

SUGAR SUMMER

A Waikato University study has found that sugary drinks in New Zealand contain proportionally more sugar than their overseas counterparts, highlighting the need for government intervention to protect communities. The average drink here contains five to six teaspoons across soft drinks and juices, compared with three to four teaspoons in British drinks, and Māori public health organisation Hāpai Te Hauora says the damage the drinks are doing to the health of whānau is highlighted in its Fizz Free Whānau Challenge. "This sugar content represents a major threat to health, with sugary drinks being a key driver of obesity, dental problems and other health issues," campaign manager Kera Sherwood-O'Regan says. "I wish we could say we're surprised by

these research findings, but I think we need to go beyond looking at the ingredients of fizzy drinks and start looking at the ingredients in a system that has enabled these drinks, and indeed these companies, to take so much from our communities. Many whānau are absolutely hooked on these drinks - suffering headaches and withdrawal symptoms while trying to give them up - yet these drinks that can do so much harm are all around the place - in stores, on billboards and shopfronts, represented as some kind of essential component of the kiwi summer. This really highlights the need for stronger regulation at the central government level, as well as community-based policies to support whānau who want to make positive choices for their health."

BOOK REVIEW



BASIC FERMENTATION

Basic Fermentation by Sandor Ellix Katz (Newsouth Books, \$29.99, available now)

This basic beginner's guide to fermenting just about anything at home might seem like a mind-numbing topic, but world-renowned fermenter Katz succeeds in revealing that fermentation is everywhere. From beer and wine, bread and yoghurt, miso, sauerkraut, tempeh and countless other exotic delicacies...yeast and bacteria are in every breath we take and every bite we eat. Try as you might to get rid of them with anti-bacterial soap and antibiotic drugs, Katz says, it's futile. "These microbial cultures populate our digestive tracts and play a critical role in breaking down the food we eat. They are ubiquitous agents of transformation, feasting upon decaying matter, constantly shifting dynamic life forces from one miraculous and horrible creation to the next. We humans are in a symbolic relationship with these microscopic living beings. Without them, life could not be sustained." In the book, Katz explains simple methods for a variety of fermented foods via ancient rituals, including chocolate, kimchi and injera. While he's not a scientist, Katz says neither is he someone who wants to live in sterile environments... instead he lives deep in the woods of rural Tennessee 'off the grid', and cooks in the communal kitchen of Short Mountain Sanctuary with 20 other people on a wood stove with no thermostat. Fermentation, he says, is one answer to the gut health difficulties of modern generations.

Bernadette Pither from Cryovac Sealed Air will receive a copy of this book.



DAIRY FEATURE

SHAKE-UP SETTLED

Westland Milk Products has completed its revitalisation of its executive leadership team with the appointment of Jeffrey Goodwin to the role of general manager – sales. Chief Executive Toni Brendish has announced the appointment, saying Goodwin's experience in food and ingredients sales is global in scale, with a record of success in South East Asia, Japan, China and the United States. "His experience is in keeping with Westland's strategy to differentiate the company and products, and form partnerships with key companies that can give Westland penetration into high-value market niches," she says. "Using this new strategy, we expect to be announcing some significant new deals and we'll be looking to Jeffrey to identify, capture and deliver on more of these types of sales," Brendish says. Goodwin comes to Westland from his role as James Farrell & Co's vice-president of global operations, a company that represents United States-based manufacturers in the export of their ingredients. Since September 2016, Brendish has restructured the leadership team at Westland, resulting in a new chief financial officer, chief operations officer and general manager in Shanghai. She also elevated a human resources officer to the executive leadership team and retained long-serving company secretary Mark Lockington. "This is the team that will drive Westland forward," Brendish says. "We've already introduced efficiencies right across the board that are delivering more than \$70 million in savings, giving us the confidence to predict a competitive pay-out to shareholders for this season, with very real prospects of sustaining that sort of return well into the future."

DAILY FRESH PUSHES INTO CHINA

Fonterra has launched a new fresh milk product in China in partnership with Hema Fresh, Alibaba's innovative new retail concept which combines traditional bricks-and-mortar shopping with a digital experience.

The new Daily Fresh milk range is now available in 750ml bottles at Hema's 14 stores in Shanghai and Suzhou, sourced directly from Fonterra's farm hub in Hebei province. The product boasts unique labels to match each day of the week in order to emphasise freshness, with stock being replenished overnight ready for each new day. Fonterra Greater China president Christina Zhu says initial volumes are currently around three metric tonnes daily, with plans to scale-up over time and expand with the retailer as it rapidly grows its footprint of stores across China. The new product meets growing domestic demand for higher-quality fresh products as part of the 'premiumisation' of China's consumer categories. "Shoppers here in China are becoming increasingly sophisticated in terms of their

tastes and preferences, which are being driven by rising household incomes," Zhu says. "More than ever before, consumers are consciously seeking products that are fresh, nutritious and safe, and our new product for Hema caters to this." More than 75% of China's urban consumers will earn between \$13,000 and \$49,000 by 2022 - up from just 4% in the year 2000 - prompting a marked shift in consumer behaviour and purchasing power. Linked to this trend is the rise of Hema, which emerged on the scene in early 2016 and is a major signpost of China's 'new retail' trend, which Alibaba founder Jack Ma coined as being the intersection of online and off-line shopping, logistics and data. At Hema, consumers can either shop in-store using their mobile phones to browse and purchase, or order online for

a 30-minute delivery within a 3km radius. Hema then utilises the wealth of data it gathers to provide a tailored, personalised shopping experience for each customer. In addition to the brand new fresh milk range, Anchor UHT milk products and the Anchor Dairy Foods range of butter, cream and cheese items are sold through Hema. The retailer is also a foodservice customer, using Fonterra's Anchor Food Professionals products in its in-store bakery. Hema Fresh chief executive and founder Hou Yi said he is excited by the strategic co-operation between the two companies. "This co-operation between two powerful companies is set to redefine the concept of fresh milk in the new retail era," Hou says. "As a global leader in the dairy industry, Fonterra is wellknown for quality milk pools, world-class breeding techniques





and advanced experience in food safety and quality, which matches well with what we advocate." Zhu says no other multinational dairy company in China has a local milk pool to draw from, so Fonterra is in an advantageous position. "This milestone with Hema is a sign of

things to come and indicates that our push to shift more of our local milk into higher-yielding consumer and foodservice products is well-and-truly underway."

APOLLO PROJECTS A FIRST

Apollo Projects has diverse experience within the dairy sector, including a highly specialised knowledge of the latest technologies and design solutions.

In operational plants, maintenance and upgrades are a challenge at the best of times. But when shutting down the plant costs hundreds of thousands of dollars in lost production, supplier uncertainty or - worse still - contaminated food which could damage a whole industry, innovative solutions are required. This is where Apollo Projects' skill and knowledge comes into play. At a recent upgrade to a large dairy facility, the project brief was the re-clad of a 22m high building, without interrupting operations or compromising the hygienic integrity of the clean room environment. The innovation on this project was to minimise the manual handling onsite by the construction of an

engineered winch and mono-rail system as well as a central lift. Both these additions were integral to the project. The ability to lift out full sections of 10m panel and safely transport each panel around the building, was the key innovation that made this project so successful. The project was a first, as no other milk processing facility has been re-clad whilst maintaining 24/7 operations. From dairy spray dryer technology to cold storage, UHT milk processing, cheese manufacturing, milk and butter processing, it's Apollo's experience that is key to delivering world-class results and working with the most suitably qualified and experienced project partners in all areas.

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NOZZLES CUT COSTS WHILE IMPROVING QUALITY

The latest spray dry nozzle release from Spray Nozzle Engineering called 'Click & Dry' now has the latest innovations in 40 years of high pressure spray drying with nozzles.

The company's international food & beverage sales manager Stuart Morgan says its design credo is to develop one new innovation each year. "And 2018 is no exception," Morgan says, "with our design teams' focus on nozzle hygiene and long-life wear parts for cost reduction."

As a global supplier, Morgan says customers' needs are many and varied, but what is common to all is safety, hygiene, operational quality and cost reduction aspects. "The latest in the CD Compact Hygiene and Hygiene-Plus Series of spray dry nozzles has achieved and exceeded all these industry needs," he says. With market-leading design introduced by SNE more than a decade ago in safety compliance and material threads resisting damage

that come with a world-first four-year hardware replacement warranty on select models, Spray Nozzle has released its Smooth and Ultra Smooth Internal Cap Chamber patented design called 'Hygiene Plus' and its unique CCT or Concentric Clasp Technology, in addition to its globally proven PF (or Push Fit Easy Out wear part retention system).

"A common major requirement of powder producers and OEMs alike is the ability to improve hygiene, quality and to reduce operating costs," Morgan says. "Our new series of CD Compact nozzles is totally smooth in the fluid zone, making it easy to clean and allow longer run times. However, added to this is our wear system incorporating Seal-In –Disc Orifice technology that removes the O-ring groove and threads from the fluid zone, but delivered via familiar and proven swirl and orifice geometries.

"Added to this we can offer our optional CCT or concentric clasp technology that not only holds wear parts in perfect alignment for better spray performance and reduced wear rates of vital inter-

nal spray components, but also allows safer and easier assembly and disassembly by all operators... that's why we call it the easy out system - no more premature wear part damage or breakage or misalignment, a major cost saving - more than halving seasonal wear part use."

Morgan says the company's new product development is in close association with drier operators and powder technologists/managers world-wide. This included the design of dedicated wear part removal tools to improve plant safety, reduce time and costly parts breakages. "This also leads to SNE's industry-first two-year free wear part replacement guarantee on select models. Innovative designs such as the high flow drip-pro non-drip check valve system with replaceable sealing faces, and the now standard, low-bearing range of long run nozzle caps are also key features. "These are all now part of the world-wide standard CD spray dry nozzle range by Spray Nozzle Engineering. Refer to Spray Dry Safety Guarantee T&C for more details.

www.spraydrysafety.co.nz/guarantee/



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CHEESE-MAKING EQUIPMENT TO THE WORLD

Innovative Dairy Systems has evolved because of an ever-growing need for high quality cheese-making equipment. Owner and director Ian Booth also runs Innovative Conveyor Systems, a successful conveyor design and manufacturing company in Hamilton, and has for many years worked behind the scenes when it comes to cheese-making equipment. In fact, he has been supplying cheese curd belting and design to several large OEM cheese equipment suppliers and cheese-makers across the globe since the late 1990s. In 2016, Booth was approached by an Australian dairy manufacturer to ask if ICS could design and supply a cheddar machine for their new mozzarella plant in

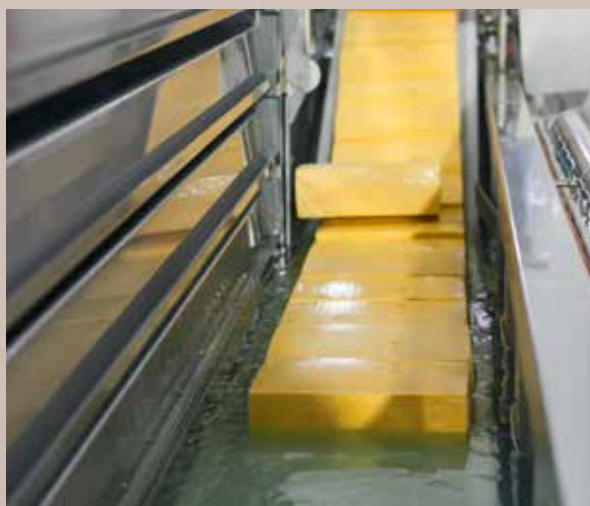
South Australia. The decision was easy... and Innovative Dairy Systems (IDS) was formed. "In no time at all, the IDS cheddar machine was designed, manufactured and shipped directly into Adelaide for installation late August 2017," Booth says. "The customer was so happy with both the quality of the equipment, service and delivery that IDS has since supplied to them walkways, a balance tank, augers, filters and cheese block conveyors." IDS has formed joint ventures with several New Zealand and international cheese equipment suppliers to offer individual items of equipment through to full turn-key projects. Because of these relationships IDS can also offer equipment such as

cheese vats, block towers, brine tanks, cheese curd draining and mellowing belts, curd mills, whey screens, CIP cleaning systems, milk powder handling equipment, CIP systems, retro-fits, design and - of course - ICS conveyor systems plus more. "2018 looks like it's going to be an exciting one for both companies," Booth says. "New Zealand manufacturing companies have a lot to offer the world when it comes to quality equipment, especially when it comes to the dairy industry. ICS and IDS have the knowledge, experience, excellent staff and are always available to look at any project, large or small." **Contact Ian Booth on +64 27 2734-900 or email: ian@ics-conveyors.co.nz**

WHAT OUR CLIENT SAYS

ICS was involved in design, supply and installation of 40-plus new and modified conveyors in a room extension at our Hamilton plant. With regular project meetings leading up to the installation everything they supplied fulfilled all production requirements. The job was installed without any issues on time and within budget. All of the new equipment ran 100% on the first production day, reaching tally and has not slowed down since. I have no hesitation in recommending ICS to anyone for a quality system installation along with excellent communication at all levels.

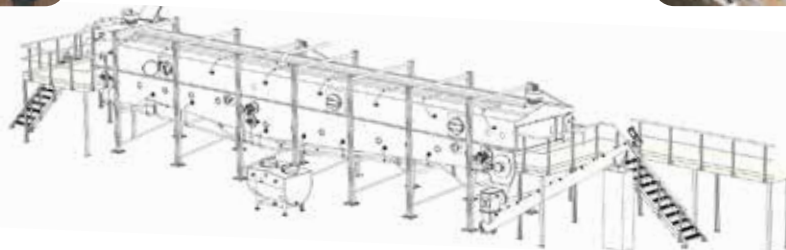
- Neville Thompson
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WETMIX KITCHEN A BOON

Synlait Milk has opened its new Wetmix kitchen, which will enable it to simultaneously run both large-scale infant formula spray dryers.

The new facility will double the amount of infant formula powder produced at the Dunsandel site from 40,000 metric tonnes (MT) to 80,000 MT per year. Chief executive John Penno says Synlait has invested \$37m in the new Wetmix kitchen, which is at the core of the production process. "We were at the point where our current Wetmix facility was at capacity, and our consumer demand was continuing to grow," he says. "Building this new Wetmix kitchen will relieve that pressure." Dry ingredients (such as dairy proteins, carbohydrates, vitamins and minerals) are mixed into the liquid milk in the Wetmix kitchen, then sent to the dryer where it is dried into infant formula base powder. Mixing the dry ingredients into the

liquid milk before drying ensures a superior blend quality, Penno says. The project has been two years in the planning and at times up to 125 contractors have been site per day. "Designed with staff in mind, some manual steps (such as lifting and tipping large bags of ingredients) have been reduced with the help of automation. This creates a safer environment and provides operational efficiencies," he says. "It was really important for us to make this new facility as user-friendly as possible. We want our employees to be safe at work, and to work under the best possible conditions," he says. The company plans to purchase new land in the North Island for a second powder manufacturing site and access a second pool of farm suppliers.

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A FISHY PROBLEM

For New Zealand fish products group Talley's, maximising revenue for each container load has become more important as cargo receivers look constantly to drive down transport costs. But this has presented a unique challenge.



The company's seafood division - Amaltal Deepsea - runs a fleet of deep sea fishing vessels equipped with automated processing facilities. Fish are processed onboard within hours of being caught. Everything is used - including fish waste which is converted into high grade by-products such as fish meal and oil. When exporting fish oil, Talley's has traditionally used a pump and hose to discharge the oil into a 24,000 litre flexitank. But the firm's onshore logistics team faced a constant problem - how to maximise container loads of this liquid cargo? If the container was overfilled, the flexitank could be split, destroying tens of thousands of dollars worth of cargo, not to mention a rather smelly clean up job. But by underfilling the container, Talley's generated less revenue from the shipment, plus the shipping cost per tonne of payload was higher than it needed to be. Talley's tried using flow meters to

optimise the load, but found this was inaccurate with air bubbles and other variables skewing the measurement. This meant the team was forced to 'guess' when the flexitank was full, disconnect the hose, then have the container hauled to the nearest weighbridge to check the weight. With the gross container weight, Talley's could then calculate how much capacity was left inside the flexitank. Containers were at times under filled by more than 2000 litres. Once weighed, the container would be returned for the team to continue loading and to guess (again) if it was topped up to the right level. This process cost Talley's time and money, including extra haulage costs, weighbridge fees and man-hours spent co-ordinating the checkweighing and top up. Check-weighing away from the loading point also caused delays and meant Talley's sometimes had to choose between knowingly shipping an under-filled container, or missing a

shipping cut-off-time. Talley's was already familiar with BISON C-Jacks, having adopted them at a number of its meat processing plants for SOLAS VGM compliance. Talley's logistics team quickly recognised that C-Jacks were not just a compliance tool, but an ideal solution for optimising the weight of containerised flexitanks during loading. The portability of the C-Jacks meant they could be easily moved to the different docks where vessels were discharged, allowing the empty container and flexitank to be weighed before loading, and giving Talley's a precise tare weight and an accurate target for optimising the container payload. They also mean the container can be weighed in real time during loading, allowing the supervisor to gauge loading progress and most importantly, identify exactly when the flexitank is full. Talley's is now optimising container loads of fish oil at the point of loading.

Each shipment is now more profitable as, with fish oil sold by weight, revenue is maximised with each shipment and earnings are realised sooner. Shipping costs are reduced in two ways: first, the haulage costs, weighbridge fees and labour costs from check weighing the container are eliminated; and second, in the course of a year, more cargo is being shipped with less containers, reducing net shipping costs per tonne by approximately 10%. Being portable and trade approved, Talley's is also using C-Jacks to weigh container loads of tuna, fish meal and other export fish products. These weights are used for transacting cargo by weight and for SOLAS VGM compliance. This saves Talley's at least NZ\$20 per container in weighbridge fees. It also reduces the time and distance travelled by Talley's trucks, by not having to visit a weighbridge enroute to port.



MPI WARNS TO BE CAREFUL WITH INGREDIENTS

Food businesses and manufacturers making claims that their food is gluten-free are being urged by the Ministry for Primary Industries to ensure their suppliers provide evidence of any claims they are making about the presence of allergens.

