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## NZ Cold Storage Annual Conference

Theme: Cold Logistics Excellence: Optimising Efficiency, Performance and Sustainability



## **Programme Overview**

#### Sunday 11 August 2024

1pm – 5pm: Optional Activities\* 5.30pm – 8pm: Welcome Function & Networking

### Monday 12 August 2024 – Conference Day 1

From 8am:	Registrations open and arrival tea and coffee
4pm – 5pm:	AGM
6.30pm – 7pm:	Pre-Conference Dinner
From 7pm:	Conference Dinner
9am – 4pm:	Conference Sessions

## Tuesday 13 August 2024 – Conference Day 2

From 8.30am:Registrations open and arrival tea and coffee9am - 3pm:Conference Sessions3pm - 3.15pm:Trade show prize draws3.15pm:Conference Close

\* Optional Pre Conference Activities: Beer Tasting / Golf / Wine Tour

#### REGISTER ONLINE HERE







## **Connectivity Brings Clarity to Forklift Service Requirements** InfoLink Customer Support, Crown Equipment

With the rise and evolution of telematics and data analytics, companies are uncovering and utilizing data points that are helping them realize significant productivity and efficiency gains across the supply chain.

For instance, a wealth of data can be gathered from forklifts, acting as a sort of information hub for the warehouse. Companies are using telematic systems, such as Crown's InfoLink Operator and Fleet Management System (see link below), to capture such data. They then use the insight provided to better understand how forklifts are utilized and make informed decisions that help them achieve operational objectives.

#### Operator and Fleet Management system, click here.

Since the introduction of telematics to the warehouse, some have anticipated that predictive maintenance will eventually completely transform forklift service, though the industry hasn't yet reached this point. The good news is that the technology has advanced to a state where combined with data analytics, there are opportunities to be more proactive and take some of the mystery out of forklift service.

## PROACTIVE, CONNECTED MAINTENANCE INCREASES UPTIME

Many fleet managers struggle with the unpredictable nature of service and maintenance costs. It can be challenging for them to predict, prepare for and budget unforeseen maintenance issues.

Fortunately, telematics systems and monitoring devices are available today that can help enable a more proactive approach that brings a level of predictability to service timing and requirements.

Telematics users can do this by collecting a wealth of data on the health, performance and status of connected forklifts and batteries. Data analytics are then used to unlock the potential of all this information, which includes everything from lift truck event codes and impact alerts to planned maintenance and unexpected disruptions, providing a holistic insight into the vehicle's overall health. The goal is to better understand truck health and proactively schedule service support to maintain equipment uptime. Lift truck health can be defined by the time a vehicle's electronics function optimally without generating a significant event code.

It considers the elapsed time between the initial detection of a significant event code and the point at which the event code is resolved. While event codes do not always equate to equipment downtime, the less healthy a lift truck may be, the more likely downtime will occur. Lift truck health also considers the time the truck is unavailable to be used and / or not communicating with the telematics system.

Shorter time durations between each event and its resolution equates to a higher health rate and a healthier truck. A healthier truck usually means less downtime and lower service and maintenance costs. Another significant determinant of truck health can be how long the service issue goes unnoticed or unreported, delaying the service call and its ultimate fix.

For example, with a traditional reactive service approach, a forklift could develop a maintenance issue at 8am. It may not be documented, and service requested until the end of the nine-hour shift. If the tech arrives onsite that evening and is able to resolve the issue by midnight, the forklift was reported as unhealthy for 16 hours.

This means the forklift was not performing at optimal levels. With connected maintenance, through remote monitoring



![](_page_4_Picture_1.jpeg)

## **Connectivity Brings Clarity to Forklift Service Requirements** InfoLink Customer Support, Crown Equipment Continued

and proactive dispatch, the service request for a connected lift truck is no longer dependent on when the lift truck operator or warehouse manager identifies and reports the issue. This time, when the maintenance issue appears at 8am, the forklift sends a request, enabling the service provider to alert the customer's fleet manager so the dispatch of a service tech can be approved. The tech can arrive onsite and potentially resolve the issue that afternoon, reducing unhealthy hours by 50% or more.

## FIVE YEARS OF DATA MAKES THE CASE

While the example above illustrates the potential benefit, a growing amount of data proves the return on investment of the approach. In many cases, customers with five years of connected maintenance data have compared lift truck health before and after connected maintenance was initiated and documented significant results. On average, results have revealed more than a 20% improvement in lift truck health and with it, an increase in the amount of time the forklift operates without generating an alert.

