



Changes in Global Food Regulation and its Implementation on Us.

Sydney 2017

*Passion for Freshness.
Everyday. Everywhere.*

WHAT UNDERPINS OUR STRATEGY

OUR PURPOSE

*Passion for Freshness.
Everyday. Everywhere.*

OUR MISSION

Consistently delivering the highest quality fresh produce to the world, by empowering a customer-centred, collaborative and accountable culture that delivers sustainable growth.

OUR MINDSET

Grounded

We've grown because we've stayed true to our roots. We've been around since 1897, but our values are even older than that.

We're all about the basics; keeping it real, respecting everyone we come into contact with, and being at one with our community.

Resilient

Through life's ups and downs, we stay on track.

We get our hands dirty when we need to, bring bucket loads of determination to every task, and we're always up for a challenge. We're ready to evolve and adapt when needed.

Open

We're always eager to share our discoveries.

We welcome new ideas, listen and communicate with transparency and an open mind. We embrace different points of view and love working as part of a team.

Willing

We're always looking for ways to learn and try new things. In order to be the best, we can never afford to stand still.

That means being responsible, accountable and doing the right thing. It's our job to go above and beyond expectations.

OUR STRATEGIC PILLARS



Know that you're part of a global business within a global industry.
Work with our people around the world



Strengthen relationships with growers, suppliers, customers, consumers... and each other.



Strengthen key product categories
Focus on growth markets
Focus on growing our people