"Food businesses need to have robust processes in place with their suppliers so that their customers can be assured that they are getting what is on the label," MPI's manager food compliance services group Melinda Sando says. The reminder follows MPI's recent recall of buckwheat flour supplied by Davis Food Ingredients, which was found to contain gluten, even though it has been used as an ingredient in products advertised as gluten-free or products consumers consider to be gluten-free. "To protect people who are gluten intolerant or have coeliac disease, these products have been or are being removed from shelves," Sando says. The products currently being recalled are:

- Davis Trading brand Buckwheat Flour
- Essenté brand Buckwheat Flour (1kg)
- Bay Drive brand Chocolate Chip Cookies (6 pack)
- Buckwheat flour sold from multiple businesses
- Gluten Free Store Limited Brand Buckwheat Pancake Mix (360g)
- Bin Inn Retail Group Limited Buckwheat Flour
- CuisAnn brand heat and eat meals
- Gluten Free Choice brand bread
- Venerdi brand Gluten Freedom Fancier Sourdough Pizza Bases (400g).

"The Ministry is aware that more potentially affected buckwheat has been distributed," Sando

says. "These shipments were imported earlier in the year and it is likely that most of the product will have already been used. However, we are conducting a trace-back to find the specific products involved and the list will continue to be updated on the MPI food recalls page. People who have these products at home should be aware

that they contain gluten. If they are following a gluten free diet, they should not consume the products and return them to the place they were purchased or throw them away. If people have any concerns about their health after eating any of the affected products, they should seek advice from their doctor."



WHITEWASH

The story of a weed killer, cancer and the corruption of science by Carey Gillam (Newsouth Books, \$54.99, available now)

If you have a particularly nervous disposition when it comes to food, this might not be the book to pick up for a late summer read. For everyone else attempting to grapple with the scourge of chemicals in food, this could be a life-defining read. Monsanto's Roundup, says American journalist Gillam, is so pervasive that it's in the air we breathe, the water we drink, the soil we grow food in and even increasingly in our own bodies. The world's most popular weedkiller is used everywhere – back yards to golf courses, farmland to public leisure areas...and for decades it's been touted as safe enough to drink. But is it? Gillam says no, citing research tying the chemical to cancers and a host of other health threats. "White-wash reads like a mystery novel as Gillam skilfully uncovers Monsanto's secretive strategies," Erin Brockovich says on the front cover. It's more than an expose about chemicals and hazards and influence. "It's a story of power, politics and the deadly consequences of putting corporate interests ahead of public safety," Gillam says. This book could help to make up your own mind.

Bruce Graham from Globus Group will receive a copy of this book.

SOMATIC CELLS ADDED TO VALUE

An update of New Zealand's 'currency for cows' will be updated this month to better reflect the dairy industry's focus on efficient, high-quality milk production. Economic index Production Worth calculates the worth of all dairy cows as an estimate of their lifetime production ability, and helps farmers to pinpoint top performers and decide which cows to keep and which are most valuable. Four traits currently contribute to the PW calculation – milk volume, milk fat, protein and liveweight – but from this month, a fifth trait will be added – somatic cells. These are produced by a cow's immune system to fight mammary inflammation or mastitis, and some cows are more prone to it than others. LIC general manager New Zealand Malcolm Ellis says somatic cells are an ongoing consideration for farmers, particularly as it has a significant impact on a cow's health, production and reproduction. "A lot has changed in farming over the past 22 years," he says. "BW (Breeding Worth) has undergone a number of reviews and updates in that time, but we thought it was time to take a closer look at PW in recognition of the important role it also plays on-farm. PW provides an ability to evaluate efficiency, more than just cow output, and it is a key driver in herd develop-

ment and improvement off the back of more informed culling decisions. If we as an industry are not going to be milking more cows into the future then we will need to be milking good ones, and efficient lifetime conversion of grass to milk is critical to our sustainable success. Breed from the best and cull the poorer performers in an informed manner, that's herd improvement." This will be the first update for PW since it was introduced in 1996 by the forerunner to LIC, now a farmer-owned co-operative and the country's leading supplier of artificial breeding services and herd management systems. Somatic cell was added into BW in 2005, and the update will be implemented with the animal evaluation run on February 19, which will also include the annual economic value update by New Zealand Animal Evaluation Limited (NZAEL), a wholly owned subsidiary of DairyNZ. Farmers could see some changes in the PW of their cows after the update, to reflect their animal's current somatic cell count and history. Ellis says further work on PW will continue through 2018, to research how fertility and body condition score (BCS) traits could be added to the PW calculation as they too can significantly impact the performance of a dairy cow.



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FOOD TESTING MARKET TO BALLOON

The world's food testing kits market will balloon by more than 7% annually to a projected US\$2.38 billion by 2022, a research study is reporting. Food testing, says Market by Market, was valued at US\$1.58 billion in 2016, and includes kits for testing and detection of pathogens, meat species, GMOs, allergen, mycotoxin and others (which include pesticides and other residues in food). Technologies used for testing are PCR-based, immunoassay-based and enzyme substrate-based. "Market players are tapping new opportunities by engaging in organic strategies such as the expansion of their global presence and product offerings through new product launches," the company says. The pathogens segment is estimated to account for the largest market share in the market, due to incidences of infectious gastrointestinal diseases caused by existing and new foodborne pathogens, changes in agricultural and food manufacturing practices, and changes in human host status. Immunoassay-based food testing kits are the largest segment, and the company says further research will be undertaken in meat, poultry and seafood industries.

GO AHEAD FOR INSECT FARMERS

European insect farmers are celebrating after a new directive called the 'novel foods regulation' to centrally standardise the industry has been passed. Previously, rules on insect food have been left to each member state to dictate, which made it difficult for the European insect industry to unite. But now the European Commission will handle insect-food applications, with the European Food Safety Authority providing safety evaluations to determine whether products meet food safety requirements. The new regulation ex-

plicitly deals with whole insects as opposed to only insect body parts, and all insects fall within the 'novel food' category as 'food ingredients isolated from animals'. The EFSA says that the use of insects as food has important environmental, economic and safety benefits, but the farming of insects can still lead to environmental risks comparable to other animal farming systems. The Commission will compile a list of all 'novel foods' allowed to be sold in the EU this year.



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WEED KILLER DRONES

Blasting weeds from drone-mounted lasers will assist farmers in overcoming an expensive headache in a new 'map and zap' project. Scientists from AgResearch will lead a million-dollar programme exploring the use of drones that could get rid of the \$1.6 billion problem in an environmentally friendly way. A team of experts will mount specialist cameras on the drone or UAV (unmanned aerial vehicle) that can firstly identify the weeds based on their unique chemical signatures and how they reflect light, and then precisely map their locations using GPS, programme

leader Dr Kioumars Ghamkhar says. From there, smart spraying could hone in and damage the weed without affecting the environment around it. Current methods for tackling weeds are expensive and time-consuming, and often involve chemicals that impact on crops, soil quality or water sources. "We want to develop something that could be an efficient option for users such as farmers, regional councils and the Department of Conservation." The effectiveness of lasers against plants has been tested overseas before, but only in the lab.



SMARTPHONES IN INDIA

Indian subsistence farmers are leading the world in artificial intelligence by using GPS and an app called Plantix to identify why their crops are sick. Nearly every household in India has a smartphone, and farmers are keen to use the app in their Telugu and Hindi languages. International Crops Research Institute for the Semi-Arid Tropics digital agriculture scientist Srikanth Rupavatharam says farmers can take a picture of their crops and then upload the image with GPS locations to cloud-based Plantix. The app identifies the crop type in the image and spits out a diagnosis of a disease, pest or nutrient deficiency – with a success rate of more than 90%. Plantix also aids farmers by recommending targeted biological or chemical treatments for ailing plants, reducing the volume of agrochemicals in groundwater and waterways that can result from overuse or incorrect application of herbicides and pesticides. Rupavatharam says Plantix is based on deep learning, one of today's most powerful AI tools.

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PICK A PACK

Packaging will play a pivotal role in reducing global food and product waste in 2018, and brands who adopt clear and succinct package messaging will be rewarded with consumer loyalty. Global company Mintel says contemporary packaging will see the centre-of-store take centre stage, online brands will reinvigorate their packaging to enhance the e-commerce experience, and brands will be encouraged to keep marine conservation at the forefront of packaging development... anchoring the circular economy for future generations, Mintel's David Luttenberger says.

PACKAGED PLANET

Consumers have long considered packaging as unnecessary at times, and waste to be disposed of, but that misconception is now changing. A focus on package innovations that extend food freshness, preserve ingredient fortification, and ensure safe delivery is increasingly benefiting consumers. Brands will need to act fast by exploiting on-pack communication tools to educate consumers to the benefits packaging can bring.

REPACKAGE

Online shopping is becoming increasingly widespread around the globe and is near ubiquitous in some markets. However, while online shopping's key advantage is convenience, consumers expect more from their favoured brands. When designing packaging to be viewed online, and transit packaging to be opened upon delivery in the home, the experience of e-commerce packaging must reflect consumer expectations from shopping with that brand in-store.

CLEAN LABEL 2.0

Today's consumers are more informed than ever; however, brands are in real danger of being rejected if consumers feel overloaded with information, leading to the questioning of provenance, authenticity and transparency. Brands must bring the next generation of clean label to packaging design to provide a moment of calm and clarity for shoppers in an increasingly hectic retail environment.

SEA CHANGE

Concerns over safe packaging disposal will increasingly colour consumers' perceptions of different packaging types, and impact shopper purchase decisions. Only by communicating that a brand is working towards a solution will this growing barrier to purchase be overcome. While collecting waste plastic from the sea to recycle into new packaging can raise consumer awareness, it won't solve the problem. In order to keep plastic out of the sea, a renewed effort towards the circular economy is needed to keep packaging material in use.

RENAVIGATE

Young shoppers are increasingly 'shopping the periphery', visiting the fresh and chilled aisles around the store perimeter and turning their backs on processed, ambient and frozen offerings in the centre of the store. The use of transparent materials, contemporary design, recyclability or unique shapes can help draw in younger consumers to the store centre, making it as appealing as the burgeoning perimeter to younger consumers.

"Our packaging trends for 2018 reflect the most current and forward-looking consumer attitudes, actions, and purchasing behaviours in both global and local markets. Such trends as those we see emerging in e-commerce packaging have stories that are just now being written. Others, such as the attack on plastics, are well into their third or even fourth chapters, but with no clear ending in sight," Luttenberger says.

PACKAGING TRENDS

Global research company Mintel takes a look at packaging in 2018



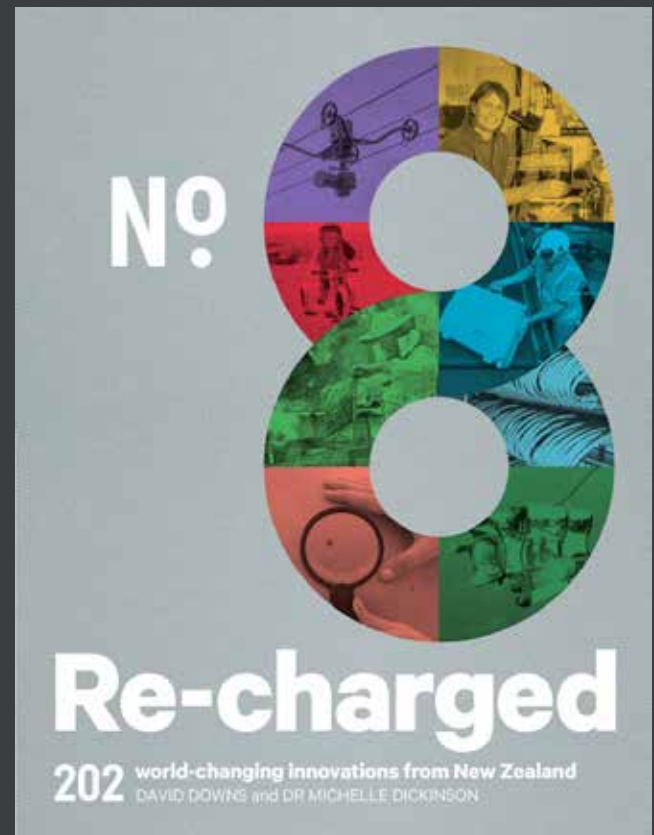
BOOK REVIEW

NO.8 RECHARGED

No.8 Recharged: 202 World-changing Innovations from New Zealand by David Downs and Dr Michelle Dickinson (Penguin, \$45, available now)

Did you know that 85% of the Chinese population is dairy-intolerant? The authors of this new celebratory book looking at 202 world-changing innovations from New Zealand say that fact gives producers of A2 milk the ability to market towards people who don't currently consume milk due to their intolerance symptoms. Describing how A2 milk is made, authors of No.8 Re-wired David Downs and Nanogirl Dr Michelle Dickinson say the milk could snatch a greater share of the rapidly growing export markets of China and South-East Asia. "As New Zealand farmers decide whether they want to switch to A2 herds, it looks like the science behind the milk section is going to be the big differentiator in what we purchase from the fridge in the upcoming years." The twosome say the 'no.8 wire' mentality is no longer relevant for New Zealand, and while Kiwis routinely punch above their weight in sport, politics or social justice, clinging to an outdated notion of innovation will be devastating. "Take notice, world...New Zealand is undergoing a re-charge. The 'no.8 wire' thinking we have been so proud of is being expanded and improved."

Tony Nie from Milk New Zealand Holdings will receive a copy of this book.



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EYE HEALTH

International wellness company Lycored has announced it will continue its research programme into the effects of Lycoinvision - its nutrient complex for vision health - because of the success of a pre-clinical ex-vivo study.

The United States-based company, which funded the study by scientists from Hadassah-Hebrew University Medical Center in Israel, says the effect of Lycoinvision on immune cells from patients with age-related macular degeneration is exciting. The study has highlighted how adding the phytonutrient combination of tomato and rosemary to the already well-researched AREDS composition can better balance the cellular response to different challenges, and modulate specific biomarkers and key processes affecting eye health. "The exact role that lycopene plays in eye health has been a long-standing mystery, as lycopene does not accumulate in the eye," Lycored's Dr Karin Hermoni says. "This study allowed us to finally reveal the pivotal and synergistic role that it plays in vision protection. Research also suggests that Lycopene sacrifices itself for lutein by protecting it from oxidation - allowing lutein to be effectively transported to the eye. The current study emphasises that although lycopene does not contribute directly to macular pigmentation (like lutein does), it works in tandem with the other nutrients to help create the most potent combination of eye-protecting nutrients." To arrive at their

findings, Monocyte immune cells were separated from the blood of patients with AMD (both men and women) and matured to macrophages (polarisation to classic (M1) and alternative (M2) phenotypes). From there, each patient's cells were treated with different combinations of nutrients, revealing the most potent combination to be the one containing lycopene and Carnosic acid in addition to the well-researched lutein/zeaxanthin and AREDS minerals zinc and copper. This combination was shown to boost overall natural protection mechanisms against different stresses and provide antioxidant protection. Lycored aims to use this ex-vivo eye health study as a way to support the innovation, importance and methodologies of such work...highlighting how a real-time pre-clinical study can be seen as the glue between a notion and a trusted, finished product, Hermoni says. "In its commitment to supporting eye health and continuing research in the field, the results from the ex-vivo study are just the beginning for Lycored, as the company continues the clinical portion (phase II) of the research programme, focusing on macular blood flow this year."

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Emsol works with some of the largest food processing businesses in New Zealand, and has extensive experience working with red meat, seafood, poultry and rendering products; as well as a strong familiarity with food processing technologies and operations.

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10% and 40% annually, which increases profits.

Energy performance monitoring is a key ingredient in achieving energy savings and some businesses find this to be the logical low-cost starting point. Other meat processing businesses find that during times of maintenance or equipment upgrades are key opportunities to work on energy savings projects, such as when upgrading old boilers or changing to heat recovery instead.

CONVEYER SUCCESS

PARTNERSHIP SEES TWO FOOD & BEVERAGE INSTALLATIONS

Drawing inspiration from the classic Chinese Dragon Spine Conveyor, Western Australian Robert Walker first started up Floveyor by creating a highly efficient aero-mechanical prototype used to convey peanuts in the 1950s. This would later lead him to create the world's first aero-mechanical solution for bulk material handling. Operating today as a third-generation family business, Floveyor is a global provider with a footprint in more than 50 countries. In excess of 5000 conveyors have been installed globally handling thousands of different materials, and the team recently received an award from the prestigious 2017 Business News '40 Under 40' Awards in the family business category. Two successful installations at two very different food and beverage manufacturing companies on two different continents have recently been completed...with a common thread. The team at Floveyor partnered with NORD Drivesystems and Inenco/CBC to help automate both applications.

A Chinese-based customer approached Floveyor to assist with its unique requirements for a brewery plant in the Philippines. Through a hands-on consultative approach, Floveyor understood that the machine had to be carefully designed to transport material efficiently into buffet tanks without any contamination, sales manager Teddy Craies says. "The material was to be fed manually and the unit needed to handle up to 40kg manual bags while taking safe handling practice and ergonomic loading processes into consideration." Factoring in issues around dust during transportation, a special hopper was designed to suit the customer's specific dust extraction unit and operating requirements, whilst considering environmental factors such as power efficiency. In addition, the unit also needed to be hygienic without the cost of a full-blown hygienic model, and had to operate in an earthquake-prone region. Due to export factors, the unit also needed to be easy-to-use and modular for quick installation and ease of transport. NORD considered both the

customer and Floveyor's requirements, and selected the NORD SK geared motor. "NORD strives to keep the total costs in view when selecting each solution for an application, and this particular motor is best-known for its power, energy efficiency and ability to meet the stringent requirements of the food industry," NORD managing director Martin Broglia says.

Back on Australian shores, a Victoria-based customer recently set up a new plant to handle various food ingredients, and Floveyor was tasked with developing a custom-designed bulk mag unloading unit which needed to conform to international hygienic standards with a clean out-of-place design, hygienic GMP accessible screw and an easy-to-clean, removable grid. "The application itself required that various food items such as rice, porridge with fruit pieces, vanilla custards and other similar food items were fed from bulk bags at a capacity of 3000kg per hour," Craies says. The unit was supplied with an integrated electric hoist lifting frame, a manual Iris valve for flow control/ shut off on the bag outlet, pneumatic bag massagers for product discharge, a mini screw feeder and dump station in stainless steel 304, which needed to be dust-tight to suit the FIBC unloading spout. The unit was also supplied with a fully electrical PLC and pneumatic controls.