Data has also indicated a significant reduction in event alerts when they are actively monitored. This is typically because alerts from monitored forklifts are reported more quickly and the corresponding issues are addressed. Users who monitor mean time to repair (MTTR) have also confirmed this improvement in response and resolution.

These results will only increase as connected maintenance continues to mature and machine learning and predictive maintenance are integrated into service and maintenance programs. In the meantime, telematics systems and data analytics enable fleet managers to bring greater predictability to forklift maintenance and enhance the performance and uptime of the fleet.

Source Reference: Collin Rush, Director of Crown Equipment.

![](_page_4_Picture_10.jpeg)

## **Radioshuttle - Built to Last**

Radioshuttle<sup>™</sup> has been operating in New Zealand since 1994 with many of these sites still operating today. A testament to the reliability and longevity of Radioshuttle<sup>™</sup>.

The latest model RS6.0 Radioshuttle<sup>™</sup> is the result of 30 years of evolution and continuous improvement, the next level in set and forget technology.

Radioshuttle<sup>™</sup> is moving 116,000 pallets every hour of every day, all around the world. In New Zealand we have an expanding footprint of new and existing clients converting cold stores from block stacking to Radioshuttle<sup>™</sup>.

Contact APC today to see how we can convert your space into business.

www.apcstoretech.co.nz | +64 22 708 7000

![](_page_4_Picture_17.jpeg)

![](_page_5_Picture_1.jpeg)

## **Efficient and Sustainable Predictive Maintenance**

Published Date: 7/4/2024

Poorly-maintained equipment and systems become inefficient, affecting quality and productivity and consequently costs. Organisations should therefore not focus on "fixing", but rather "preventing" the onset of abnormal functioning of individual units and systems, investing in **digitalisation** and **predictive maintenance.** 

The progressive growth in the use of IoT (Internet of Things) devices and applications now makes it possible to integrate devices into industrial and commercial networks for continuous monitoring of unit and system operating status. Such continuous monitoring, supported by dedicated platforms (either cloud solutions or installed directly in the customer's network), allows the acquisition and collection of large amounts of data, which can then be processed and analysed to improve maintenance operations.

A further step forward is possible through the availability of analytical tools, based on artificial intelligence technologies. These can define predictive algorithms that provide useful information for optimising unit operating modes and settings (configured during commissioning), avoiding malfunctions and planning maintenance more efficiently, with replacements and repairs carried out exactly where and when they are needed. In addition to focusing on identifying problems, these solutions can also reveal the causes of the problems and predict any deviations, failures or unit downtime that may occur should the observed anomaly persist.

This is the basis of predictive maintenance, a concept that has come to the fore recent years. Predictive maintenance is a strategy that uses data analysis and real-time monitoring to predict faults and anomalies in units and systems.

## HOW IS A PREDICTIVE MAINTENANCE SYSTEM DEVELOPED?

The development of a predictive maintenance system based on IoT and AI/ML technologies is typically managed as follows:

- Identification of the most critical components and assets that need to be carefully and constantly monitored;
- Creation of a database to bring together all the information from the units and systems (historical data, technical specifications...);
- Development of an information analysis model, based on the characteristics of the unit and the manufacturer's instructions, as well as on the main malfunctions that have previously occurred;
- Development of reference threshold values that the analysis system will take into account when identifying anomalies and use to create specific alarms and warnings for technical personnel;
- Processing of the available data to evaluate the remaining period of operation (useful working life of the component / unit), so as to be able to act before an anomaly becomes a breakdown and causes system downtime;
- Management of remote and field service.

To develop this type of system, **organisations need to invest in training their personnel.** The latter must in fact be able to manage the data provided by the predictive algorithms and make the right decisions in order to deliver the maintenance service.

## WHAT ARE THE BENEFITS?

The investments required to create a predictive maintenance solution will bring organisations the following benefits:

- Optimised system management and extended component and asset **life cycle**;
- Lower costs for planned and unscheduled maintenance by preventing deviations and reducing faults and system downtime (downtime generates huge costs, in addition the time needed to identify the cause of the fault), reducing the costs and complexity of repairs, and saving travel / labour time;

![](_page_6_Picture_1.jpeg)

## **Efficient and Sustainable Predictive Maintenance Continued**

- · Continuous monitoring of system health status;
- Reduced energy consumption.