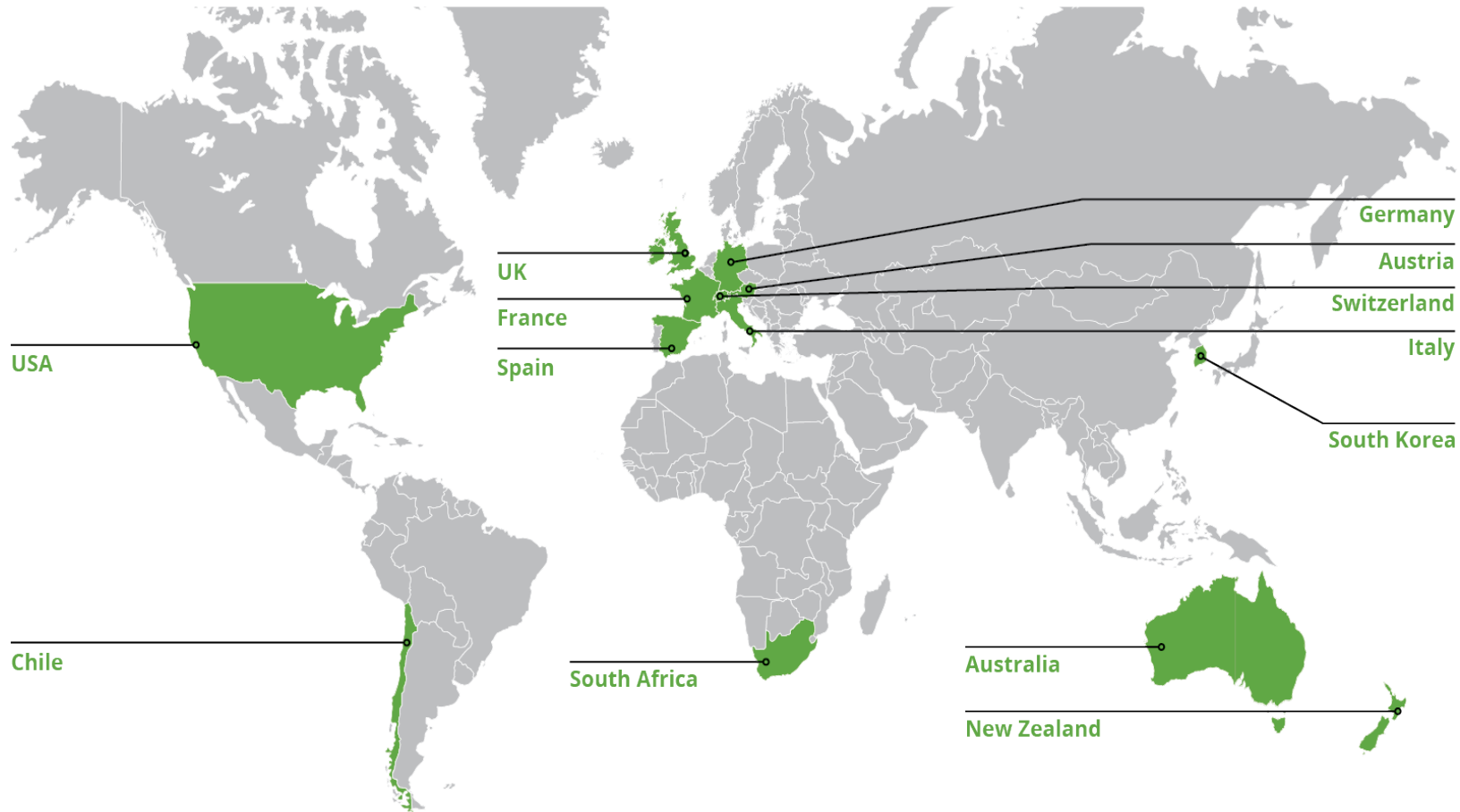


Commercialise superior varieties.
Build strong brands
Manage supply and create demand

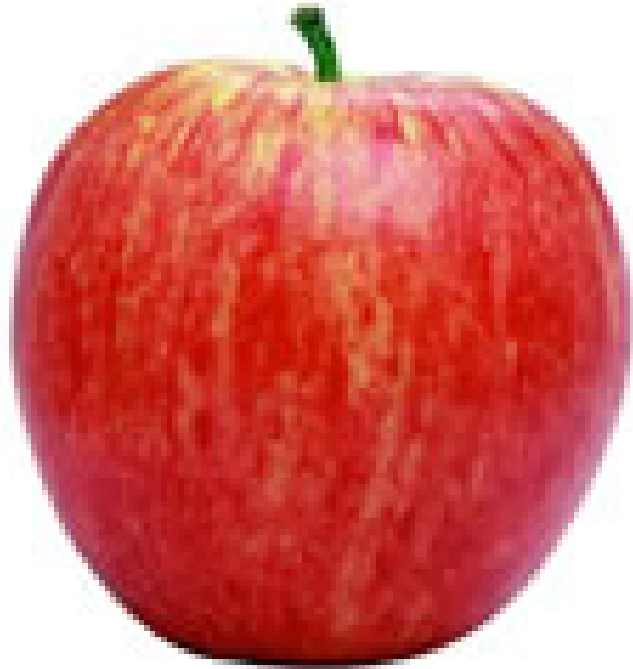


Be innovative, creative and competitive
Try new things
Maximise value

CROSS BORDER OPTIMISATION



MARKET ACCESS – ITS DEAD SIMPLE



- Remember this
 - Royal Gala
 - Grew it
 - Picked it
 - Packed it
 - Shipped it
 - Sold it
 - Ate it
- End of story
- Then this occurred





- 1990's –
 - all done by ENZA,
 - or didn't exist
- 2007 – 45+
- 2017 ramping up
 - MPI systems
 - BRC issue 7
 - Staff – Sedex GRASP
 - Food Act 2014 implementation
 - Chemical changes - MRL, Customer
 - Customer due diligence / contracts
 - Market access
 - H&S v recycling
 - Due diligence
 - MOSH and MOAH
- 2020 - things we have never heard of



Buying apples in New Zealand and
selling them off shore is an easy,
straightforward business.

Yeah Right.



- **Free Trade** Nathan Guy Minister for Primary Industries

- 42% target 90% 2030
- TPP - 36% worlds GDP
 - 12 partners (USA now gone so 11)
 - \$28b of trade already

- **NZ Government \$35m**

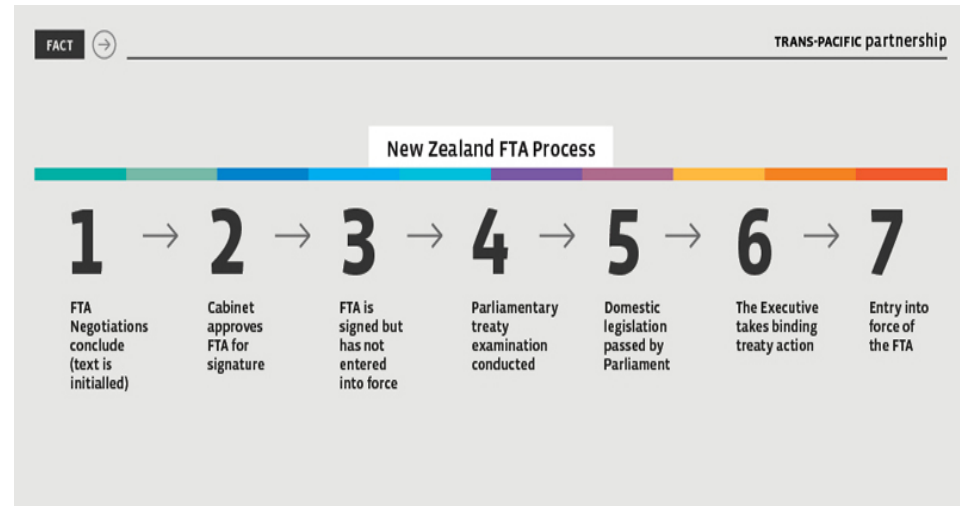
- Non Tariff barrier
 - Short and long term focus
 - Red tape, bureaucracy
- Economic Intelligence Unit
 - New niche market opportunities
- Hand Holding of exporters