Craies says the team at NORD and Inenco/CBC were involved from the start of both the projects to assist Floveyor in making the right motor selection. "In addition, we consulted with our customer in the election process and this led to further discussion regarding specific project requirements and motor selection for the budget," he says. "NORD delivered on all aspects of the project in terms of specifications, delivery time, budget and technical support. Their ability to understand the projects' requirements while meeting deadlines as per the specification were the deciding factors in partnering with them."



Floveyor Hygienic AMC with installed PLC and Bulk Bag structure in place



Floveyor Hygienic reusable bulk bag loader with full controls and manual loading system attached.



Floveyor AMC for beverage manufacturing customer with custom hopper and dust containment system showing full system with NORD motor installed.



Pet Pleasure

New Zealand pet food manufacturers – alongside others from the US and Canada – now have a better idea of what ingredients pets are keen on after attending a Kansas State University pet food formulation for commercial production course in the United States.

“Creating pet food formulas from concepts, reverse engineering existing pet foods, and troubleshooting pet food production and quality control compliance issues using formulation software were additional learning outcomes of the training,” Grain Sciences and Industry Research associate professor Greg Aldrich says. Topics included understanding ingredients, processes and software necessary to create products; revising existing formulas; performing business and production analysis; gaining an understanding of the raw ingredients used to produce pet foods, their general composition and processing considerations; fundamental principles of companion animal nutrition and dietary needs; learning the processes involved with producing pet foods,

the regulatory constraints regarding claims and requirements, and the transportation and storage factors involved with marketing effective foods for companion animals; and studying the range formulation tools common to the trade. Along with presentations and demonstrations led by KSU and American Institute of Baking faculty and staff, participants also gained hands-on experience in the Pet Food Processing Lab, and Bioprocessing and Industrial Value-Added Program (BIVAP) on the KSU campus. “As the industry grows and improves, K-State is continually striving toward significant research developments and works hand-in-hand with the goals of the feed and food industry to promote and develop pet food processing,” Aldrich says.



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Mānuka Honey

A new definition for mānuka honey will safeguard the industry from cowboy operators and protect New Zealand's trade reputation, the Ministry for Primary Industries says.

Derived from testing hundreds of plants and honey samples, the definition will enable honey to be tested for five markers – four chemical and one DNA – before it can be sold overseas. “This is an important step in safeguarding the value of our mānuka trade and our reputation for selling high-quality products that are what they say they are,” Minister for Primary Industries Damian O'Connor says. “Our trade partners and consumers in many countries want to know they are getting the real deal and this definition will provide them that assurance. If we didn't introduce this standard, then other countries may have forced one on us.” MPI has already filed charges against a company and two people, alleging offences in relation to adulteration of honey. O'Connor says the definition will “help stop that kind of activity, which undermines our reputation across the whole food export chain. I ask the industry to keep working with us to protect this valuable product and ensure its future.”

HOW DID IT COME ABOUT ...MPI EXPLAINS

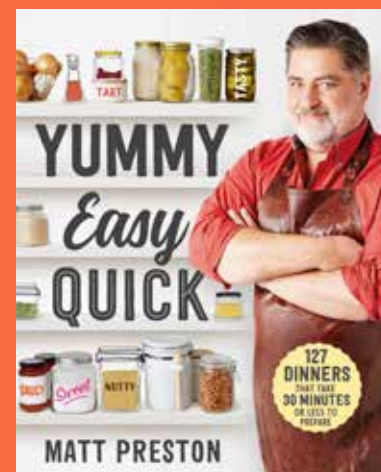
1. What is the scientific definition for mānuka? The final scientific definition for mānuka honey is made up of a combination of four chemical markers derived from nectar and one DNA marker from mānuka pollen. The combination of markers will allow industry to separate mānuka honey from other types of honey and identify honey as either monofloral or multifloral mānuka honey. Industry will need to test all its mānuka honey to ensure it is authentic before exporting it.

2. How was the definition developed? MPI dedicated significant resources into a three-year science programme and had extensive industry and public consultation to ensure the final definition is right. MPI funded eight pilot projects to identify a suitable approach for the science programme; collected and tested nectar, leaf and pollen samples from more than 700 plants; collected and tested more than 800 honey samples from the past seven years; collected and tested more than 20 different honey types; analysed the data using a range of complex statistical models; and had its analysis independently reviewed by international experts.

3. What happens now? Now the final definition is reached, MPI has issued new export requirements, which take effect from February 5, 2018. Under these, all mānuka honey for export must be tested to ensure it meets the new scientific definition and businesses will be verified (or checked) on a regular basis to ensure they are following the rules. The new requirements will also strengthen traceability across the honey supply chain. Beekeepers will need to register with MPI and keep detailed records of all the honey they produce and the location of their hives, and will have to provide documentation with each batch of honey.

4. Was industry consulted? During consultation, MPI held eight public meetings throughout the country and received 120 formal submissions. MPI delayed its decision to give industry time to provide its data and science. Unfortunately, industry was not able to provide scientific evidence that was robust enough to support its definition.

More information on MPI's scientific definition for mānuka honey can be found on MPI's website - www.mpi.govt.nz/growing-and-harvesting/honey-and-bees/manuka-honey/



YUMMY EASY QUICK

127 dinners that take 30 minutes or less to prepare by Matt Preston (MacMillan, \$39.00, available now)

He's been part of our foodie lives for so long that Matt Preston feels like a family friend. MasterChef Australia judge, food writer, television personality...it's no wonder that familiarity breeds trustworthiness. Preston has appeared in seven series of the ratings juggernaut – a staggering 180 million people have watched him over the years – let alone those who watched Celebrity MasterChef, Junior MasterChef and MasterChef Allstars, as well as MasterChef: The Professionals. If you didn't get a copy of his latest offering in your Christmas stocking, run out now and buy it. Using his signature approach, Preston says becoming best friends with your freezer and pantry is effortless and can be a bonanza of ingredients for quick, no-fuss family cooking. The layout is roomy and easy to understand, and the food simply delectable.

ALEX GATES from Mexican Supplies will receive a copy of this book.

CHEESED OFF

If that block of cheese you've been developing is just too delicious to keep under wraps, you are unfortunately too late to enter the New Zealand Specialist Cheesemakers Association's annual Champions of Cheese Awards this year. Entries into the 15-year-old awards closed on January 19, with judging taking place on February 24 and winners announced at a gala cocktail award evening in Auckland. Association chair Miel Myers says a new farmhouse cheese category will recognise those who produce milk and make their own cheese onsite. "We have changed the format of the awards from a formal dinner to a gala cocktail event to allow cheesemakers and our award sponsors more opportunities to network and catch up." Other changes include the dropping of the butter and yoghurt categories, and Myers says Australian master judge Russell Smith will oversee a judging panel consisting of association life member Ross McCullum and American cheese specialist Lassa Skinner for the final year.



BRING CLIMATE COMMISSION ON

Fonterra's director of sustainability Carolyn Mortland says the co-operative is committed to engaging with the Government on the development of a robust Zero Carbon Act, which represents the interests of all stakeholders. "Climate change is an important issue for all Kiwis and we support the Government's efforts to transition New Zealand to a low carbon economy. Just last month we announced our own target of achieving net zero emissions from our manufacturing operations by 2050. It's vital the Government adopts an evidence-based approach to developing any new policy to address agricultural emissions." The introduction of new climate change legislation is an ambitious step, and should be done in a way that considers the impact on New Zealand communities, Mortland says. As one of the members of the Biological Emissions Reference Group - alongside the likes of Federated Farmers, the Ministry for Primary Industries and the Ministry for the Environment - Fonterra will "welcome the opportunity to share our insights."

GLASSY QUALITY

A special glass considered one of the best in the world will be used by judges at the 2018 New Zealand Organic Wine Awards. The award organisers have signed a multi-year agreement with Riedel, the wine glass company, to exclusively provide its overtone magnum glasses to judges in each category. The company will also provide decanter trophies for winners, rewarding wineries with a trophy to display at the cellar door. "This partnership represents the growing maturity of the wine awards as we prepare to launch our fifth annual awards, allowing us to grow whilst retaining our independence and stance on organic wine," awards organiser Luke Thomas says. "We hope to be able to announce another strategic partnership in early 2018 which will allow us the opportunity to conduct tasting evenings in order to further promote medal winning organic wine throughout New Zealand." The 2018 NZ Organic Wine Awards will launch in early March 2018, with judging and results published in May. www.organicwineawards.co.nz



DRINKtech

NEW ZEALAND



BEER WARS

Budweiser is no longer one of America's three most popular beers, falling to 4th place behind Miller Lite and out of the medals.

Bud Light and Miller Lite have topped sales but beer sales are slightly down in the United States – blamed on craft beers, drinkers' changing tastes and a booming wine and spirits industry. Beverage Digest editor Duane Stanford says big brewers have suffered as consumers are "bitten by the flavour bug." A decade ago, the top 10 brands made up nearly 66% of the industry, but that share had shrunk to 50% as craft beers gain.



SURPRISE UPSET

In one of the biggest upsets in wine competition, New Zealand winemaker Andy Anderson has beaten entries from the best in the world at London's prestigious International Wine and Spirit Competition (IWSC) to take out two trophies.

The force behind the Takapoto brand, Anderson has been awarded the world's best Pinot Noir trophy for his 2012 Takapoto Bannockburn Single Vineyard Pinot Noir and the 2017 New Zealand Producer of the Year trophy...in his first competition ever. "The win means everything to me personally and it takes the Takapoto brand from nowhere to the world stage," Anderson says. "The IWSC is hard to win, you are first judged against your countrymen, then against the rest of the world. If it makes it

to the trophy tasting, your wine will have been reviewed three times by different tasting panels." Remarkably, Anderson also won a gold outstanding medal at IWSC for the 2014 vintage of his Takapoto Pinot Noir. With total production of both Pinot Noirs between 100 and 200 cases, this is an incredible achievement to win New Zealand Producer of the Year. "This is an absolutely brilliant win for Takapoto in its first year as an IWSC entrant," IWSC general manager Adam Lechmere says. "This is a very tough field, and

to win two major trophies is a massive achievement. It shows how dynamic and interesting New Zealand's Pinot Noir is, and we are delighted to have recognised excellence where it's deserved." Anderson was one of the first graduates of Lincoln University's Bachelor of Viticulture and Oenology in 1998 and went on to make wine in the Barossa Valley, as well as in Spain. The owner of Cambridge Fine Wines makes his wine at Invivo Wines, owned by his university mate Rob Cameron.



RAW WINE IN LONDON

The Raw Wine Festival – which showcases winemakers' products in the low-intervention organic, biodynamic and natural wine community - will take place over two days next month in London's Strand area.

Raw Wine's London 2018 edition is its 13th worldwide to date and seventh in London, with 150 growers, importers, distributors, restaurants, shops and bars expected to make an appearance this year. All farms organically or biodynamically harvest by hand, and make wine without excessive use of processing or additives. The trade show, founded by wine author Isabelle Legeron (currently France's only female Master of Wine), will celebrate unusual grape varieties, growers who have a genuine love for their craft, delicious food and artisan products that are made with the same ethos of low-intervention, from cider and sake to craft ale. Raw Wine also hosts festivals in Berlin, New York and Los Angeles.



ENERGY DRINK BAN

New Zealand's major supermarkets will not be following counterparts in the UK that have banned the sale of high-caffeine energy drinks to anyone under 16.

Asda, Aldi, Sainsbury's and Waitrose have all introduced the ban from March that will prohibit underage customers both in store and online from buying the more than 84 products under the energy drink banner with more than 150mgs of caffeine per litre. UK group Action On Sugar has welcomed the move after a long campaign, nutritionist Kawther Hashem says. "It's a scandal that certain energy drinks are being sold to children and teenagers under 16 cheaper than water and pop. The level of sugar in a typical energy drink is excessively high and increases the risk of obesity, type 2 diabetes and tooth decay." Foodstuffs – which owns New World and Pak'n Save – says it is guided by the relevant food authorities in terms of sales of energy drinks, and making any move to ban them will affect other caffeinated products like coffee and tea. Food & Grocery Council chief executive Katherine Rich says her member companies do not sell energy drinks to schools. "New Zealand has one of the most regulated markets in the world already for energy drinks. There are very strict rules about labelling and composition. And there is less caffeine in an energy drink than there is in a cup of coffee." Currently the Food Standards Australia and New Zealand (FSANZ) have guidelines around how much caffeine is permitted in a beverage and require advisory labels that tell consumers the amount that can be safely consumed.



INDONESIAN 'MODEL FACTORY' A SUCCESS

The installation of a complete end-of-line solution for Coca-Cola Bottling's Cikedokan plant near Jakarta in Indonesia has increased line efficiency at one of Indonesia's major beverage production companies by 50%.

The Cikedokan facility became the biggest plant in Asia-Pacific when the Coca-Cola Company (TCCC) reaffirmed a total investment worth around \$500 million nearly three years ago. Coca-Cola has invested more than \$1.2 billion in Indonesia – a dynamic and fast-growing market – and with more than 260 million inhabitants, the country boasts the world's fourth largest population and a massive emerging middle-class with low consumption rates of non-alcoholic beverages. Over the course of the past four decades, Indonesia has undergone a rapid process of urbanisation to the extent that currently more than half of the country's population now lives in or close to towns. The UN expects that by 2050, that figure will have increased to more than 65%.

For economists, this represents a positive factor, as greater urbanisation together with growing industrialisation are essential for any country to acquire the status of a middle-income region. The Cikedokan plant produces carbonated soft drinks, tea and juice in PET bottles, and tea in plastic cups. The latter format is very prevalent in Asian markets including Indonesia, as cups represent the ultimate on-the-go format, effectively providing a drink which is consumed immediately. It is convenient for a busy lifestyle – usually drunk in the street – and is ideally priced for those consumers on low-to-middle income streams. The original line – built with equipment from a variety of different suppliers – featured manual palletising at its end-of-line. This was causing lots of congestion, safety and labour management

issues, with a very large team of casual workers needed to carry it out. "It's quite hot work and difficult," plant technical manager at the plant Grant McClean says. "At least, there were challenges in making sure that the work could be done safely." So they started to search for an automatic palletising solution enabling a continuous production line with a more efficient use of labour. "The thing we value very highly in a machinery supplier in Indonesia, of course, is the quality of the equipment – and that our supplier can provide its engineering capabilities during the sales process for us to discover the best machinery and the best solution," McClean says. Working closely with the team at the customer's site, Gebo Cermex engineers designed a new automatic palletising solution

tailored to the Cikedokan plant's needs, comprising layer-by-layer palletisers, pallet conveyors and a stretch wrapper to cover the loaded pallets. Given the goal – to accommodate the production line to deliver 3600 cases per hour – a system of three small palletisers (one from each packing area and connected with an unmanned shuttle-car system) was considered to be the most economical and operationally efficient end-of-line solution. The shuttle-car is part of the solution, recognising the benefits it brings in terms of reducing the traffic of forklift trucks, thereby increasing site safety. The three palletisers are U-shaped with empty pallet infeeds and full-pallet outfeeds on the same side of the machine. The shuttle-car system continuously takes the loaded pallets



to a pallet conveyor, upon which the pallets are stretch-wrapped before being taken to waiting forklift trucks which take them away for dispatch to the company's warehouses. On its return journey, the shuttle-car system also supplies empty pallets to the palletisers. Together with optimised efficiency and higher OEE (overall equipment effectiveness), this solution allows for a much better management of the labour force. The team at the Cikedokan plant now have a more organised and efficient production line, which can run continuously and uses space in a smarter way. "Within a few weeks of the installation, we conducted a test where the machinery exceeded the standards for acceptance that we had set at the start of the project by a large margin," McClean says. "In

the operation that we have had since then, we've seen absolutely no decline in the efficiency of the equipment from the day of that test." All in all, since the implementation of the solution, the plant has seen a 50% increase in efficiency and higher OEE. "One of our ambitions at Coca-Cola Bottling, in all of our plants in Indonesia, is to pursue a strategy of lean manufacturing. Our Cikedokan plant is like a pilot plant; it's where we test our ideas for lean manufacturing and perfect them - before implementing them in other plants. And so, the end-of-line solution had to fit in with our lean-manufacturing strategy. Gebo Cermex provided us with a good solution, good layout design and good quality of equipment."

25TH BIRTHDAY CELEBRATIONS

Shortland St aired for the first time, New Zealand had just voted in MMP, the Dance Exponents had New Zealand's no.1 single of the year and Barbara Kendall had just clinched gold at the Barcelona Olympics...what those who remember 1992 vividly may not have known at the time is that it was also the year that Ross and Barbara Lawson started selling their wine under their own label – quietly but with vigour.

Fast-track to today, and Lawson's Dry Hills is celebrating 25 years at the top of the Marlborough wine industry, complete with numerous trophies and medals from all over the world. Chief winemaker Marcus Wright, who has worked with Lawson's for 16 years, says the international wine challenge trophies are the most satisfying. "It's a real endorsement of what we are doing. The IWC in London is probably the most comprehensive wine stage in the world, so we were pretty chuffed with those." General Manager Sion Barnsley says that from vineyard through to winemaking and management, "the longevity of the core team over almost two decades is a critical part of the 25-year celebration. The business exports to more than 20 overseas locations as well as enjoying a thriving domestic market. Masters of our own destiny, our small, hands-on team is 100% responsible for every part of the business." The wine range includes Sauvignon Blanc, Riesling, Chardonnay, Pinot Gris, Pinot Noir and the label's famous Gewurztraminer, all made from grapes grown on company-owned or managed vineyards in the Marlborough sub-regions of the Wairau, Waihopai, Omaka and Awatere Valleys. A special wine from the 2017 vintage, named after the Maori verb meaning 'to mix', has been developed to celebrate the birthday. RANU is a careful co-fermentation of Pinot Gris, Riesling and Gewurztraminer, and fulfils the team's desire to be innovative while embracing the aromatic grape varieties that they are famous for.