Another important aspect to note is that these analysis and maintenance systems are closely linked to the issues of environmental impact and sustainability, currently a hot topic and part of the UN Agenda for 2030. Predictive maintenance is indeed a factor that enables the sustainability of organisations, as it allows them to:

- Reduce energy waste, contributing to a reduction in CO<sub>2</sub> emissions;
- Increase the efficiency of systems, guarantee the integrity of assets and extend the useful life of machinery and components;
- Reduce personnel travel, thus significantly minimising the related carbon footprint;
- Improve the management of human resources, avoiding the need to work in emergency situations or under stress;
- Improve safety by preventing accidents that may cause environmental damage.

## NOT JUST INDUSTRIAL APPLICATIONS

The predictive maintenance approach is in demand not only in the industrial sector, but also in the commercial sector, for example in smart building management and refrigeration.

In building management, the use of predictive models not only reduces maintenance costs, but can also improve the safety and **comfort** of building occupants. For example, room sensors can measure specific parameters (humidity, temperature,  $CO_2$ ) to monitor indoor air quality and prevent problems (mould, stains), guaranteeing a healthy environment for occupants.

In commercial refrigeration, special mention must be made of food retail, where correct refrigeration system maintenance is an aspect that primarily affects the continuity of refrigeration performance and efficiency, but above all guarantees the quality of product preservation and a lower carbon footprint due to a reduction in both energy consumption and **food waste**.

## CONCLUSIONS

Predictive maintenance uses advanced sensors and algorithms to continuously monitor the status of units and systems, predicting failures before they occur and allowing targeted maintenance to be scheduled. This reduces breakdowns and unexpected downtime, and increases the efficiency and working life of systems and equipment. In terms of sustainability, predictive maintenance reduces the waste generated due to spare parts and decommissioned equipment.

Furthermore, by avoiding failures that could lead to leakages or spills of hazardous substances, this type of maintenance helps ensure a cleaner environment and reduce the risk of pollution. Ultimately, a predictive maintenance system not only improves the operating efficiency of systems and equipment, but also helps **create a more sustainable environment**, minimising the environmental impact of maintenance and of both manufacturing and commercial businesses..

Read the complete blog, click here.

![](_page_6_Picture_20.jpeg)

![](_page_7_Picture_1.jpeg)

## **Elevating Concrete Flooring with Innovation and Precision**

## **INNOVATIVE EDGE PROTECTION**

Danley<sup>™</sup> WavePlate<sup>™</sup> offers an elegant and innovative solution for edge protection in concrete floors. Quality construction begins from the ground up, asserts Brent Walker of Zeal Construction. Specializing in the light commercial and industrial sectors, Zeal Construction recently completed a large warehouse project in Christchurch, NZ, for building materials supplier PSP, utilizing Danley<sup>™</sup>s WavePlate<sup>™</sup> ArmourMate<sup>™</sup> for edge protection.

The project encompassed a 2800m<sup>3</sup> warehouse and a 500m<sup>3</sup> office. Walker, the site manager, emphasized that "WavePlate™ was critical to the success of the build," highlighting its support for MHE up to a 20mm joint gap width. He added, "If you don't have a good floor, you don't have a good warehouse." A good product combined with quality craftsmanship ensures client satisfaction and sets Zeal Construction apart from the competition.

## **A HAPPY CLIENT**

Bertie Botha, one of the directors at Zeal Construction, values innovation and constantly seeks ways to enhance their offerings. This commitment to excellence led to the decision to use WavePlate™ for this project. Botha explained, "If there's a new product that fits our client's needs, we will introduce it." After the success of this project, Zeal plans to incorporate WavePlate™ in future endeavors. He stressed the importance of providing buildings with longevity, ensuring they remain fit for purpose for 50 to 100 years.

## HOW THE PRODUCT WORKS

Danley<sup>™</sup> Market Development Manager, Mena Burjony, praised concrete as a versatile building material. "We love concrete," she said. "It's adaptable for many uses. However, due to wear and tear, concrete joints often experience spalling, chipping, and deterioration." WavePlate<sup>™</sup> addresses these issues with its wave technology and cover plate design. Burjony explained, "It provides a smooth transition over the joint, encapsulating the gap and preventing debris accumulation and joint failure." WavePlate<sup>™</sup> comes in 2.1-meter lengths, is modular, and suits slab depths from 145 to 245mm. It is compatible with various floor types and accommodates joint openings up to 20mm.Onsite Service

## THE SMOOTH SOLUTION

Ryan Rogers, Danley<sup>™</sup> Sales Manager, described how WavePlate<sup>™</sup> enhances the user experience. "Traditional joint systems cause a loud bang when wheels cross them, damaging the floor, vehicle, and rider. WavePlate<sup>™</sup> ensures a smooth transition by supporting wheels at three points of contact," he explained. The primary benefit is building longevity, as the product prevents the degradation caused by constant wheel impact. For 24/7 operation warehouses, minimizing downtime is crucial, and WavePlate<sup>™</sup> protects their assets now and in the future.