- **MFAT** — listeria USA apples

- **Relationships**

- Julia, Barrack, John
- Research, visits
- Belgium MAF, Japan USDA BAPHIQ

- **Time**



CHALLENGES / OPPORTUNITIES

- Seven new pests a decade,
 - NZ island sanctuary
 - Tasmania sent us LBAM in 1891 actionable 17 of our export markets
 - Myrtle Rust – 6 plumes wind sent it over
 - Global saturation of pests!!!
- World population shift
 - 55% Asia, 25% Africa
 - Protocols
 - Enough food for 9m people.
- E Commerce
 - Cross border deliveries
 - Amazon ---- Whole Foods
 - The Fruit Box
 - China 11% fresh produce online, meat, fruit, wine
- Fresh replaced by snacks – Market access protocols



GET THINKING

“Daddy why do we have to eat it when we can just drink it?”

Take the barrier away

- codling moth
- science

Climate Change

- apples to banana's
- Rise temp sleeper pests



CHỨNG NHẬN TIÊU CHUẨN NHÀ VƯỜN

- Chứng nhận GLOBAL GAP
- Quy Trình Trồng Cây Ăn Trái Hợp Nhất (IFP)
- Nhật ký (sổ) ghi chép Thuốc Phun
- Kiểm tra chất lượng khi thu hoạch của ENZA.
- Thùng gỗ thu hoạch có thông tin truy xuất
- Bộ quy chuẩn chất lượng của T&G





LAWYERS

"An apple a day keeps the doctor away"

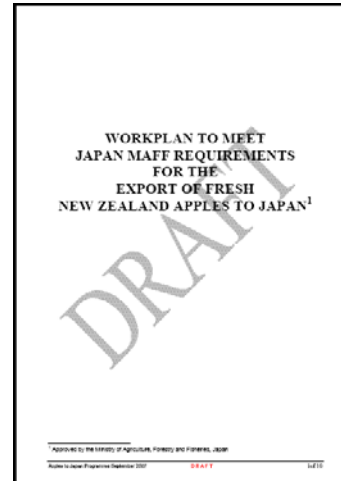
Flavonoids, found in apples, **may** reduce the risk of lung cancer by almost 50%.

A study published in the journal Food Chemistry found that **Granny Smith apples can prevent obesity**

Fruit and veg extends life expectancyThe latest research showing the health benefits of regular fruit and vegetable consumption **suggest** that eating your five a day can help to add at least three years to your life expectancy. **(Karolinska Institute, Stockholm 2013).**

AN EXAMPLE - JAPAN

- Previous protocol
 - Fireblight – WTO apple vector
 - Codling Moth – fumigation
 - Inspection, Packaging, Coolchain
- Last exports 2001
- New protocol 2007
- ENZA 2008
 - Toshi san 3 months
 - One container
 - The manuals
- 2014 pest change
- NZ verse Australia
 - 24 v 48 gm / m3
 - 25 day coolchain v none.
 - Annual audit v every fumigation



HARD EARNT, EASILY LOST

- Russia –
 - Monilia or officialdom
 - RSA, Argentina, New Zealand
- Oman – new banned chemicals
- Myanmar – import permit one month!
- The Trump effect
- Brexit –
 - 3 days of food
 - Boris needs us
 - October discussion once terms divorce agreed
- Food Fraud
- Counterfeit



Si/No. No. 0523862

PERMIT No. 3 KEPHIS/PIP/0001581

REPUBLIC OF KENYA
MINISTRY OF AGRICULTURE, LIVESTOCK AND FISHERIES
KENYA PLANT HEALTH INSPECTORATE SERVICE (KEPHIS)
PLANT IMPORTATION PERMIT
(Plant Protection Act Cap 324)

Date: 28 June, 2016

The importer must furnish the supplier with a copy of this import permit before plant material is dispatched.