BOOK REVIEW



Downtime

DELICIOUSNESS AT HOME

Deliciousness at Home by Nadine Levy Redzepi (Penguin Random House New Zealand, \$60, available now)

With positive shout-outs from Nigella Lawson and Jamie Oliver, Redzepi must be deliriously happy with the reception for her first cookbook. MasterChef Australia judge Matt Preston says this is his type of food – simple, elegant, intelligent and banging with flavour. You can't get a much better review than that, so I'm not going to try. What I like most about the book, however, is in one paragraph near the back of the introduction that reminds me of my grandmother. Redzepi, who owns two Michelin star restaurant Noma with her husband Rene in Copenhagen, says preparing a meal doesn't end in the kitchen. "I believe food tastes better on beautiful plates, and I collect ceramics and unique serving pieces obsessively. I have very few matching sets of china, it's all very mix-and-match and much of it picked up on our travels. When I see a beautiful plate, I immediately start to imagine what I could make to serve on it." Jamie Oliver – who should know – says Downtime is a "wonderful collection of everyday home-cooked meals." I'd have to agree.

Billy Mulcare from Kare Honey will receive a copy of this book.



MINISTRY SHAKEUP

New Zealand's government will this year set up four portfolio-based entities - Fisheries New Zealand, Forestry New Zealand, Biosecurity New Zealand and New Zealand Food Safety. Minister Damien O'Connor has announced that the Ministry for Primary Industries (MPI) will reorganise its functions to create a stronger focus on core responsibilities. "Our priority is to achieve greater clarity and unity of purpose for these areas," he says. "We are seeking enhanced visibility of government policy and regulatory activities and clearer lines of accountability and engagement for stakeholders. We are now looking to the Director General of MPI to work with his team to achieve this, while ensuring prudent and efficient use of taxpayer and industry funds. MPI will continue to meet the expectations of our international trading partners as the competent authority." Reorganisation of MPI's functions will occur in the early part of this year and will be in place by April. "This change is about increasing focus and ensuring greater visibility of fisheries, forestry, biosecurity and food safety." The estimated cost to implement the changes is \$6.8 million to establish the four portfolio-based business units, with additional ongoing operating costs of \$2.3m per annum. O'Connor says reprioritised money from the Primary Growth Partnership Fund will pay for the changes.

MY SAY



STATE OF THE PRIMARY INDUSTRY NATION

New Zealand's primary industry exports are impressive and provide the sector with a strong base to deal with the challenges ahead, says Agriculture Minister Damien O'Connor.

The sector is expected to grow by 8.5% this year to \$41b, the largest annual increase since 2014 when dairy prices rose to very high levels, and will be spread across all sectors on a more sustainable foundation. In the latest Situation and Outlook for Primary Industries report, dairy exports are leading the way, with a forecast increase of 15% to \$16.8b this year in the face of a wet spring affecting production. Despite a decline in cow numbers, there has been some better value for exporters. The sector continues to provide a solid base for a better future. Meat and wool exports are forecast to grow 4.2% to \$8.7b, with lamb prices looking good and beef, mutton, and venison also doing well. New Zealand's primary industries are evolving. Our horticulture sectors are leading the charge in producing high-value

products tailored to target markets overseas. This isn't just true for kiwifruit, wine and apples - there are also emerging opportunities for cherries, avocados and berries. We are also seeing a huge shift to high-value products in the dairy sector. For example, infant formula exports are forecast to exceed \$1b in 2018 for the first time. UHT milk, yoghurt and other specialty products are also doing very well. We are a primary producing nation and it is very encouraging that the prospects for the primary industries look so bright. However, New Zealand and other primary producing nations face the global challenge of sustainability - we need to provide good quality, nutritious food for a rapidly rising global population but we must do this in a way that is sustainable. This means placing an even greater focus on high-value production, sustainable resource use, managing the risks posed

to our primary sector by harmful pests and diseases, and meeting ever changing consumer demands. The news is also good for other sectors. Horticulture exports are forecast to grow 5.2% in 2018 with broad-based growth across the sector. Wine, kiwifruit and pipfruit are all contributing to this growth story, and there is a high level of investment supporting further growth. Rising prices for wild capture fisheries products and aquaculture volumes are expected to contribute to a 4.4% increase in seafood exports to \$1.8b. Honey export volumes are forecast to resume growth after a dip in 2017, while exports of innovative processed foods, including dietary supplements products, are expected to resume their growth.

The Situation and Outlook report is available on the MPI website at: <https://tinyurl.com/primaryindustries>



THE LAST WORD

FUTURE FORECAST

The incoming government has hit the ground running but will face many obstacles in 2018 as it seeks to sustain a stable economy, BERL chief economist Dr Ganesh Nana says.

The Treasury's half-year economic and fiscal update had all the hallmarks of a sizable mini-Budget. The update confirms pre-election calculations and conclusions that, while a tight fit with little wriggle room, there are no multi-billion-dollar holes and the package is consistent with the incoming government's self-imposed Budget responsibility rules. The other big shift signalled by the government relates to setting an infrastructure and investment spending focus for economic activity. The current cycle of New Zealand's economic activity remains dominated by household and housing related spending. The government projects residential investment spending growth to surge to more than 6% in the 2019-20 June year, and reach 8% in the following year. Similarly, infrastructure and non-housing investment spending growth lifts 5.5% in the June 2018-19 year, followed thereafter by 6% and 5.1% annual growth rates. This is reinforced by the mini-Budget forecasts that indicate \$41.7billion of capital spending over the coming five years, compared to a pre-election figure of \$30.5billion. While \$5.5billion of this increase is accounted for by extra contributions to the NZ Superannuation Fund, the planned additional \$5.7billion of capital spend will be a sizable impetus to building and construction activity. This infrastructure investment and building activity is set to be the cornerstone of the growth cycle over the immediate future. Primary risks are in the capacity of

**THE GOVERNMENT
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REACH 8% IN THE
FOLLOWING YEAR.**



the sector to sustain this level of activity growth. This attempted shift, away from population-based demand-driven economic growth towards a supply-side focus for activity, is undoubtedly ambitious. New Zealand's productivity debacle appears somewhat intractable – with the level of labour productivity now back to where it was 10 years earlier. Even if successful, it will take some time for such a shift to bear fruit. In the interim there will be many obstacles, as was experienced by the Key government and its ambitious plans to lift exports to 40% of GDP. Some economic commentators are making much of the collapse in business confidence. It is pertinent to note that the same business confidence indicator collapsed on the election of the Clark government in late-1999; and subsequently soared on the election of the Key government in late 2008. Real GDP growth averaged barely 2% per annum and just three Budget surpluses over the latter period (compared to more than 3% per annum and nine budget surpluses over the former period). While we wouldn't want to suggest that low business confi-

dence causes high GDP growth, it is difficult not to question just what so-called business confidence indicators are indeed measuring.

More sobering is the concern that some businesses could talk themselves into a funk over a change of government and threaten to muddy the prospective economic horizon. We expect the risk of a slowing in activity growth over the short term sees GDP growth for the current 2017-18 March year dip under 3%. However, driven by the upswing in government investment, we see growth back above 3% for the 2019 and 2020 March years. We also expect the composition twist in growth to see some slowing in consumer spending growth. However, the families' income package is expected to bolster spending, countering the confidence and wealth effects of easing house price growth. The New Zealand scene continues to be dominated by the long-standing story of high, increasing and unsustainable private household sector debt, currently at more than 167% of the sector's annual disposable income.



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Autoline Automation is New Zealand's leading supplier of conveyor, robotic and automated handling solutions to a wide range of industries. Our experienced and dedicated team are strategically positioned to be able to service all of New Zealand. We are constantly scoping clients and providing leading solutions. From concept through to commissioning, Autoline is able to provide you with a complete solution. We specialise in a full range of conveyors for the food and manufacturing industries. Our robotic solutions are cutting edge and with our recent acquisition of Carlines Engineering, we are New Zealand's largest supplier of welding robots. The T-slot profile systems are the most competitive available and feature a vibration proof connection system. Get in touch with the Autoline team today! 90 Nelson Street, Blenheim 7201, New Zealand PO Box 45017, Blenheim 7201, New Zealand
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Bakels Edible Oils

Bakels Edible Oils NZ Ltd is a New Zealand based manufacturer and supplier of Fats and Oil based products servicing the Bakery, Foodservice, Industrial Food Processing, Dairy and Retail markets. The Company is a member of the International Bakels Group, with more than 30 Bakels companies operating globally. Bakels Edible Oils is a 24/7 Oil Refining operation, employing in excess of 100 staff. Its main site is strategically located in Mount Maunganui near Tauranga, New Zealand's largest port. It also has a smaller production facility located in Timaru in the South Island. 5 Hutton Place, Mount Maunganui 4117, New Zealand. PO Box 4117, Mount Maunganui South 3149, New Zealand
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Brenntag New Zealand Ltd

Brenntag Food & Beverage New Zealand is an experienced partner throughout the region, offering a reliable supply of high quality food & beverage ingredients from all over the world. We are committed to building bridges between food producers and ingredient manufacturers with our shared experience and extensive industry contacts. We provide technical support, warehousing and distribution solutions, through to marketing that sharpens your competitive edge. Our state of the art Test Kitchen and our experienced Applications Technologist provide the platform for innovative workshops and the ability to encourage creativity and innovation that enables our partners to make the most out of trends and development. We serve markets that include, but are not limited to: • Bakery & Snacks • Dairy • Health & Nutrition • Beverage Confectionery • Meat • Savoury. Our dedicated teams can be found in New Zealand and Australia. 75 France Street, Eden Terrace, Auckland 1010, New Zealand. PO Box 8111 Symonds Street, Auckland, 1035, New Zealand
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Bruker Optics supplies FTIR and FT-NIR spectrometers for quality control applications in all industries, including the food, agricultural, chemical and pharmaceutical sectors. Our products are ideally suited for lab and at-line applications as well as process control. Unit 6, 5 Bouverie Street, Lower Hutt 5012, New Zealand. PO Box 39-202, Wellington Mail Centre, Lower Hutt 5045, New Zealand
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Bucher-Alimentech Ltd

Trading as: Bucher Unipektin AG

Bucher-Alimentech Limited is the local sales and support office for Bucher Unipektin AG. We are specialists in a number of key food technologies, including fruit and vegetable processing; from in-feed, to milling, juice pressing, ultrafiltration, adsorption systems and evaporation. Other key technologies include milk and whey product evaporation, and vacuum drying systems (for soups, flavours, malted beverages and coffee for example). Through our sister company Bucher Filtrox AG, we can also supply and support filtration systems for different products including beer, wine and cider. Level 1, 10 Arthur Brown Place, Mt. Wellington, Auckland 1060, New Zealand. PO Box 14258, Auckland 1741, New Zealand
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Chemiplas (NZ) Limited

Chemiplas New Zealand Limited is a specialty raw ingredients supplier operating since 1976 with a sales and warehouse base to cover all areas of New Zealand. Chemiplas Australia PTY Ltd can manage all your Australian requirements. Our network of universal food and nutrition products, technical expertise and streamlined distribution services ensure Chemiplas is your trans-Tasman partner from concept, to finished product, to market. Ingredients offered for the below categories, plus many more: • Bakery • Beverage • Dairy - including for Infant Formula • Food & Nutrition • Speciality Feed Additives. Please contact us for all of your ingredients needs.

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Concept Solutions Limited

Concept Solutions is a multi-disciplined engineering company that specialises in the design and manufacture of a wide range of processing equipment and conveyor systems to various manufacturing and processing industries.

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Conveyor & Transmission Limited

Conveyor & Transmission is an independent NZ owned and operated company with a comprehensive stock range of conveyor belting and associated products. Synthetic PVC & PU, homogenous, plastic modular and teflon belting and on site servicing. C&T specialises in the food processing industry and has extensive product knowledge to ensure customer satisfaction.

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Della Toffola Pacific

Della Toffola Pacific was launched in early 2010 to focus on the Australian, New Zealand and emerging Asian markets. Serving both large and small wineries and vineyards, as well as many other food/beverage producers, Della Toffola has more than 50 years of experience in winemaking, food and beverage production equipment, packaging lines and stainless steel processing. The extensive Della Toffola winemaking equipment range includes crushers/destemmers, pumps, presses, fillers, labellers, flotation systems, filters, storage, stabilisation, refrigeration and fermentation equipment, as well as complete turnkey solutions. All equipment is backed up with expert local technical and engineering support, in addition to the availability of a wide range of spare parts. Additionally, Della Toffola manufactures, commissions and services a wide variety of other food and beverage processing equipment and technology; be it fillers, labellers, water treatment plants, brewery equipment or dairy production equipment.

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Contour International is a leader in food processing and packaging machinery and materials for Fresh and Processed Meat, Poultry, Seafood, Dairy and other Chilled Food products. Our products and services include:

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Website: <https://www.cooltek.co.nz/>
CONTACT: Phillip Cashmore - General Manager, Brendon Hing - Sales/Marketing Manager, Phillip - Marketing Contact



Detectable Products by Wells

Detectable Products are manufactured by leading UK Food Safety Company, BS Teasdale (BST). BST are represented in New Zealand exclusively by Wells Hygiene. The Detectable Products range is extensive and includes the BST Detectapen Range which utilises an extremely detectable plastic compound known as X-DETECT 2.0. Apart from an extensive range of detectable stationery, Wells Hygiene / BST offer detectable Food Preparation tools, detectable PPE and First Aid equipment, detectable Traceability Tags, an extensive range of test pieces for calibration and detectable engineering parts and extrusions. The full range is stocked at the Wells Hygiene head office & warehouse in Wiri, Auckland, and can be supplied to all areas of the North and South island cost effectively. Wells Detectable Products are backed by their trained North and South Island Account Managers, who can assist with site surveys and recommendations on implementation of Detectable Products in your facility.

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Trading as: EMC

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Eurofins NZ Laboratory Services

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CONTACT: Graham French - National Sales and Marketing Manager



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Trading as: Eurofins Technologies

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FB*PROPAK

FB*PROPAK provides tailored processing and packaging engineered solutions to the food and beverage industries. Highly efficient solutions ensure seamless project delivery with expert back-up and ongoing support. Process engineering knowledge and strategic partnerships with world leading equipment manufacturers and suppliers enable us to provide unique and optimum solutions. FB*PROPAK delivers innovative solutions for Australasian and international businesses operating in the food and beverage sectors, including: wine, spirits, beer, alcoholic mixes, soft drinks, sports drinks, water, fruit juices, olive oil and food. Also offering a comprehensive range of engineering services including: consultation, project management, installation, commissioning, retrofitting, training, maintenance and after sales servicing. 24-26 National Boulevard, Campbellfield, Melbourne 3061, Australia
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CONTACT: Tim Greene - General Manager, Simon Hall - Sales/Marketing Manager and - Applications Engineering Manager



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CONTACT: Lionel Cox - Sales Manager

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Formula Foods

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www.gea.com

CONTACT: Nick Ramsden - Managing Director



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MOBILE: 61 3 9489 1866

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IMCD New Zealand Ltd

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James Crisp Ltd

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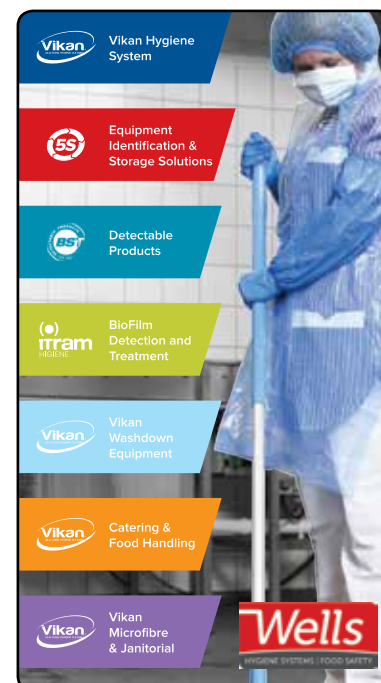
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CONTACT: Brett Bartlett - General Manager,

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NZ Food Innovation Network

The New Zealand Food Innovation Network (NZFIN) is an accessible, national network of science and technology resources created to support the growth and development of New Zealand food & beverage businesses of all sizes by providing facilities and the expertise needed to develop new products and process from idea to commercial success.

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Whangarei

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Contact: Neil Foreman - Sales Manager - Whangarei. Email: neil@oilintel.co.nz



Oppenheimer NZ Ltd

At Oppenheimer NZ, we have been trading in New Zealand since 1915 and are proud to have served the market leaders in the New Zealand food industry for more than 100 years. We import and distribute quality ingredient and packaging products and technologies to the food industry and represent leading overseas companies in these fields. We believe in enabling our customers to source the best products for their applications without compromising service or quality. We are committed to working with our customers to provide new product technology, development, innovation and service of the highest standards.

5 Quadrant Drive, Gracefield, Wellington 5045, New Zealand. PO Box 38327, Wellington Mail Centre, Wellington 5045, New Zealand

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FAX: 04 568 8613

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www.oppenheimer.co.nz

CONTACT: Robert Wala - General Manager, Jeff Orsourn - National Sales Manager



Pacific Flavours & Ingredients Ltd

We are 100% New Zealand owned and operated, sourcing specialised flavours and ingredients from our worldwide supply partners. The original family values and great hardworking employees are still the core of how we operate. Customers are at the heart of our business – they come first. We do our very best to ensure the experience our customers and suppliers have with us adds value along the chain, from unparalleled service, R and D support, to follow up. We are able to provide supply and development support for the following industries:

• Beverage • Bakery • Confectionery • Dairy Meat • Brewing • Cosmetic • NZ Extracts
16 Hannigan Drive, St Johns, Auckland 1072, New Zealand. PO Box 25466, St Heliers, Auckland 1740, New Zealand

PHONE: 09 5701516

MOBILE: 021 743 278

EMAIL: sales@pacific-flavours.co.nz

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CONTACT: Ali Spencer - Marketing Contact, Clinton Fewtrell - Technical Sales Manager



Panther Limited

Panther Limited pride themselves on being the authorised New Zealand supplier of coding & labelling equipment from the most innovative brands available worldwide. We carefully select our equipment from world leading manufacturers that offer the latest in their field with superior reliability providing our customers with low cost of ownership and maximum run time. In addition to coding and labelling equipment we supply consumables, data capture technologies and software integration which is all backed up by our service support and expertise. With Panther on your side you are assured years of hassle free printing and labelling that meets compliance standards and provides full traceability. If you would like work with a powerful and lean traceability media company with instinctive tracking skills, then we are the team to rely on.