## **ONSITE SERVICE**

Walker was impressed by Danley<sup>™</sup>s onsite support during installation. "Having Danley<sup>™</sup> staff from Australia and Auckland assist with setup and installation showed their commitment

To their product and its proper implementation," he said. He praised the user-friendliness and aesthetic appeal of the WavePlate<sup>™</sup> system, noting its pleasing wave design

### To learn more about Danley WavePlate, click here.

![](_page_7_Picture_17.jpeg)

![](_page_8_Picture_1.jpeg)

## **Electricity Bills are Not Your Favorite Mail to Receive**

Costs are not going down, and even though more renewable generation plants are coming over the next 3 years, the energy demand is also rising, gas supply issues and dry years keep putting pressure on New Zealand's overall generation targets.

The Utility Company is one of NZ's leading energy management specialists, and manage pricing, procurement, and other options, to help you sleep easier knowing you're on the best rates and set up for a sustainable future.

#### **Electricity & Natural Gas**

With 30-40 current electricity and natural gas retailers, how do you know you're on the best deal out there? Not many people have the time to negotiate with each business team, to work out the best current deals. TUC make this process easy, with no obligation free assessments, best market rates, and provide hassle-free switching, monthly auditing, and manage contract renewals for our 7000+ strong commercial client database.

#### LED LIGHTING

Changing existing lighting to LED uses less power. For example, an incandescent light that normally consumes 60W can be reduced to consumption of 6W by its LED equivalent. It's simple mathematics – Reduced power = Reduced costs!

Our quality LEDs have an expected lifespan of 50,000+ hours. Incandescent bulbs have a lifespan of approx. 1,000 hours and compact fluorescent approximately 8,000 – 10,000 hours.

We provide free commercial audits nationwide

#### SOLAR

New Zealand has almost 300 solar installers, so it can seem a little daunting knowing who to choose. TUC work with a trusted provider, who work with our retailers to provide accurate, understandable quotes, and custom-built systems.

Their user-friendly app runs off NIWA data, giving you accurate information on weather patterns, when to use, when to store, and more. They also have after-market cleaning and servicing options, (normal dust and dirt can lower usage slightly, however lichen buildup blocks much more, so it literally pays to maintain your existing system) to give you a true indication on how your current system is performing, if you feel your payback isn't what you were promised.

### THE UTILITY COMPANY, CONTACT US

Freephone: 0800 488 454 Electricity & Natural Gas: Gerard, 021 991 779 LED Lighting & Solar: Mike, 027 919 1922 Email: enquiries@theutilitycompany.co.nz

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The

Company

![](_page_9_Picture_1.jpeg)

## Health and Safety Reform

The Health and Safety at Work Act 2015 is now nearly 10 years old. It's timely to assess how well the work health and safety system is working.

## WHAT IS THE WORK HEALTH AND SAFETY REGULATORY SYSTEM

## WHAT IS A REGULATORY SYSTEM?

Regulation isn't just about the law. Parliament passes laws, but to achieve Parliament's intended outcomes, government agencies and other organisations need to deliver services and make sure people follow the rules. The laws, rules, agencies, organisations, and their practices are collectively known as a 'regulatory system.'

The work health and safety regulatory system is made up of the:

- Health and Safety at Work Act 2015.
- Supporting regulations, safe work instruments, standards, approved codes of practice, and guidance that sit under the HSW Act.
- Regulators that implement the law and support people to comply through engagement, enforcement, and standard setting.
- People and organisations authorised by the regulator or regulations to certify or licence businesses for high-risk work and activities.

See diagram, next page.

## WHAT WE ARE AIMING TO ACHIEVE

We want to ensure that the work health and safety regulatory system is working as intended. This means that it protects people from harm, in a way that is:

- Clear
- Effective
- Flexible and durable
- Proportionate to the risks, and
- Balancing risks with costs.