*Permission is hereby granted to: FRESH AN JUICI LTD

of: 5669 - 00506, EMBAKASI - KENYA

to import from: T & G GLOBAL MT WELLINGTON AUCKLAND - NEW ZEALAND

the following: APPLE,

25000.00, KGS, Malus domestica,

subject to the following conditions:

- 1) All FRESH FRUITS, to be the produce of and grown in NEW ZEALAND
- 2) The consignment to be inspected on arrival and the importing authority reserves the right to treat, destroy or refuse the importation.
- 3) Plant or plants parts must be entirely free from soil, chaff and/or leaf mould.
- 4) Each consignment shall be accompanied by an original copy of this import permit and phytosanitary certificate (International model or its equivalent) from country of origin.

Additional Declarations:

i) *Anastrepha ludens* (Loew), *Bactrocera zonata* (Saunders), *Bactrocera tryoni* (Froggatt), *Anastrepha obliqua* (Macquart), *Rhagoletis cerasi* (Linnaeus) are known not to occur in the area of production.

ii) *Bactrocera dorsalis* (Hendell), does not occur in the area of production.

iii) All *Cydia pomonella* L. have been killed by appropriate treatment before dispatch.

NB: Details to be stated on Phytosanitary Certificate

Failure to furnish the required certificates may result in prohibition of entry of the plant materials.

5. Packaging the following materials must not be used: banana leaves, maize, rice, sorghum, palm, wheat straw soil or leaf mould. If any other plant residue is used as packaging material, the consignment must be accompanied by a certificate stating: all seeds, pathogens and insects have been killed before use of the material either by heating to 180°F / 83°C for ten minutes or by chemical treatment (N.B.: Details to be stated on the phytosanitary Certificate).

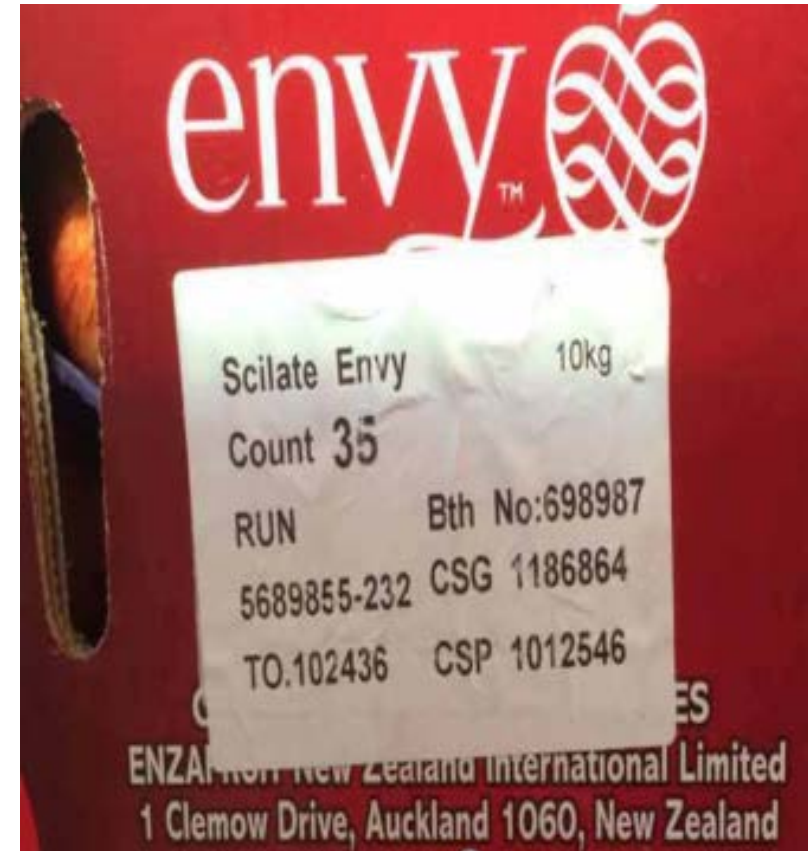
This permit is valid for six months from date of issue but may be cancelled at any time by the Director of Agriculture or by the officer issuing the permit on his behalf.

Official Stamp: JOSIAH SYANDA
(Signed)
Director of Agriculture

*Import of genetically modified material will require clearance from the National Biosafety Authority in compliance with the Biosafety Act

*The permission hereby granted is additional to any permission or licence required under any other law.

Full name and address of supplier to be stated.



“THE CHALLENGE”





**THANK YOU
DUNCAN.PARK@TANDG.GLOBAL**