Unit 30, 18 Lambie Drive, Papatoetoe, Auckland 2104, New Zealand

PHONE: 09 215 6750

FREEPHONE: 0508 726 843

EMAIL: sales@panther.net.nz

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CONTACT: Rob Bowe - Director



Pharma Pac Limited

Trading as: Pharmapac

Pharmapac is a New Zealand owned company with more than 30 years in the business of designing, manufacturing and producing plastic packaging solutions for not only local, but an ever growing list of international clients. Our considerable experience in the areas of pharmaceutical, medical, nutritional and personal care packaging has seen continued growth and expansion of our plant's capabilities, including superior quality injection, injection stretch blow molding and extrusion blow molding.

125 Sunnybrae Road, Hillcrest, Auckland 0627, New Zealand. PO Box 101043, North Shore, Auckland 0745, New Zealand

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MOBILE: 021 506 111

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EMAIL: sales@pharmapac.co.nz

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Powder Systems and Services NZ Ltd

Powder Systems and Services is a New Zealand owned and operated company supplying powder handling systems and services to the food and dairy industries. As an integral backbone to the business, Powder Systems is the NZ agent for Magnattack magnets, and authorised reseller and service agent for Donaldson Filtration Solutions. Magnattack Global offer hygienic magnet solutions for the control of metal fragments. Magnattack have more than 40 years' experience offering many different applications including self-cleaning magnets, inline magnets for pressure or conveying systems, liquid and grate magnets. All gauss ratings are certified by a third party and they only use the highest quality materials. Magnattack are endorsed by HACCP international food safety standard 0909MAGSEP 1-2010. Donaldson Filtration Solutions are well known for their dust collection solutions and Powder Systems provides additional support by offering new equipment, parts and onsite services. For further information take a look at our brand new website. www.powersystems.co.nz

17A Hobill Ave, Wiri, Auckland 2104, New Zealand. PO Box 85062, Auckland 1545, New Zealand

MOBILE: 021 770 902

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www.powersystems.co.nz

CONTACT: Mathew Rae - General Manager,

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10 Chesterfield Street, Greymouth. PO Box 412, Greymouth 7840, New Zealand
PHONE: 03 768 9140
FREEPHONE: 0800 482 747
FAX: 03 768 9141
EMAIL: info@primepump.co.nz
www.primepump.co.nz
CONTACT: Allen Petrie - General Manager, Ben Petrie - Sales/Marketing Manager, Cameron Petrie - Marketing Contact, Tony Hylands - Key Account Manager



Profile Products

Profile Products is a dry powder blending company with a serious point of difference. Our combination of more than 20 years' experience and end-to-end product development capability gives us an unsurpassed versatility in the market. We use all natural GMO free ingredients, have an internationally recognised product list and maintain a commitment to integrity with all our customers. So whether you need a short run or bulk order; want an ingredient or shop-ready packaged product; or are still at concept stage and would just like to discuss the next step: we are the business to help you! Here at Profile Products we work hard to maintain a consistently high standard of product quality and customer service. We have approved status with some of New Zealand's well known multi-nationals and have contributed blends and premixes to many export goods. We are members of the Auckland Chamber of Commerce and the NZTE, and our business is based on HACCP principles so you can be confident your product is made to the highest standards. Profile Products also recognises the importance of confidentiality in our business. We pride ourselves on being a professional, invisible partner in your product creation. Our team of dedicated professionals work for the common goal, to add value to our clients and their clients. Through the use of innovated ingredients & processes, we produce products that lead the market. Our commitment is to the NZ food industry on the international stage.

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MOBILE: 021 416 728
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www.profileproducts.co.nz/
CONTACT: Craig Holley - General Manager, Derek Robertson - Key Account Manager



Prolux Pty Ltd

Prolux, proudly New Zealand based and managed, is a 100% fully owned subsidiary of Australia's leading food ingredient company - Oppenheimer Australia. Today, Prolux is one of New Zealand's leading suppliers of functional ingredients into food manufacturing businesses nationwide. Under the guidance of Jignesh Shah, Prolux is now a thriving and technologically advanced company priding itself on the ability to respond to its clients' businesses by providing innovative and adaptive solutions that exceed their expectations backed by an unbeaten commitment to service. The Prolux day-to-day management in New Zealand is overseen by John Tiongco. John's background ensures a thorough understanding of the demands of business management and service expectations in the ingredient sector, enabling Prolux to offer unparalleled service, customised technical expertise and superior product range to our valued customers.

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FAX: 09 537 3223
EMAIL: contact@proluxingredients.co.nz
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CONTACT: John Tiongco - Sales/Marketing Manager - NZ & Pacific



Pump & Machinery Co Ltd

Specialists in Pumping, Metering & Control Equipment for the Food, Beverage, Dairy and Wine industries. Sanitary, Chemical and Waste applications include liquids, pastes, slurries and solids in suspension. Workshop services are available for building pump systems and for repairs and maintenance of pumps, meters and related equipment.

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BRANCHES/AGENTS

Petone

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Phone: 04 568 3029 **Fax:** 04 568 4872
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Regal Packaging Ltd

Proudly NZ owned and operated since 1997. Regal supply the most economic - maintenance free -THERMAL INKJET coding printers and cartridges on the market. We offer a full range of porous and non porous inks to cater to most applications. Our polymer thermal inkjet inks are unique as they contain polymer resins - meaning they are hard to rub and scratch off plastic, glass and most metals. NEW inks available include visible and invisible edible inks for direct fruit application, and invisible inks for anti-counterfeit applications. We are the NZ agents for ANSER Coding Inc and Digital Ink Technologies.

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www.regalpackaging.co.nz
CONTACT: Barney Reid - Managing Director



Rockwell Automation NZ LTD

Rockwell Automation, the world's largest company dedicated to industrial automation and information, is focused on making its customers more productive. Throughout the world, our flagship Allen-Bradley and Rockwell Software product brands are recognised for innovation and excellence. Our solutions are built on an information-enabled architecture and focus on the business issues facing the food and beverage industry, addressing each phase of a manufacturing operation - from raw material through final shipment to distribution network optimisation and management. With Rockwell Automation, we can help you meet your cost, quality, flexibility, and regulatory challenges. Rockwell Automation Australia is the subsidiary of Rockwell Automation, Inc. - a leading global provider of industrial power, automation control and information solutions that help machine builders and manufacturers achieve a competitive advantage in their businesses. The company's broad product mix includes control logic systems, safety, sensors, human-machine interfaces, drive controllers, power devices, and software.

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FAX: 09 276 5406
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www.rockwellautomation.com/en_NZ
CONTACT: Nigel Williams - General Manager, Matthew Treeby - Marketing Contact



Romheld Automation Pty Ltd

Romheld Automation specialises in helping select and provide products to enhance factory automation in process industries. We offer a variety of robot end-of-arm-tooling, vacuum and mechanical gripper systems, linear units, robotic automatic tool changing systems and other specialised equipment and accessories. Our products are regularly used in the design and build of automation systems that will meet or exceed the demands of Australian and New Zealand manufacturers. Soft Robotics is a new gripper system recently introduced by Romheld Automation into the Australian and New Zealand markets. Soft Robotics grippers are designed for use in unstructured environments to handle delicate products with varying size, shape and weight. Being completely flexible, these grippers conform to the product as is and does not force the product to conform to the gripper. These grippers can be used for pick and place operations up to 100ppm, bin picking, tray filling, warehouse logistics, fresh food, wrapped or bagged products.

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FAX: 0061 2 9721 1766
PHONE: 0061 2 9721 1799
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www.romheld.com.au
CONTACT: Peter Hope - General Manager and Sales/Marketing Manager, David Shanahan - Sate Manager VIC/SA



Scalzo Foods

Scalzo Foods is a privately owned company dedicated to delivering food solutions to delight our customers while creating value for all our stakeholders. It is our vision to be the leading, fastest growing food business in Australasia. Our ingredients are sourced both locally and from around the globe, ensuring the best possible ingredients and continuity of supply.

46 Business Parade North, Highbrook, Auckland 2013, New Zealand. PO Box 204057, Highbrook, Auckland 2161, New Zealand
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FAX: 09 271 0882
EMAIL: info@scalzofoods.com
www.scalzofoods.com
CONTACT: Renzo Maya - General Manager, Jonathan Wood - Sales/Marketing Manager,

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Unit 6, 20 Totara Street, Taupo 3330, New Zealand

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Sealed Air (Cryovac) New Zealand

Sealed Air is a global leader in food safety and security, facility hygiene and product protection. With widely recognised and inventive brands such as Bubble Wrap brand cushioning, Cryovac brand food packaging and Diversey brand cleaning and hygiene, Sealed Air offers efficient and sustainable solutions that create business value for customers, enhance the quality of life for consumers and provide for a cleaner and healthier environment for future generations. 3 Foreman Road, Te Rapa, Hamilton 3240, New Zealand. Private Bag 3085, Waikato Mail Centre, Hamilton 3240, New Zealand

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Selpak

Selpak is amongst the largest agents of premium packaging and processing equipment in New Zealand & Australia, distributing to industries including food, beverage, pharmaceutical, confectionary and cosmetics. A leader in the industry for more than forty years, Selpak supplies equipment that establishes the highest benchmarks in quality and innovation. 12D Saturn Place, Rosedale, Auckland 0632, New Zealand. PO Box 302098, North Harbour, Auckland 0751, New Zealand

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FAX: 09 444 9525

EMAIL: admin@selpak.com.au

www.selpak.co.nz

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Sherratt Ingredients

Importers, dry blenders and suppliers of a wide range of quality food ingredients from leading global companies to all sectors of the New Zealand food processing industry, since 1986. We are proud to be 100% NZ family owned and operated. We provide custom dry blends to suit our customers' requirements.

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SICK NZ Limited

SICK is one of the world's leading manufacturers of sensors, safety systems and automatic identification products for Factory Automation, Logistic Automation and Process Automation applications. Whether automating factories or optimising distribution centres, or monitoring emissions from a stack, SICK provides cost-effective solutions. Our company has pioneered a long line of industry firsts - such as the first safety light curtain, the first colour sensor, and much more. These innovations provide solutions to virtually every industry application. Our position as market leader for sensors has been built and continues to be built on the reputation of the quality of our products and our know-how to solve complex applications.

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Igor Zlateski - General Manager, Peter Schierhout - National Sales Manager

SUPPLY SERVICES

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Supply Services Ltd

Supply Services Ltd is a leading supplier of engineering plastic materials, conveying & drive chains, sprockets and attachments for a wide variety of New Zealand industries. To provide additional support to our customers we offer design, draughting and reverse engineering capabilities, which are fully supported by our own internal conventional and CNC machine shops. Welding and fabrication services are also available. Supply Services Ltd is able to supply Food Grade plastic materials to meet FDA and EU10/2011 requirements, as well as to Medical and Pharmaceutical standards. Chains are available in plastic, 304SS, 316SS and Aqua Coat series. We also manufacture accurate Change Parts for bottling machines using advanced digital measuring and scanning technologies. For complete New Zealand coverage, we are located in Auckland, Mt Maunganui and Christchurch.

67 Newton St, Mt Maunganui 3116, New Zealand. PO Box 4002, Mt Maunganui 3149, New Zealand

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Techspan Industrial Printing Systems Limited

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1 Portage Road, New Lynn, Auckland 0640, New Zealand. PO Box 15262, New Lynn, Auckland 0640, New Zealand

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The Baking Industry Association of New Zealand

The Baking Industry Association of New Zealand is about supporting and promoting the baking industry, including wholesale and retail bakeries, cafes, catering companies, patisseries, in-store bakeries, cake shops, lunch bars and canteens. We run events and competitions around the country and partner with related organisations and associations. We offer members buying partner discounts, supplier discounts, online resources including employment contracts, legal advice. We also provide advisory services as well as training. The Baking Industry Association of New Zealand have the BIANZ Health and Safety Manual and BIANZ Custom Food Control plan available. The Baking Industry Association of New Zealand distribute the very popular Slice Magazine that is New Zealand's only baking industry magazine.

PO Box 19028, Courtenay Place, Wellington 6149, New Zealand

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Thermo Fisher Scientific New Zealand Limited

Trading as: Thermo Fisher Scientific

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www.thermofisher.co.nz

CONTACT: Rowan Markwick - General Manager, Jamie Taylor - Sales/Marketing Manager, Russell Twidle - Marketing Contact, Russell Twidle - Graphic Designer



Transmission House Limited

Transmission House Ltd are specialists in the field of conveyors and industrial power transmission, with brands such as Motovario, Uni chains, Tuffy belting, Cog-veyor. THL can offer the complete package in plastic modular, synthetic, homogeneous belting from concept through design to commission of the new system. Along with our industrial power transmission products such as geared motors, transmission chain, sprockets, couplings, timing belts and V belts drives.

47 Vickery Street, Te Rapa, Hamilton 3200, New Zealand. PO Box 10340, Te Rapa 3241, Hamilton, New Zealand

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www.thl-nz.co.nz

CONTACT: Clayton Penny - Manager



Universal Packaging Ltd

Universal Packaging is a premium supplier of load containment products to New Zealand's leading companies. As a trusted advisor to its customers, UPL provides a comprehensive range of pallet wrapping equipment from semi-automatic wrappers through to fully automated turnkey systems plus a complete range of high performance films. Supporting the end-to-end process is UPL's unique SCOPE programme, encapsulating cost control, stock management and machinery maintenance. All backed by a 100% performance guarantee! To achieve the best service in the industry and the lowest cost per wrap - effectively shipped, join the UPL partners today! Call us now!

142 Benmore Ave, Palmerston North 4412, New Zealand. PO Box 1320, Palmerston North 4440, New Zealand

PHONE: 06 355 7777

FREEPHONE: 0800 700 000

EMAIL: info@universalpackaging.co.nz

www.universalpackaging.co.nz

CONTACT: Matt Goddin - Sales Manager



TNA New Zealand Ltd

tna is a leading supplier of integrated food packaging and processing solutions with more than 14,000 systems installed across more than 120 countries. The company provides a comprehensive range of products including controls integration & SCADA, materials handling, processing, freezing & cooling, coating, distribution, seasoning, weighing, packaging, metal detection, verification, inserting & labelling, project management and training. In New Zealand, tna is the preferred agent and distributor of BAADER's fish gutting, filleting and trimming machines and Trio's skinning and pin boring technology. tna's unique combination of innovative technologies, extensive project management experience and 24/7 global support ensures customers achieve faster, more reliable and flexible food products at the lowest cost of ownership.

23 Ash Road Wiri, Auckland 2104, New Zealand. PO Box 98933, South Auckland Mail Centre, Auckland 2104, New Zealand

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www.tnasolutions.com

CONTACT: Grant Snell - Sales/Marketing Manager, Paul Daniel - General Manager - New Zealand, Wiebke Thiel - Marketing contact



Transportect LP

For more than 20 years Transportect has been a supplier of specialist packaging materials to NZ industry. Our range of products now includes:

- Laminated paper Cornerboards used to protect and provide stacking strength to palletised loads
- Strapping Guards to protect against damage from plastic or steel strap
- GripSheets, or anti-slip sheets, which increase the friction between layers of palletised goods thereby preventing damage and cost especially for column stacked (small) cartons, glossy cartons or plastic bagged goods
- StretchBands which provide a simple temporary 'hold' for palletised loads that are either placed in racking before distribution or need to be moved to the wrapping area, Moulded Pulp customised products. Distribution locations are in Auckland and Christchurch from which despatch is expected within one working day of receipt of an order. Sales are supported with technical and application knowledge.

37A Tironui Rd, Takanini, Auckland 2112, New Zealand

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www.transportect.co.nz

CONTACT: Lloyd Brewerton - General Manager, Paul Craddock - Sales Manager



Viniquip International Ltd

Viniquip is New Zealand's leading importer and distributor of bottling, packaging and processing equipment to the wine, fruit juice, beer, cider and general food and beverage industries. Established in 1991, this privately owned company takes great pride in delivering European machinery, equipment, product and expertise throughout New Zealand, Australia and the South Pacific. Viniquip maintains offices in Hastings, New Zealand and in Australia. Our portfolio of internationally recognised machinery brands that are marketed exclusively include, GAI, APE, Bucher Vaslin, and Kreuzmayer amongst others. Viniquip's strengths include turn-key design work, project management as well as consulting to various industries. 5 James Rochfort Place, RD5 (Twyford), Hastings 4175, Hawkes Bay. PO Box 8276, Havelock North 4157, Hawkes Bay, New Zealand

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CONTACT: Horst Klos / Aaron O'Keeffe - Directors



The Fresh Fruit Company of NZ

Trading as: FRUPAK

FRUPAK manufactures processed fruit products for food service and industrial users. The product range includes shelf stable, Single Strength Fruit Purees (apples, pears, feijoa, stone & berry fruit), Single Strength Apple & Citrus juice, and can pack into 200 litre drums or tanker loads. Diced/Sliced Apple & Apple Pie Mix. Organic products and contract processing of fruit are available on request.

76 Rangitane Road, Whakatu, Hastings 4172, New Zealand. PO Box 44, Whakatu, Hastings 4172, New Zealand

PHONE: 06 870 7653

MOBILE: 029 200 7553

EMAIL: glenysp@frupak.co.nz

www.frupak.co.nz

CONTACT: Glenys Pryor - Process Factory Manager

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Wadding Solutions

Wadding Solutions is a specialist closure lining company. With a large tooling library and high tech machinery they have the capability to line a wide range of caps and closures in a variety of shapes and sizes. Wadding Solutions' dedicated team is focused on providing clients with a personalised and efficient service. They have a purpose built clean room and a testing facility, which is used to assess your packaging before it goes to production, therefore eliminating possible issues before production commences. With a large support network of materials suppliers and industry related machinery manufacturers, Wadding Solutions can help with any packaging challenges.

21B Hannigan Drive, Panmure, Auckland 1741, New Zealand. PO Box 14370, Panmure, Auckland 1741, New Zealand
PHONE: 09 570 8666
MOBILE: 021 848 229
EMAIL: sales@waddingsolutions.co.nz
www.waddingsolutions.co.nz
CONTACT: Richard Watson - General Manager, Wayne Keoghan - Sales/Marketing Manager and Operations Manager



Waterworks Wholesale

WATERWORKS WHOLESAL are importers and distributors of high quality piping systems from key global manufacturers, including from Europe, Australia and USA. These piping systems include the EUROPESS Stainless and Carbon Steel Press Fit System, SPEARS PVC and CPVC Pipe System, ELYSEE Medium Density PE Pipe and Fittings, Electro Fusion, DYNATHERM PPR-CT Pipe System, and 4N Tapping Bands. Being an ISO9001:2008 certified company we are committed to bringing New Zealand high quality product backed by an unparalleled level of customer and delivery service. Our customers hereby have a supplier making their work easier and saving them time and money by removing hassle.