## WHAT WE ARE CURRENTLY WORKING ON

- We are seeking people's feedback on the work health and safety regulatory system.
- We want to hear about your experiences with New Zealand's work health and safety regulatory system, how you think it's working now, and what you think should change.
- Your feedback will inform our advice to Ministers on improvements we could make to the work health and safety system.
- Go to the Have Your Say page on work health and safety to read more about this consultation and how to be involved.

Have your say, click here.

## **BACKGROUND DOCUMENTS**

## Areas for work health and safety reform: approval to consult. Published: 5 Jul 2024

Cabinet paper seeking approval to consult on areas for work health and safety reform.

#### Click here.

## Areas for work health and safety reform: approval to consult – Minute of Decision. Published: 5 Jul 2024

Cabinet approval to consult on areas for work health and safety reform.

#### Click here.

### HOW WE WANT TO WORK

We'll be consulting with workers, businesses, and the public as this work progresses. We'll take a considered approach to evidence and identifying the problems in collaboration with our stakeholders.

We want your experiences and insights to develop new perspectives and solutions. We want to make sure we have a strong and informed evidence base so that any regulatory proposals are practical, robust and take the needs of affected businesses and individuals into account.

![](_page_10_Picture_1.jpeg)

## Health and Safety Reform Continued

## HOW YOU CAN BE INVOLVED

Go to the Have your say page to see what consultations we have open for health and safety. If you'd like to be involved or otherwise kept informed about our work, you can join our mailing list. We'll only email you occasionally, and you can unsubscribe at any time.

## **OUR CONSULTATIONS**

View all Health and Safety open consultations, <u>click here</u>. View all Health and Safety <u>closed</u> consultation, <u>click here</u>.

### **DIAGRAM DESCRIPTION**

The infographic shows the key components of the work health and safety regulatory system. In the centre is a diagram showing the duty holders. On the left-hand side is a pyramid diagram showing the different elements of work health and safety law. On the right-hand side is a diagram showing parties with regulatory functions.

An arrow is pointing from the law diagram to the duty holders diagram, and from the regulatory functions diagram to the duty holders diagram. This shows the centrality of duty holders in the regulatory system.

#### Law

The key components of the law are shown in a pyramid with 5 levels. Starting at the top of the pyramid and going down each level, the components are:

- Guidance, standards, and information
- Health and Safety at Work Act

The diagram shows that the Health and Safety at Work Act, regulations, and safe work instruments are mandatory.

The diagram also shows that the approved codes of practice and guidance, standards, and information can be used in court as evidence of compliance.

The purpose of the Health and Safety at Work Act is below the pyramid: To provide for a balanced framework to secure the health and safety of workers and workplaces.

## **Duty Holders**

The diagram consists of 4 squares. Starting at the top left and going clockwise, the content of the squares is:

- PCBU (e.g. business or organisation)
- Workers (employees, volunteers)
- Others at a workplace (eg visitors)
- Officers (eg director or chief executive)

### **Regulatory Functions**

This diagram contains the parties with regulatory functions. From top to bottom, they are:

- Ministry of Business, Innovation and Employment (MBIE).
- Regulators: WorkSafe New Zealand, Civil Aviation Authority, Maritime New Zealand.
- Third parties (eg compliance certifiers, inspection bodies).

![](_page_10_Figure_28.jpeg)

Law

![](_page_11_Picture_1.jpeg)

## **Border Processing Levies**

Proposals for levy period starting on 1 December 2024

Closing Date: 09 August, 2024 Contact: NZ Customs Service Email: consultingonfeesandlevies@customs.govt.nz

## HAVE YOUR SAY

The Ministry for Primary Industries (MPI) and the New Zealand Customs Service (NZ Customs) are consulting on options to reset the Border Processing Levy. The levy is set to recover the costs associated with clearing international travellers on their arrival to and departure from New Zealand. Note, MPI's levies only pertain to arriving international travellers.

Your feedback is sought on the 6 proposed levy rates. A summary table of the proposed levy rates is on this page of the MPI Website

#### See the summary table of Proposed Levy Rates below.

Full details about the proposals, the consultation document, and instructions for making a submission are on the NZ Customs' website.

### Border Processing Levy Consultation, NZ Customs, click here.

There is also a proposal to change the start of the next levy period to 1 July 2027.

## MAKING YOUR SUBMISSION

**Email** your submission by 5pm on 9 August 2024 to: consultingonfeesandlevies@customs.govt.nz

You can also send your submission by **post** to:

#### Consultation: Recovering the costs of border processing services New Zealand Customs Service PO Box 2218 Wellington 6140.