90 Hurlstone Drive, Waiwhakaho, New Plymouth 4312, New Zealand. PO Box 3397, Fitzroy, New Plymouth 4341, New Zealand
PHONE: 06 769 6373
FREEPHONE: 0800 387 677
FAX: 06 769 6755
EMAIL: info@waterworksnz.co.nz
waterworksnz.co.nz
CONTACT: Daniel Thomas - General Manager, Jason Thomas - Sales/Marketing Manager, Martin Thomas - Marketing Contact,



Wells Hygiene

Wells Hygiene are a specialist Food Safety and Hygiene equipment supplier to all aspects of the New Zealand Food and Beverage industry. Wells are the exclusive NZ distributors of the world leading Vikan Hygiene System, made in Denmark. Vikan make the highest quality and most innovative colour coded cleaning and food handling tools available globally. All products are FDA and EU approved and carry a long list of validation test approvals. Complementing the Vikan range, Wells Hygiene offer an expert 5S / GMP Shadow Board system and service. Wells trained Account Managers can assist companies implementing 5S with site surveys and recommendations. All shadow boards and signage is fully customisable to client specific needs. Wells Hygiene also offer an extensive range of Metal and X-Ray detectable products for management of foreign object risk. The range, manufactured in the UK by BST, includes detectable stationery, detectable food prep tools, test pieces for calibration, PPE and First Aid, detectable traceability and engineering parts.

9B Joval Place, Wiri, Auckland 2104, New Zealand
PHONE: 09 263 9332
MOBILE: 021 835 7477
FAX: 09 263 6553
EMAIL: sales@wellshygiene.co.nz
wellshygiene.co.nz
CONTACT: Simon Sharrock - Managing Director, John McIntyre - South Island Account Manager, Christine Venables - Marketing Contact, Sue Garbutt - Office Manager, Sean Bamford - National Sales Manager

BRANCHES/AGENTS

Australia

Unit 2, 77 Salmon Street, Port Melbourne, Victoria 3207, Australia.,
 International: 61 396 998 999
 Fax: 61 3 9699 7962
 Contact: Barry Hennessy - Account Manager
 Email: sales@wrddwells.com

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Sales Enquiries
 p: 09 263 9332
 e: sales@wellshygiene.co.nz
wellshygiene.co.nz



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MOBILE: 021 445 105
EMAIL: admin@wbysystems.co.nz
www.wbysystems.co.nz
CONTACT: Allister Missen - General Manager, and Sales/Marketing Manager, Raffaele Bandoli - Marketing Contact, Libby Pasley - Executive Assistant

BRANCHES/AGENTS

Auckland

Mobile: 021 967 074
 Contact: Dave Betts - Sales
 Email: d.betts@wbysystems.co.nz



XPO Exhibitions

Trading as: Foodtech Packtech

Foodtech Packtech (FPT) is New Zealand's largest food manufacturing, packaging and processing technology trade show. This free to attend event brings industry professionals and decision makers together, providing a forum for education, discussion and the sharing of knowledge and expertise, critical to the sustainability and growth of the industry. Co-located with the Materials Handling & Logistics (MHL) Expo the event attracts 250+ local and international suppliers and 4, 500+ qualified visitors a-must-attend event for anyone involved in the food sector. Visitors get face-to-face with the latest technologies and the newest developments confronting the food manufacturing and packaging industries.
 217 Greenlane Rd West, Greenlane, Auckland 1051, New Zealand. PO Box 9682, Newmarket, Auckland 1149, New Zealand
PHONE: 09 967 8300
MOBILE: 021 641 004
FREEPHONE: 0800 367 976
FAX: 09 379 3358
EMAIL: sales@foodtechpacktech.co.nz
www.foodtechpacktech.co.nz
CONTACT: Deb Haimes - Exhibition Sales Manager



DISCOVER AND DELIVER

Zymus

Trading as: Zymus International Ltd

Zymus are product formulators providing innovative solutions for the Food and Beverage Industry. Zymus provides a comprehensive service, from finding winning solutions to delivering technical services and developing individual programmes for customers. Our history of achievement includes new product development, particularly with flavours and enzyme systems, for both the New Zealand and Australasian markets.
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PHONE: 09 820 0075
FREEPHONE: 0800 1 ZYMUS
FAX: 09 820 0091
EMAIL: info@zymus.net
www.zymus.net
CONTACT: Sarah Dagger - Technical Sales Manager



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NZ Controls Ltd

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Eriez Magnetics Pty Ltd
FB*PROPAK
Flexicon Corporation (Australia) Pty Ltd
GEA New Zealand
Machineryseller.co.nz
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Pump & Machinery Co Ltd
Selpak
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Viniquip International Ltd
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Aurora Process Solutions
Autoline Automation
Cooltek Ltd
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Flexicon Corporation (Australia) Pty Ltd
GEA New Zealand
Machinotech Limited
Viniquip International Ltd

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Haden & Custance Ltd
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Locker Group
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Aurora Process Solutions
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Bruker Pty Ltd
Camfil Ltd
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Eriez Magnetics Pty Ltd
Flexicon Corporation (Australia) Pty Ltd
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Eurotec Ltd
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NZ Controls Ltd

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FF Instrumentation Ltd
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Aurora Process Solutions
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Della Toffola Pacific
Donaldson Australasia Pty Ltd
Eriez Magnetics Pty Ltd
Filtercorp International Limited
Flexicon Corporation (Australia) Pty Ltd
Haden & Custance Ltd
HRS Heat Exchangers
Locker Group
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Flexicon Corporation (Australia) Pty Ltd

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Camfil Ltd
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NZIC (EURASIA) LTD
Powder Systems and Services NZ Ltd

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Machineryseller.co.nz
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Filtercorp International Limited
NZIC (EURASIA) LTD

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XPO Exhibitions

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TNA New Zealand Ltd

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Merck NZ Ltd
Scios Limited

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Formula Foods
IMCD New Zealand Ltd
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Zymus

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Formula Foods
International Flavours & Fragrances NZ Ltd
Merck NZ Ltd
Scios Limited

Flavours
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Chemiplas (NZ) Limited
Formula Foods
Givaudan Australia Pty Ltd
Hawkins Watts Limited
IMCD New Zealand Ltd
International Flavours & Fragrances NZ Ltd
Invita Ingredients For Life
Pacific Flavours & Ingredients Ltd
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Hawkins Watts Limited
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Prolux Pty Ltd
Scalzo Foods
Scios Limited
The Fresh Fruit Company of NZ

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Pacific Flavours & Ingredients Ltd
Scalzo Foods

Fruit - berries
Scalzo Foods
The Fresh Fruit Company of NZ

Fruit powders
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Hawkins Watts Limited
IMCD New Zealand Ltd
Scalzo Foods

Gluten
Chemiplas (NZ) Limited
Scalzo Foods

Gluten free
Scalzo Foods
The Fresh Fruit Company of NZ

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Brenntag New Zealand Ltd
IMCD New Zealand Ltd
James Crisp Ltd
Oppenheimer NZ Ltd
Profile Products
Scalzo Foods
The Fresh Fruit Company of NZ

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Formula Foods
Hawkins Watts Limited
Scalzo Foods

Hydrocolloids
Chemiplas (NZ) Limited
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IMCD New Zealand Ltd
IQF Fruit & Vegetables
CSI Foods Trading Ltd
Scalzo Foods
The Fresh Fruit Company of NZ

Licorice Paste
Invita Ingredients For Life

Liquid flavouring
Brenntag New Zealand Ltd
Formula Foods
International Flavours & Fragrances NZ Ltd
Pacific Flavours & Ingredients Ltd
Profile Products
Scios Limited

Malt
IMCD New Zealand Ltd
Invita Ingredients For Life
Pacific Flavours & Ingredients Ltd

Meat ingredients
Brenntag New Zealand Ltd
Pacific Flavours & Ingredients Ltd
Scios Limited

Meat product development
Hawkins Watts Limited
Pacific Flavours & Ingredients Ltd

Minerals

Chemiplas (NZ) Limited
Hawkins Watts Limited

Natural Caffeine

Invita Ingredients For Life

Natural Extracts

Additive Solutions Ltd
Chemiplas (NZ) Limited
Givaudan Australia Pty Ltd
Hawkins Watts Limited
IMCD New Zealand Ltd
International Flavours & Fragrances NZ Ltd
Invita Ingredients For Life
Pacific Flavours & Ingredients Ltd
Scios Limited
Zymus

Natural health products

Chemiplas (NZ) Limited
IMCD New Zealand Ltd
Pacific Flavours & Ingredients Ltd

Nucleotides

Additive Solutions Ltd
Invita Ingredients For Life

Nutritional ingredients

Additive Solutions Ltd
Chemiplas (NZ) Limited
IMCD New Zealand Ltd
Invita Ingredients For Life
Oppenheimer NZ Ltd
Pacific Flavours & Ingredients Ltd
Viniquip International Ltd

Nutritional Yeast

Hawkins Watts Limited
Pacific Flavours & Ingredients Ltd

Nuts

James Crisp Ltd
Scalzo Foods

Oleoresins

Formula Foods
Hawkins Watts Limited
Pacific Flavours & Ingredients Ltd
Scios Limited

Organic

Additive Solutions Ltd
Brenntag New Zealand Ltd
International Flavours & Fragrances NZ Ltd
Prolux Pty Ltd

Pectins

Chemiplas (NZ) Limited
Hawkins Watts Limited
Oppenheimer NZ Ltd

Pet food proteins

Oppenheimer NZ Ltd
Pacific Flavours & Ingredients Ltd

Phosphates

Brenntag New Zealand Ltd

Potato products

CSI Foods Trading Ltd
IMCD New Zealand Ltd

Prebiotics, Inulin, Oligofructose

Additive Solutions Ltd
IMCD New Zealand Ltd
Invita Ingredients For Life

Preservatives

Chemiplas (NZ) Limited
Hawkins Watts Limited
Invita Ingredients For Life
Prolux Pty Ltd
Zymus

Probiotics

Additive Solutions Ltd
Hawkins Watts Limited
IMCD New Zealand Ltd
Invita Ingredients For Life

Raw materials

Additive Solutions Ltd
CSI Foods Trading Ltd

Salt reduction

Brenntag New Zealand Ltd
Hawkins Watts Limited
International Flavours & Fragrances NZ Ltd
Invita Ingredients For Life
Scalzo Foods

Salt replacers

Brenntag New Zealand Ltd
International Flavours & Fragrances NZ Ltd
Prolux Pty Ltd

Sausage premixes

Formula Foods
Pacific Flavours & Ingredients Ltd

Sausage seasonings

Formula Foods
Oppenheimer NZ Ltd
Pacific Flavours & Ingredients Ltd
Prolux Pty Ltd
Scios Limited

Seasonings

Givaudan Australia Pty Ltd
International Flavours & Fragrances NZ Ltd
Oppenheimer NZ Ltd
Pacific Flavours & Ingredients Ltd
Profile Products
Prolux Pty Ltd
Scios Limited

Seeds & grains

Additive Solutions Ltd
Brenntag New Zealand Ltd
James Crisp Ltd

Seeds poppy, sesame

James Crisp Ltd
Scalzo Foods

Smoke flavours

Brenntag New Zealand Ltd
Formula Foods
Givaudan Australia Pty Ltd
International Flavours & Fragrances NZ Ltd
Scios Limited

Snack food seasonings

Givaudan Australia Pty Ltd
International Flavours & Fragrances NZ Ltd
Pacific Flavours & Ingredients Ltd
Prolux Pty Ltd
Scios Limited

Snack products

Additive Solutions Ltd
Scalzo Foods

Soft drink development

Pacific Flavours & Ingredients Ltd

Soya products

Brenntag New Zealand Ltd
IMCD New Zealand Ltd
Oppenheimer NZ Ltd
Prolux Pty Ltd

Speciality Fat

Invita Ingredients For Life

Spices, spice mixes

Profile Products
Prolux Pty Ltd
Scios Limited

Starches

Brenntag New Zealand Ltd
Chemiplas (NZ) Limited
Hawkins Watts Limited
IMCD New Zealand Ltd
Invita Ingredients For Life
Prolux Pty Ltd

Sugar Reduction

Givaudan Australia Pty Ltd
Hawkins Watts Limited
International Flavours & Fragrances NZ Ltd
Invita Ingredients For Life

Sugar Replacers

Additive Solutions Ltd
Givaudan Australia Pty Ltd
IMCD New Zealand Ltd
International Flavours & Fragrances NZ Ltd
Invita Ingredients For Life
Prolux Pty Ltd
Zymus

Sweeteners

Additive Solutions Ltd
Chemiplas (NZ) Limited
Givaudan Australia Pty Ltd
IMCD New Zealand Ltd
Invita Ingredients For Life
Pacific Flavours & Ingredients Ltd

Textured vegetable protein

Brenntag New Zealand Ltd
IMCD New Zealand Ltd
Oppenheimer NZ Ltd
Prolux Pty Ltd

Vegetable dehydrated, powders

Additive Solutions Ltd
Brenntag New Zealand Ltd
Scalzo Foods

Vegetable Ingredients

CSI Foods Trading Ltd

Vitamin Premixes

Additive Solutions Ltd
Invita Ingredients For Life
Zymus

Vitamins

Additive Solutions Ltd
Invita Ingredients For Life
Pacific Flavours & Ingredients Ltd

Wine ingredient supplies

IMCD New Zealand Ltd

Xanthan gum

Chemiplas (NZ) Limited
Formula Foods
Hawkins Watts Limited

Yeast

FB*PROPAK
Viniquip International Ltd

Yeast Extracts

Chemiplas (NZ) Limited
Hawkins Watts Limited
IMCD New Zealand Ltd
Invita Ingredients For Life

LOGISTICS

Air land & sea

James Crisp Ltd

Automated material handling systems

Advanced Maintenance Ltd
Autoline Automation
Cooltek Ltd
Flexicon Corporation (Australia) Pty Ltd
Haden & Custance Ltd
NZ Controls Ltd
Universal Packaging Ltd
XPO Exhibitions

Bulk bag filling machines



Flexicon Corporation (Australia) Pty Ltd
Powder Systems and Services NZ Ltd
XPO Exhibitions

Bulk bag loaders

Aurora Process Solutions



Flexicon Corporation (Australia) Pty Ltd
Powder Systems and Services NZ Ltd

Bulk bag unloaders

Aurora Process Solutions
Cooltek Ltd



Flexicon Corporation (Australia) Pty Ltd
James Crisp Ltd
Powder Systems and Services NZ Ltd

Bulk handling and storage

Aurora Process Solutions
Autoline Automation



Flexicon Corporation (Australia) Pty Ltd
Powder Systems and Services NZ Ltd

Bulk handling machinery & systems

Advanced Maintenance Ltd
Autoline Automation
Cooltek Ltd
Filtercorp International Limited



Flexicon Corporation (Australia) Pty Ltd
Haden & Custance Ltd
Powder Systems and Services NZ Ltd
Spray Nozzle Engineering Ltd

Containers - food grade

Wadding Solutions
XPO Exhibitions

Containers - liquid

Wadding Solutions

Containers & container equipment

Wadding Solutions

Containers/pallets

Cranes & hoists
Machineryseller.co.nz
Crate handling equipment

Forklifts accessories

ABD Group

Freight

James Crisp Ltd

Logistics & distribution

James Crisp Ltd
Universal Packaging Ltd
XPO Exhibitions

Materials handling & logistics

Autoline Automation
Cooltek Ltd
Eriez Magnetics Pty Ltd
Flexicon Corporation (Australia) Pty Ltd
Haden & Custance Ltd
XPO Exhibitions

Pallet equipment/pallets

Haden & Custance Ltd
Universal Packaging Ltd

Pallet stretch wrapping

Haden & Custance Ltd
Universal Packaging Ltd

Pallet wrapping & machinery

Haden & Custance Ltd
Transportect LP
Universal Packaging Ltd

Palletising

Aurora Process Solutions
Autoline Automation
Haden & Custance Ltd
Romheld Automation Pty Ltd
Selpak
Wine and Beverage Systems Ltd

Software inventory and load out

NZ Controls Ltd

Tube Conveyors - Disc

Aurora Process Solutions



Flexicon Corporation (Australia) Pty Ltd
Transmission House Limited

Tubular Conveyor-Disc

Aurora Process Solutions
Flexicon Corporation (Australia) Pty Ltd
Transmission House Limited

MANAGEMENT

Architectural

Apollo Projects Ltd

Beer and wine technology

FB*PROPAK

Builders & building services

Apollo Projects Ltd

Building management & automation systems

Eurotec Ltd
NZ Controls Ltd

Buildings - commercial & industrial

Apollo Projects Ltd

Computer services & software

APC Technology

Consultants – food processing & technology

Filtercorp International Limited
Marel New Zealand Limited

Consulting

Filtercorp International Limited

Contract manufacture

Bakels Edible Oils
CSI Foods Trading Ltd

Dairy management services

FB*PROPAK
Filtercorp International Limited

Design & build

Apollo Projects Ltd
Autoline Automation
Filtercorp International Limited
Haden & Custance Ltd

Design plant & equipment

Advanced Maintenance Ltd
Autoline Automation
Camfil Ltd
Concept Solutions Limited
Haden & Custance Ltd
Prime Pump Ltd
Pump & Machinery Co Ltd

Energy efficiency products

Camfil Ltd
Donaldson Australasia Pty Ltd
Eurotec Ltd
Machinotech Limited
Rockwell Automation NZ LTD

Environmental Management Systems

Rockwell Automation NZ LTD

Food handling & hygiene training

Ngaio Diagnostics Ltd

Food processing buildings

Apollo Projects Ltd
Filtercorp International Limited

Food safety auditing & training

Aurora Process Solutions
XPO Exhibitions

Food Safety Programmes

The Baking Industry Association of New Zealand

Food Technologist - Contractors

Health & safety products
Filtercorp International Limited
Spray Nozzle Engineering Ltd

Health and Safety Systems

The Baking Industry Association of New Zealand

Labelling, Nutrition Panel and Health Star Calculations

XPO Exhibitions

Maintenance & management systems

NZ Controls Ltd
Oil Intel Ltd

Maintenance control software

NZ Controls Ltd

Management information systems

NZ Controls Ltd

Planning & control systems

Filtercorp International Limited

Product development

Filtercorp International Limited
Formula Foods
Pacific Flavours & Ingredients Ltd

Production of customised equipment

Advanced Maintenance Ltd
Concept Solutions Limited
Eriez Magnetics Pty Ltd
Filtercorp International Limited
Haden & Custance Ltd

Productivity Improvement

Filtercorp International Limited
NZ Controls Ltd

Quality control & management

Filtercorp International Limited
Marel New Zealand Limited
NZ Controls Ltd

Safety/safety audits

NZ Controls Ltd

Software

Marel New Zealand Limited

Software data acquisition

NZ Controls Ltd

Software development & Integration

Marel New Zealand Limited
NZ Controls Ltd

Software statistical/analytical

NZ Controls Ltd

Supervisory control

NZ Controls Ltd

Supply chain consulting

XPO Exhibitions

Systems design & integration

Haden & Custance Ltd
NZ Controls Ltd
Powder Systems and Services NZ Ltd

Trade/industry information

HAYLEYMEDIA Ltd
Turnkey projects
Apollo Projects Ltd
FB*PROPAK
Haden & Custance Ltd
Wine and Beverage Systems Ltd
XPO Exhibitions

PACKAGING

Absorbent pads

Oppenheimer NZ Ltd

Anti Slip Sheets

Transportect LP

Automated packaging systems

Della Toffola Pacific
Machinotech Limited
Multivac New Zealand Ltd
Romheld Automation Pty Ltd
Selpak
TNA New Zealand Ltd
XPO Exhibitions

Bag closers

Aurora Process Solutions
Contour International

Bag making machinery

Contour International
Cooltek Ltd
Machinotech Limited
TNA New Zealand Ltd

Bag sewing

Aurora Process Solutions

Bag-in-a-box

HRS Heat Exchangers
Viniquip International Ltd

Bags

Contour International

Bags – coffee

Contour International

Bags – film

Contour International
TNA New Zealand Ltd

Bags – reclosable

Oppenheimer NZ Ltd

Bags – vacuum

Contour International
Oppenheimer NZ Ltd

Bakery equipment & packaging

GEA New Zealand
Locker Group
Machineryseller.co.nz
Multivac New Zealand Ltd
Supply Services Ltd
TNA New Zealand Ltd

Barcode labels

CODEMARK LTD
Techspan Industrial Printing Systems Limited

Barcode scanners

Marel New Zealand Limited
Panther Limited
Techspan Industrial Printing Systems Limited

Barcodes and barcoding systems

Panther Limited
Techspan Industrial Printing Systems Limited
TNA New Zealand Ltd
XPO Exhibitions

Barcoding equipment/printing software

CODEMARK LTD
Multivac New Zealand Ltd
Panther Limited
Techspan Industrial Printing Systems Limited
TNA New Zealand Ltd
XPO Exhibitions

Barcoding verification

Techspan Industrial Printing Systems Limited

Barrier packaging

Multivac New Zealand Ltd
Oppenheimer NZ Ltd

Batching equipment & systems

CODEMARK LTD
Multivac New Zealand Ltd
Panther Limited

Best before dates

CODEMARK LTD
Panther Limited
Regal Packaging Ltd

Beverage bottling

FB*PROPAK
NZ Food Innovation Network
Supply Services Ltd
Viniquip International Ltd
Wadding Solutions
XPO Exhibitions

Beverages

Wadding Solutions

Biscuit film

Contour International

Box making equipment

Multivac New Zealand Ltd

Butter packaging

Oppenheimer NZ Ltd

Can handling/packing/sealing

Locker Group
Viniquip International Ltd

Capping machines

Della Toffola Pacific
FB*PROPAK
Viniquip International Ltd
Wadding Solutions

Caps

Pharma Pac Limited
Wadding Solutions

Carton packing machinery

Multivac New Zealand Ltd
Viniquip International Ltd

Carton printer

CODEMARK LTD
Multivac New Zealand Ltd
Panther Limited
Regal Packaging Ltd

Cartridge inkjet printers

CODEMARK LTD
Panther Limited
Regal Packaging Ltd

Case erecting machinery

Multivac New Zealand Ltd
Viniquip International Ltd

Case packing/sealing machinery

Multivac New Zealand Ltd
TNA New Zealand Ltd
Viniquip International Ltd

Coding equipment

CODEMARK LTD
Multivac New Zealand Ltd
Panther Limited
Regal Packaging Ltd

Confectionery equipment & packaging

Eriez Magnetics Pty Ltd
Locker Group
TNA New Zealand Ltd

Cooperage oak

Scios Limited

Corner Boards

Transportect LP

De-cartoning equipment

Haden & Custance Ltd

Filling and canning

Aurora Process Solutions
Della Toffola Pacific
Viniquip International Ltd

Foil

Contour International
Wadding Solutions

Food pouches

Contour International
Oppenheimer NZ Ltd
Viniquip International Ltd

Food trays

Contour International
Multivac New Zealand Ltd
Oppenheimer NZ Ltd

Food wrappers

Contour International

Gluing Equipment

Regal Packaging Ltd

Gluing machines

Regal Packaging Ltd

Viniquip International Ltd

HDPE liner

Supply Services Ltd

Wadding Solutions

Horizontal wrapping machines

Contour International

Hot foil printers

Multivac New Zealand Ltd

Panther Limited

Techspan Industrial Printing Systems Limited

Wine and Beverage Systems Ltd

Hot melt systems

Regal Packaging Ltd

Hot stamping

Multivac New Zealand Ltd

Techspan Industrial Printing Systems Limited

Ink and printers

CODEMARK LTD

Panther Limited

Regal Packaging Ltd

Ink cartridges

CODEMARK LTD

Panther Limited

Regal Packaging Ltd

Label software

CODEMARK LTD

Marel New Zealand Limited

Panther Limited

Techspan Industrial Printing Systems Limited

Labelling compliance

Techspan Industrial Printing Systems Limited

Labels equipment & systems

CODEMARK LTD

Della Toffola Pacific

FB*PROPAK

Marel New Zealand Limited

Multivac New Zealand Ltd

Panther Limited

Techspan Industrial Printing Systems Limited

Laser cutting printers & consumables

CODEMARK LTD

Lasers

CODEMARK LTD

Panther Limited

Lidding film

Contour International

Multivac New Zealand Ltd

Oppenheimer NZ Ltd

Wadding Solutions

Manual handling equipment

Locker Group

Machineryseller.co.nz

Marking systems & equipment

CODEMARK LTD

Panther Limited

Techspan Industrial Printing Systems Limited

Meat packaging

Contour International

Multivac New Zealand Ltd

Oppenheimer NZ Ltd

Microwavable packaging

Contour International

Multivac New Zealand Ltd

Modified Atmosphere Packaging (MAP)

Air Liquide New Zealand Ltd

Contour International

FF Instrumentation Ltd

Multivac New Zealand Ltd

Oppenheimer NZ Ltd

Packaging systems and design

Della Toffola Pacific

FB*PROPAK

Machineryseller.co.nz

Pharma Pac Limited

TNA New Zealand Ltd

Viniquip International Ltd

Wadding Solutions

XPO Exhibitions

Packaging test & inspection laboratories

Wadding Solutions

Plastic products and design

Cooltek Ltd

Pharma Pac Limited

Wadding Solutions

Polyethylene

Pharma Pac Limited

Wadding Solutions

Polypropylene packaging films

Wadding Solutions

Pouches

FB*PROPAK

XPO Exhibitions

Pouches - reclosable

Oppenheimer NZ Ltd

Pouches - stand up

Contour International

Oppenheimer NZ Ltd

Print & apply systems

CODEMARK LTD

Multivac New Zealand Ltd

Panther Limited

Techspan Industrial Printing Systems Limited

Printers & printing

CODEMARK LTD

Panther Limited

Regal Packaging Ltd

Techspan Industrial Printing Systems Limited

Produce & produce packaging

Aurora Process Solutions

FB*PROPAK

Transportect LP

Racking

XPO Exhibitions

RFID

NZ Controls Ltd

Panther Limited

Sachets & pouches

Machinotech Limited

Oppenheimer NZ Ltd

Scanners barcode

Panther Limited

TNA New Zealand Ltd

Scoops

Prolux Pty Ltd

Sealing machinery

Aurora Process Solutions

Multivac New Zealand Ltd

Techspan Industrial Printing Systems Limited

TNA New Zealand Ltd

Wadding Solutions

Seals & sealants

Wadding Solutions

Self-adhesive labels

CODEMARK LTD

Wine and Beverage Systems Ltd

Shrink packaging & wrapping

Multivac New Zealand Ltd

Shrink tunnels & wrapping

Universal Packaging Ltd

XPO Exhibitions

Stretch Bands

Transportect LP

Stretch wrapping

Haden & Custance Ltd

Transportect LP

Universal Packaging Ltd

Tamper evident caps

Pharma Pac Limited

Wadding Solutions

Tamper evident seals

Pharma Pac Limited

Wadding Solutions

Thermal label printers

CODEMARK LTD

Multivac New Zealand Ltd

Panther Limited

Techspan Industrial Printing Systems Limited

Thermal transfer printers & ribbons

CODEMARK LTD

Multivac New Zealand Ltd

Panther Limited

Techspan Industrial Printing Systems Limited

Thermoforming

Contour International

Multivac New Zealand Ltd

Oppenheimer NZ Ltd

Tray sealers

Contour International

Multivac New Zealand Ltd

UV ink printing

CODEMARK LTD

Panther Limited

Vacuum conveying equipment

Autoline Automation

Machinotech Limited

Powder Systems and Services NZ Ltd

Vacuum equipment & servicing

Cooltek Ltd

Powder Systems and Services NZ Ltd

Vacuum packaging equipment

Contour International

Multivac New Zealand Ltd

Powder Systems and Services NZ Ltd

Vacuum pouches

Contour International

Oppenheimer NZ Ltd

Vacuum shrink bags

Oppenheimer NZ Ltd

Vertical form fill/seal machines

Weigh labelling

Contour International

Wine packaging

Della Toffola Pacific

FB*PROPAK

Techspan Industrial Printing Systems Limited

Viniquip International Ltd

Wine and Beverage Systems Ltd

Wrapping machinery

Viniquip International Ltd

PROCESSING

Abattoir & freezing works equipment

APC Technology

Concept Solutions Limited

Filtercorp International Limited

Food Processing Equipment (NZ) Pty Ltd

GEA New Zealand

Marel New Zealand Limited

McIndoe Group Ltd

Transmission House Limited

Aerators

Prime Pump Ltd

Air dryers

Cooltek Ltd

Machinotech Limited

NZ Food Innovation Network

Prime Pump Ltd

Air filters

Camfil Ltd

NZIC (EURASIA) LTD

Air knives

Spray Nozzle Engineering Ltd

Techspan Industrial Printing Systems Limited

Anaerobic effluent treatment system

HRS Heat Exchangers

Automated data collection

Marel New Zealand Limited

NZ Controls Ltd

Automated turnkey systems

APC Technology

FB*PROPAK

Flexicon Corporation (Australia) Pty Ltd

Haden & Custance Ltd

NZ Controls Ltd

TNA New Zealand Ltd

Wine and Beverage Systems Ltd

XPO Exhibitions

Automation and control

APC Technology

Autoline Automation

EMC Industrial Group Ltd

Haden & Custance Ltd

NZ Controls Ltd

Romheld Automation Pty Ltd

SICK NZ Limited

Bacon slicers

Multivac New Zealand Ltd

Bagging/filling/sealing

HRS Heat Exchangers

Machinotech Limited

NZ Food Innovation Network

TNA New Zealand Ltd

Chickens & chicken equipment

Marel New Zealand Limited

Closures

Oppenheimer NZ Ltd

Wadding Solutions

Control equipment & handling

NZ Controls Ltd

Control system design & integration

APC Technology

NZ Controls Ltd

Conveyors & conveying equipment

Advanced Maintenance Ltd

Aurora Process Solutions

Autoline Automation

Concept Solutions Limited

Conveyor & Transmission Limited

Cooltek Ltd

Eriez Magnetics Pty Ltd



Flexicon Corporation (Australia) Pty Ltd

Haden & Custance Ltd

Locker Group

Machinotech Limited

Multivac New Zealand Ltd

Supply Services Ltd

TNA New Zealand Ltd

Transmission House Limited

Cup filling & closing

Contour International

Cutting & mincing equipment

Marel New Zealand Limited

NZ Food Innovation Network

XPO Exhibitions

Depositors</

Digital equipment

NZ Controls Ltd

Drum filling equipment

Flexicon Corporation (Australia) Pty Ltd
HRS Heat Exchangers
Pump & Machinery Co Ltd

Drum lifting equipment

Flexicon Corporation (Australia) Pty Ltd

Dry ice

Air Liquide New Zealand Ltd

Dryers & drying machines

Cooltek Ltd
Machineryseller.co.nz
Machinetech Limited
NZ Food Innovation Network
Wine and Beverage Systems Ltd

Empty container inspection

Autoline Automation
TNA New Zealand Ltd

Emulsifier equipment

NZ Food Innovation Network

Extruders

Cooltek Ltd
Machinetech Limited
NZ Food Innovation Network

Feeders

Eriez Magnetics Pty Ltd

Fill level inspection

TNA New Zealand Ltd

Fillers - bag

Aurora Process Solutions
Contour International
Flexicon Corporation (Australia) Pty Ltd
HRS Heat Exchangers

Fillers - vacuum

Wine and Beverage Systems Ltd

Filling equipment & machinery

Aurora Process Solutions
Contour International
Della Toffola Pacific
FB*PROPAK



Flexicon Corporation (Australia) Pty Ltd
Multivac New Zealand Ltd
NZ Food Innovation Network
Powder Systems and Services NZ Ltd
Selpak
Viniquip International Ltd
Wadding Solutions

Filter cleaning (metal)

Camfil Ltd
Filtercorp International Limited
Filters & filtration equipment
Camfil Ltd
Della Toffola Pacific
Donaldson Australasia Pty Ltd
Filtercorp International Limited
GEA New Zealand
JdeR LTD
Powder Systems and Services NZ Ltd
Thermo Fisher Scientific New Zealand Limited
Wine and Beverage Systems Ltd

Fish processing machinery & equipment

Concept Solutions Limited
Eriez Magnetics Pty Ltd
GEA New Zealand
Locker Group
Marel New Zealand Limited

Flour milling equipment

Bruker Pty Ltd
Powder Systems and Services NZ Ltd

Flow indicators

EMC Industrial Group Ltd
Machinetech Limited

Flow rate controllers

EMC Industrial Group Ltd

Form fill & seal machinery

Contour International
TNA New Zealand Ltd
Wadding Solutions
XPO Exhibitions

Fruit handling & packaging equipment

Eriez Magnetics Pty Ltd
FB*PROPAK
Wine and Beverage Systems Ltd

Full container inspection

TNA New Zealand Ltd

Grading equipment

Bruker Pty Ltd
Marel New Zealand Limited

Grain handling equipment

Advanced Maintenance Ltd
Aurora Process Solutions
Eriez Magnetics Pty Ltd
Flexicon Corporation (Australia) Pty Ltd

Health food manufacture

NZ Food Innovation Network

High pressure processing

Multivac New Zealand Ltd
NZ Food Innovation Network

Hoppers

Advanced Maintenance Ltd
Cooltek Ltd
Flexicon Corporation (Australia) Pty Ltd
NZ Food Innovation Network

Hydrocyclones

GEA New Zealand
JdeR LTD

Hygienic handwash systems

McIndoe Group Ltd

Infrared

Bruker Pty Ltd

Ingredient feeders & mixers

Eriez Magnetics Pty Ltd
Prime Pump Ltd

Load cells

EMC Industrial Group Ltd

Magnetic separation

Aurora Process Solutions
Cooltek Ltd
Eriez Magnetics Pty Ltd
Machinetech Limited
Powder Systems and Services NZ Ltd
Supply Services Ltd

Meat & food processing equipment

Contour International
Eriez Magnetics Pty Ltd
Food Processing Equipment (NZ) Pty Ltd
GEA New Zealand
Locker Group
Marel New Zealand Limited
NZ Food Innovation Network
Prime Pump Ltd

Meat handling & processing equipment

Eriez Magnetics Pty Ltd
Food Processing Equipment (NZ) Pty Ltd
Locker Group
Marel New Zealand Limited
Prime Pump Ltd

Meat seafood and poultry

Concept Solutions Limited
Contour International
Food Processing Equipment (NZ) Pty Ltd
Locker Group
Marel New Zealand Limited
NZ Food Innovation Network

Membrane systems

Food Processing Equipment (NZ) Pty Ltd

Metering valves and meters

Pump & Machinery Co Ltd

Milk equipment processing

GEA New Zealand
NZ Food Innovation Network
Spray Nozzle Engineering Ltd

Mixers

Advanced Maintenance Ltd
FF Instrumentation Ltd
NZ Food Innovation Network
Powder Systems and Services NZ Ltd
Prime Pump Ltd
Pump & Machinery Co Ltd

Mixers - batch

Cooltek Ltd
NZ Food Innovation Network

Mixers - propellers

Prime Pump Ltd
Pump & Machinery Co Ltd

Mixers high shearing

Pump & Machinery Co Ltd

Motor speed controllers

Conveyor & Transmission Limited
Machineryseller.co.nz
Rockwell Automation NZ LTD
Transmission House Limited

Multihead weighers

Marel New Zealand Limited
TNA New Zealand Ltd
Nut roasting equipment
Locker Group
NZ Food Innovation Network

Nylon

ABD Group
Supply Services Ltd

Odour control

Camfil Ltd
Spray Nozzle Engineering Ltd

Panels - controls etc

APC Technology
EMC Industrial Group Ltd
NZ Controls Ltd
Rockwell Automation NZ LTD

Pasteurising equipment

HRS Heat Exchangers
Viniquip International Ltd

Peanut roasting equipment

Locker Group

Peeling equipment

Techspan Industrial Printing Systems Limited
TNA New Zealand Ltd

Pie machines & equipment

Locker Group

Plastic components

Concept Solutions Limited
Supply Services Ltd

PLCs (programmable logic controllers)