Further Details, NZ Customs website, click here.

## SUBMISSIONS ARE PUBLIC INFORMATION

Note that all, part, or a summary of your submission may be published on this website. Most often this happens when we issue a document that reviews the submissions received.

People can also ask for copies of submissions under the Official Information Act 1982 (OIA). The OIA says we must make the content of submissions available unless we have good reason for withholding it. Those reasons are detailed in sections 6 and 9 of the OIA.

If you think there are grounds to withhold specific information from publication, make this clear in your submission or contact us. Reasons may include that it discloses commercially sensitive or personal information. However, any decision MPI makes to withhold details can be reviewed by the Ombudsman, who may direct us to release it.

### Official Information Act 1982 - NZ Legislation, click here.

Source Reference: Ministry for Primary Industries | Manatū Ahu Matua

LEVY	CURRENT RATES	PROPOSED RATES	CURRENT CAP	PROPOSED CAP		
NZ CUSTOMS' BORDER PROCESSING LEVY CHARGES						
All arriving air and sea travellers (non-cruise)	\$16.59	\$14.17	\$17.42	\$15.91		
Arriving cruise ship travellers	\$11.48	\$21.54	\$16.44	\$22.61		
All departing air and sea travellers (non-cruise)	\$4.52	\$3.45	\$4.75	\$3.66		
Departing cruise ship travellers	\$4.55	\$2.31	\$5.97	\$3.71		
MPI'S BORDER PROCESSING LEVY CHARGES						
All arriving air and sea travellers (non-cruise)	\$16.92	\$16.92	\$17.77	\$17.77		
Arriving cruise ship travellers	\$10.58	\$10.58	\$11.11	\$11.11		

![](_page_12_Picture_1.jpeg)

![](_page_12_Picture_2.jpeg)

![](_page_12_Picture_3.jpeg)

## **RWTA – Discretionary Mutual Fund (DMF)** June 2024 Update

The RWTA is pleased to advise that Stage 1 of establishing the long awaited DMF for the Cold Chain Industry has been met to save companies on the ever-increasing insurance costs being imposed.

The minimum benchmark needed has been surpassed to proceed. We believe that the DMF will likely be operative prior Christmas, 2024. The DMF is a solution to help stabilise year-on-year premiums for our Members and to offer savings on Property and Liability insurance.

If you are keen to save money on Insurance and have not yet applied, you can provide the following information to our partner, Benjmain & Benjmain Insurance Group:

- 1. Detailed claims information for the last five years, and
- 2. Copies of current Property (ISR) and Liability insurance policies.

**NOTE:** A Mutual NDA can be executed to provide comfort re: the confidentiality of information provided.

For further information, or to answer any questions, please contact:

Richard Cholewick: Benjamin & Benjmain Phone: +61 499 038 566

Email: richard@benjamin-ig.com.au

![](_page_12_Picture_14.jpeg)

![](_page_13_Picture_1.jpeg)

## Red Meat Report – Global Trade

## MARKET UPDATE

Market conditions remain challenging as global economies grapple with the monetary policy shocks and inflationary pressures triggered by the Covid-19 pandemic. The record-breaking prices of 2021 and 2022 have returned to pre-Covid levels.

In China, a key market for New Zealand red meat, there were significant challenges. Weak economic conditions led to cautious consumer spending, and increased competition from new suppliers like Brazil and Uruguay further strained the market.

However, this softness in China was partially offset by steady or rising demand from other markets, highlighting the importance of New Zealand's diversified export strategy.

Demand for beef in the United States has been particularly robust, with exports up by 11 percent to \$658 million in the first quarter. The recently ratified UK free trade agreement also eased trade friction, boosting exports to the UK by 44 percent to \$126 million in the same period.

Sheepmeat prices continued to decline, falling five percent in the first quarter despite a three percent rise in export volume to 119,244 tonnes. In contrast, beef export earnings remained steady at \$1.08 billion.

The softness in sheepmeat prices is attributed to its status as a luxury good, which reduces demand during tough economic times. Additionally, the ongoing destocking of flocks in Australia due to dry conditions has further pressured prices. Given that New Zealand and Australia dominate the global market for high-quality sheepmeat, any significant production changes in either country have a substantial impact on prices.

MIA's outlook for the rest of the year suggests that red meat export demand will continue to be influenced by macroeconomic forces. It's encouraging to see interest rates decline in key markets, indicating that central banks are managing inflation. However, China's much-anticipated post-Covid recovery remains the crucial factor to monitor.