EMC Industrial Group Ltd
NZ Controls Ltd
Rockwell Automation NZ LTD

Portioning equipment

Marel New Zealand Limited

Potato equipment

Advanced Maintenance Ltd
Locker Group

Poultry plant

Locker Group
Marel New Zealand Limited

Powder filling equipment

Aurora Process Solutions
EMC Industrial Group Ltd
Filtercorp International Limited
Flexicon Corporation (Australia) Pty Ltd
NZ Food Innovation Network
Powder Systems and Services NZ Ltd

Powder mixing equipment

Filtercorp International Limited
NZ Food Innovation Network
Powder Systems and Services NZ Ltd

Pressure pumps & switches

Pump & Machinery Co Ltd

Process & Sterile Filtration

Camfil Ltd
Donaldson Australasia Pty Ltd
JdeR LTD
Wine and Beverage Systems Ltd

Process control equipment electrical

APC Technology
Machineryseller.co.nz
NZ Controls Ltd
Rockwell Automation NZ LTD

Process controls

EMC Industrial Group Ltd
NZ Controls Ltd
Rockwell Automation NZ LTD

Process instrumentation

Bruker Pty Ltd
Carr New Zealand Ltd
EMC Industrial Group Ltd
Rockwell Automation NZ LTD

Processing equipment

ABD Group
Aurora Process Solutions
Concept Solutions Limited
Conveyor & Transmission Limited
Eriez Magnetics Pty Ltd
FB*PROPAK
Flexicon Corporation (Australia) Pty Ltd
GEA New Zealand
Locker Group
Powder Systems and Services NZ Ltd
Rockwell Automation NZ LTD
Selpak
Wadding Solutions
Wine and Beverage Systems Ltd

Processing system implementation

GEA New Zealand
Rockwell Automation NZ LTD

Pumps

ABD Group
FB*PROPAK
Prime Pump Ltd
Pump & Machinery Co Ltd
Wine and Beverage Systems Ltd

Rendering equipment & systems

GEA New Zealand

Robot Grippers & Actuators

Aurora Process Solutions
Autoline Automation
Cooltek Ltd
Machinetech Limited
Romheld Automation Pty Ltd

Rotary tables

Autoline Automation
Cooltek Ltd
Viniquip International Ltd

Rotary valves

Powder Systems and Services NZ Ltd
Spray Nozzle Engineering Ltd

Sausage equipment

Marel New Zealand Limited
Multivac New Zealand Ltd
NZ Food Innovation Network

Scales type and equipment

Marel New Zealand Limited
Thermo Fisher Scientific New Zealand Limited

Scrubbers

Camfil Ltd
Filtercorp International Limited
McIndoe Group Ltd

Seed counters

FF Instrumentation Ltd

Separators

Aurora Process Solutions
Camfil Ltd
GEA New Zealand

Sifters

Filtercorp International Limited

Slicing equipment & machinery

Marel New Zealand Limited
Multivac New Zealand Ltd

Smoke & smoking equipment

Multivac New Zealand Ltd

Snack food plant

Locker Group

Spray balls CIP

Spray Nozzle Engineering Ltd

Spray nozzles

Spray Nozzle Engineering Ltd

Sprayers & spray equipment

Advanced Maintenance Ltd
NZ Food Innovation Network
Spray Nozzle Engineering Ltd
XPO Exhibitions

Teflon products & coatings

ABD Group
Conveyor & Transmission Limited
Spray Nozzle Engineering Ltd
Supply Services Ltd
Transmission House Limited

Temperature controllers & monitors

EMC Industrial Group Ltd
Eurotec Ltd
Thermo Fisher Scientific New Zealand Limited

Thermocouples

EMC Industrial Group Ltd
Techspan Industrial Printing Systems Limited

Transducers

EMC Industrial Group Ltd
Machinotech Limited

Tube conveyors - disc

Aurora Process Solutions
Flexicon
Transmission House

Tube conveyors - vibratory

Powder Systems and Services NZ Ltd
Transmission House Limited

Turn conveyors

Conveyor & Transmission Limited

Ultra filtration

Camfil Ltd
NZ Food Innovation Network

Ultra low freezers

Thermo Fisher Scientific New Zealand Limited

Ultrasonic equipment

Techspan Industrial Printing Systems Limited

Valves

Waterworks Wholesale

Variable speed drives

ABD Group
Autoline Automation
Conveyor & Transmission Limited
Eurotec Ltd
Rockwell Automation NZ LTD
Transmission House Limited

Vats

Eurotec Ltd
FB*PROPAK

Vegetable processing equipment

Eriez Magnetics Pty Ltd
Locker Group

Vessel weighing

Autoline Automation
EMC Industrial Group Ltd

Vibrators & vibration equipment

Autoline Automation
Eriez Magnetics Pty Ltd
Transmission House Limited

Visual Inspection

Aurora Process Solutions

Volumetric fillers

Flexicon Corporation (Australia) Pty Ltd
NZ Food Innovation Network
Viniquip International Ltd

Washing equipment

Locker Group
Techspan Industrial Printing Systems Limited

Water filtration equipment

Della Toffola Pacific
FB*PROPAK
JdeR LTD
NZ Food Innovation Network
Wine and Beverage Systems Ltd

water heating

Cooltek Ltd
HRS Heat Exchangers
Machinotech Limited
NZ Food Innovation Network

Weighing equipment

Contour International
EMC Industrial Group Ltd
FF Instrumentation Ltd
Marel New Zealand Limited
Selpak
Thermo Fisher Scientific New Zealand Limited

TESTING

Air quality testing HVAC & IAQ

Camfil Ltd
Eurofin Technologies Australia Pty Ltd
Eurotec Ltd

Allergen testing

Eurofins NZ Laboratory Services
FF Instrumentation Ltd
Ngaio Diagnostics Ltd



Thermo Fisher Scientific New Zealand Limited

Analytical equipment & instrumentation

Bruker Pty Ltd
Eurofin Technologies Australia Pty Ltd
Eurotec Ltd
Merck NZ Ltd
NZ Food Innovation Network
Thermo Fisher Scientific New Zealand Limited

Analytical services

Eurofins NZ Laboratory Services
Eurofin Technologies Australia Pty Ltd
Gribbles Labnet
Merck NZ Ltd

Bacteriological testing

Camfil Ltd
Gribbles Labnet
Merck NZ Ltd
Ngaio Diagnostics Ltd
Thermo Fisher Scientific New Zealand Limited

Biotechnology

Eurofin Technologies Australia Pty Ltd

Calibration & services

Camfil Ltd
EMC Industrial Group Ltd
Eurotec Ltd
Thermo Fisher Scientific New Zealand Limited

Certification

APC Technology
Eriez Magnetics Pty Ltd
Gribbles Labnet

Chemical testing

Eurofins NZ Laboratory Services
Eurofin Technologies Australia Pty Ltd
Gribbles Labnet
NZ Food Innovation Network

Chlorine monitoring

EMC Industrial Group Ltd

CO2 monitors

Eurotec Ltd
FF Instrumentation Ltd
Merck NZ Ltd

Combustion efficiency analysers

Eurotec Ltd

Conductivity meters

EMC Industrial Group Ltd
Eurotec Ltd
FF Instrumentation Ltd

Containers liquid

Merck NZ Ltd

Culture media - chromogenic

Merck NZ Ltd
Ngaio Diagnostics Ltd

Dairy supplies

Ngaio Diagnostics Ltd

Data acquisition and recording

EMC Industrial Group Ltd
Eurotec Ltd
FF Instrumentation Ltd

Density meters

EMC Industrial Group Ltd
FF Instrumentation Ltd

Diagnostic reagents

Eurofin Technologies Australia Pty Ltd
Merck NZ Ltd
Ngaio Diagnostics Ltd

Dispensers

Eurofin Technologies Australia Pty Ltd
Merck NZ Ltd

Drug testing

Ngaio Diagnostics Ltd

EIA readers & washers

Ngaio Diagnostics Ltd

Electronic equipment & control

APC Technology
Bruker Pty Ltd
Rockwell Automation NZ LTD

Electronics - control systems

APC Technology

Electronics - test equipment

APC Technology

Equipment evaluation

APC Technology

Food analysis kits

Eurofins NZ Laboratory Services
Eurofin Technologies Australia Pty Ltd
FF Instrumentation Ltd
Merck NZ Ltd
Ngaio Diagnostics Ltd

Food safety and hygiene

Eriez Magnetics Pty Ltd
Gribbles Labnet
Merck NZ Ltd
Ngaio Diagnostics Ltd
Spray Nozzle Engineering Ltd
Wadding Solutions

FT-IR

Bruker Pty Ltd

FT-NIR

Bruker Pty Ltd
Gas analysis & detection
Eurotec Ltd
FF Instrumentation Ltd

Gas analysis & detection

Merck NZ Ltd

Gibso serum cell culture & microbiology

Merck NZ Ltd

Hazard identification & analysis

Merck NZ Ltd

HPLC

Merck NZ Ltd
Thermo Fisher Scientific New Zealand Limited

Humidity gauges & controls

Eurotec Ltd
FF Instrumentation Ltd

Hygiene evaluation/products

Eurofin Technologies Australia Pty Ltd
Merck NZ Ltd
Ngaio Diagnostics Ltd

Incubators

Merck NZ Ltd
Ngaio Diagnostics Ltd
Thermo Fisher Scientific New Zealand Limited

Inspection services

Eriez Magnetics Pty Ltd

Ion selective electrodes

EMC Industrial Group Ltd

Laboratory equipment & services

Bruker Pty Ltd
Eurofin Technologies Australia Pty Ltd
Merck NZ Ltd
Ngaio Diagnostics Ltd
Thermo Fisher Scientific New Zealand Limited

Leaks & leak testers

Machinotech Limited
Wadding Solutions

Level controls & gauges

EMC Industrial Group Ltd
Eurotec Ltd

Measurement & control

Bruker Pty Ltd
EMC Industrial Group Ltd
Eurotec Ltd

Measuring equipment

Eurotec Ltd
Merck NZ Ltd

Metal detection

Aurora Process Solutions
Eriez Magnetics Pty Ltd
Machinotech Limited
Marel New Zealand Limited
Multivac New Zealand Ltd

Microbiology

Eurofins NZ Laboratory Services
Eurofin Technologies Australia Pty Ltd
Gribbles Labnet
Merck NZ Ltd
Ngaio Diagnostics Ltd
NZ Food Innovation Network
Thermo Fisher Scientific New Zealand Limited

Microscopes

FF Instrumentation Ltd

Moisture meters/balances/analysers

Eurotec Ltd
FF Instrumentation Ltd
Thermo Fisher Scientific New Zealand Limited

Molecular biology

Eurofin Technologies Australia Pty Ltd
Merck NZ Ltd
Ngaio Diagnostics Ltd
Thermo Fisher Scientific New Zealand Limited

Monitoring equipment

Bruker Pty Ltd
Merck NZ Ltd
Thermo Fisher Scientific New Zealand Limited

NIR analysers

Bruker Pty Ltd
Eurofins NZ Laboratory Services
FF Instrumentation Ltd

Nitrogen & nitrogen analysers

Air Liquide New Zealand Ltd
EMC Industrial Group Ltd

Nutritional analysis

Gribbles Labnet

Open channel flow meters

EMC Industrial Group Ltd

Oxygen & oxygen analysers

Air Liquide New Zealand Ltd
FF Instrumentation Ltd

Package structure – analysis

FF Instrumentation Ltd

Panel meters

EMC Industrial Group Ltd

Pathogen test kits

Eurofin Technologies Australia Pty Ltd
Ngaio Diagnostics Ltd
Thermo Fisher Scientific New Zealand Limited

pH equipment

EMC Industrial Group Ltd
Eurotec Ltd
FF Instrumentation Ltd
Thermo Fisher Scientific New Zealand Limited

Polarimeters

FF Instrumentation Ltd

Protein & protein analysis

FF Instrumentation Ltd
Gribbles Labnet
Merck NZ Ltd

Pyrometers

Eurotec Ltd

Recorders

EMC Industrial Group Ltd
Eurotec Ltd

Refractometers

FF Instrumentation Ltd
Thermo Fisher Scientific New Zealand Limited

Research & development

Eurofin Technologies Australia Pty Ltd

Profile Products

Wadding Solutions

Residue testing

Eurofin Technologies Australia Pty Ltd
Ngaio Diagnostics Ltd

Sample collection

Ngaio Diagnostics Ltd

Samplers wastewater

EMC Industrial Group Ltd

Scientific equipment

Bruker Pty Ltd
FF Instrumentation Ltd
Ngaio Diagnostics Ltd
Thermo Fisher Scientific New Zealand Limited

Sensory evaluation

Eurofins NZ Laboratory Services

Temp. and humidity measurement

EMC Industrial Group Ltd
Eurotec Ltd

Texture analyser

FF Instrumentation Ltd
Thermo Fisher Scientific New Zealand Limited

Thermometers

Eurotec Ltd
FF Instrumentation Ltd
Thermo Fisher Scientific New Zealand Limited

Toxin test kits

Bruker Pty Ltd
Eurofin Technologies Australia Pty Ltd
Ngaio Diagnostics Ltd

Trace metal analysis

Gribbles Labnet

Turbidimeters

EMC Industrial Group Ltd
FF Instrumentation Ltd

Vacuum pumps test & service

Prime Pump Ltd

Vibration monitoring

Rockwell Automation NZ LTD

Viscometers

FF Instrumentation Ltd
Thermo Fisher Scientific New Zealand Limited

Wastewater bacteria cultures

Eurofins NZ Laboratory Services
Ngaio Diagnostics Ltd

Water activity monitoring

FF Instrumentation Ltd

Water quality testing

Eurofins NZ Laboratory Services
Eurofin Technologies Australia Pty Ltd
FF Instrumentation Ltd
Gribbles Labnet
Merck NZ Ltd
Ngaio Diagnostics Ltd

Wine testing

Bruker Pty Ltd
Eurofin Technologies Australia Pty Ltd
Ngaio Diagnostics Ltd
Thermo Fisher Scientific New Zealand Limited

X-ray equipment

Eriez Magnetics Pty Ltd
Food Processing Equipment (NZ) Pty Ltd
Marel New Zealand Limited
Multivac New Zealand Ltd

WINE TECHNOLOGY

Wine Equipment

Supply Services Ltd
Wine and Beverage Systems Ltd

Wine Labelling

Panther Limited
Wine and Beverage Systems Ltd
Wine software Solutions

Wine Testing

Eurofin Technologies Australia Pty Ltd
Ngaio Diagnostics Ltd
Wine and Beverage Systems Ltd

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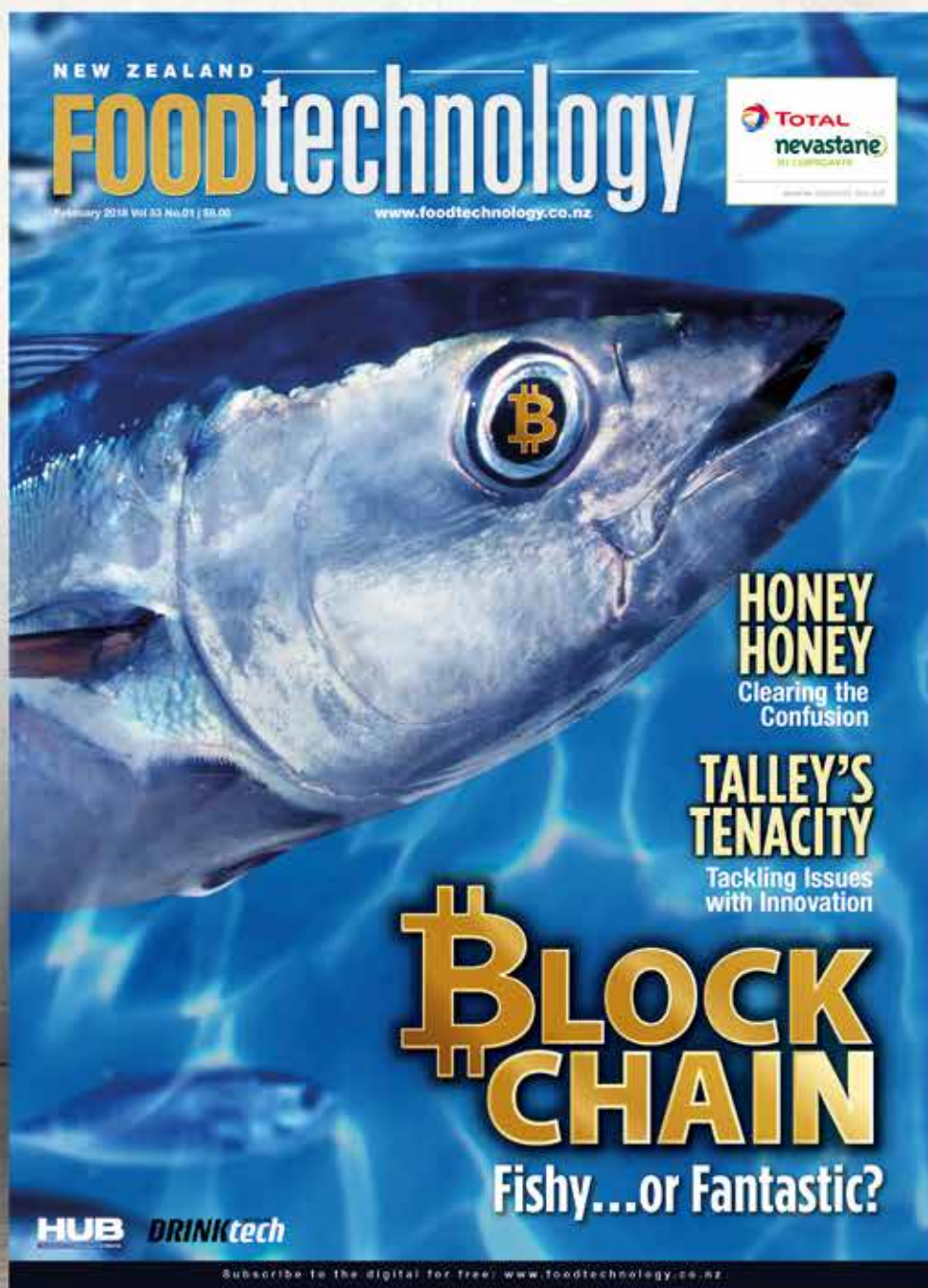
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