## NZ CHINA COUNCIL SUSTAINABLE PROTEIN STUDY TOUR

China's significance to New Zealand's red meat sector makes it the MIA's most closely monitored market. The dynamic consumer environment in China is of particular interest to processors and exporters.

To gain a deeper understanding of China's approach to sustainability and its impact on food production and consumption, MIA Trade and Policy Manager Ashlin Chand joined the New Zealand-China Council Sustainable Protein delegation. This study tour provided a platform to engage directly with Chinese government officials, researchers, businesses in the novel proteins sector and New Zealand representatives in China.

The findings reveal a complex landscape for red meat producers. In China, "sustainability" encompasses environmental issues, climate, food security, and livelihoods. For Chinese consumers, sustainability is not the primary driver of purchasing decisions: factors like quality, safety, nutrition, and price are more influential. While Chinese authorities are increasingly emphasising sustainability, their primary focus remains on food security, ensuring access to a diverse food supply, nutrition, and reducing food waste.

Alternative proteins, such as cell-based meat, are gaining attention, yet tofu remains the dominant meat substitute due to its long-standing cultural significance.

New Zealand's red meat enjoys a positive reputation in China, particularly for its sustainability, health benefits, quality, and safety. To maintain a competitive edge, New Zealand must leverage this strong reputation as other competitors rapidly advance.

Reference: Meat Report, Issue 8

![](_page_13_Picture_18.jpeg)

![](_page_14_Picture_1.jpeg)

## Market Intelligence Report

## July 2024

## CHINA: AN ECONOMY OF TWO SPEEDS

The latest report from the New Zealand Embassy in Beijing examines China's economic performance in 2024 and unpacks what's driving it. The report considers the robust performance of China's manufacturing and exports against the slower consumption and property market sectors. How China plans to address its stalling property market, trade tensions, and foreign direct investment are covered. The report also looks at data for New Zealand exports to China in daty, infant formula, meat, forestry, fruit, seafood, wine, and services.

Latest report from the NZ Embassy Beijing, <u>click here</u>.

![](_page_14_Picture_8.jpeg)

## **USDA Announces Investments to Strengthen American Food Supply Chains**

On July 11th, Secretary of Agriculture Tom Vilsack announced a series of investments aimed at bolstering American food supply chains and enhancing meat and poultry processing capacity across the nation. These initiatives, funded under the American Rescue Plan, are designed to create new economic opportunities for producers while reducing food costs for consumers.

Under the Meat and Poultry Processing Expansion Program (MPPEP), USDA is partnering with the New Hampshire Community Loan Fund to allocate over \$83 million in grants to 24 independent processors across 15 states. This funding will support the construction of new processing facilities, generate hundreds of jobs, and facilitate better market access for local producers. Additionally, USDA's Rural Development is distributing 59 awards totaling more than \$291.4 million through MPPEP, underscoring the program's commitment to enhancing food supply chain resilience.

USDA also announced \$26.9 million in grants across 33 projects in 23 states through the Local Meat Capacity (Local MCap) grant program. This funding will support both equipment upgrades and processing expansions within the meat and poultry industry. Projects range from converting existing facilities for dual use to acquiring new processing equipment, aimed at increasing local processing capacity and benefiting small family farms. For more details and a full list of awarded projects, see the link below.

#### Source Reference: Global Cold Chain Alliance

USDA's Agricultural Marketing Service (AMS) Local MCap web page, <u>click here</u>.

![](_page_15_Picture_1.jpeg)

## Hyland: Why Supplier Collaboration Platforms are 'Essential'

Al Crouse, sales lead for transportation, logistics and supply chain at Hyland, discusses the growing importance of supplier collaboration platforms

Supplier collaboration platforms provide capabilities that not only help organisations overcome challenges, but improve their ability to manage supply chain operations in the future.

Al Crouse, who leads sales within the transportation, logistics and supply chain vertical at Hyland, discusses why these solutions have become crucial in today's supply chain environment.

### Tell us a bit about Hyland and its main activities

Hyland is a leading provider of intelligent enterprise content solutions, designed to empower organisations to optimise their operations and make informed decisions. By leveraging advanced technologies such as AI and machine learning, Hyland enables customers to streamline processes, enhance productivity and deliver better experiences to the people they serve.

Our solutions are tailored to various industries, including healthcare, financial services and education. In the supply chain space, we automate and enhance processes like bills of lading and accounts payable solutions for freight and brokerage transactions. This automation not only increases efficiency, but also reduces errors and accelerates transaction times.

At Hyland, we empower our customers to transform their content management and workflow processes, driving innovation and excellence in every aspect of their operations. With a focus on continuous improvement and customer satisfaction, we aim to be a trusted partner in our clients' journey towards digital innovation.

## How crucial are supplier collaboration platforms in the context of today's supply chain environment?

They're essential. The complex, fast-paced nature of the modern supply chain demands seamless communication and coordination between transportation companies and their web of suppliers, with a centralised system capable of managing digital documentation – including capture, workflow and vendor masters – ensuring efficiency and accuracy.

These platforms play a critical role in driving operational efficiency and accuracy. By automating and streamlining document-related processes, supplier collaboration platforms help organisations accelerate processing times, reduce manual errors and improve overall productivity. That performance hike will go a long way towards fostering stronger, more transparent relationships with suppliers – which, in turn, helps to resolve issues faster and align on shared goals, improving performance. Success is cyclical.

The supply chain landscape is becoming increasingly competitive, so that cycle is hugely important. By leveraging supplier collaboration platforms, organisations can ensure their supply chain operations are robust, resilient and ready to meet any challenge they're confronted with.

## What benefits are supplier collaboration platforms bringing to the supply chain function?

For starters, supplier collaboration platforms deliver transparent and efficient communication between suppliers and customers. Both parties can establish a clear understanding of the data being exchanged, which is crucial for maintaining accuracy and accountability.

Another significant benefit is increased efficiency. Such platforms can automate routine tasks such as order processing invoicing and payment reconciliation, reducing manual workload and human error. These streamlined workflows enable faster turnaround times and improve productivity across the supply chain – and when augmented with AI, can make informed, context-driven decisions.

Supplier collaboration platforms also provide enhanced data visibility and real-time updates, enabling organisations to respond promptly to any issues or changes in the supply chain. Such responsiveness helps boost productivity and meet customer expectations in today's fastpaced market.

![](_page_16_Picture_1.jpeg)

## Hyland: Why Supplier Collaboration Platforms are 'Essential'

### How do supplier collaboration platforms help companies prepare for the kinds of supply chain disruptions we've seen in recent years?

Supplier collaboration platforms play a central role in preparing companies for supply chain disruptions by fostering a more collaborative and responsive environment. Being able to coordinate a response is fundamental to any disruption and the immediate exchange of information can transform that process.

This marks a significant transition to a more partnershiporiented approach, wherein both parties can leverage each other's strengths and insight to deliver innovative solutions to complex problems. These platforms can also serve as a hub sharing best practices and lessons learned, enhancing the overall supply chain network.

When integrated into supplier collaboration platforms, advanced data analytics and AI-driven predictive insights are powerful tools for taming the complexities of modern supply chains. These platforms collect and analyse vast amounts of data from various sources, fuelling predictive analytics systems that can identify patterns and trends to forewarn against potential disruptions.

Greater insights on supplier performance, market conditions and geopolitical factors can all be mined, allowing companies to pre-empt potential supply shortages, outages or delays and take precautionary measures.

![](_page_16_Picture_8.jpeg)

The comprehensive trend analysis that some platforms facilitate allow businesses to better understand evolving market dynamics and fluctuations in demand. These organisations can again benefit from richer context to their business decision-making and adjust their supply chain strategies proactively. By harnessing predictive insights and trend analysis, organisations can move away from being reactive to disruptions and towards having the foresight to mitigate risks and capitalise on opportunities.

## How is Hyland using supplier collaboration platforms to enhance business outcomes?

A big focus at Hyland is the digitisation of documents and workflows. Our customers rely on supplier collaboration platforms to ensure quick access to critical data and information and to convey that information to others.

Digitising documents cuts down the reams of inefficiency inherent in paper-based processes and systems, minimising exposure to human error and ensuring that everyone in an organisation shares the same frame of reference. Not only does it reduce the risk of errors and delays, but also ensures that everyone has real-time access to accurate information. Our solutions facilitate data exchange between suppliers and customers, which results in transparent and efficient communication.

The automated workflows available through our platforms are a great example of how our customers use our solutions to enhance business outcomes. These workflows offer a fast track through processes like order management, invoicing and compliance checks – ensuring tasks are completed promptly and accurately.

Our supplier collaboration platforms also provide robust data analytics capabilities, which allows businesses to gain valuable insights into their operations, identify areas for improvement, and implement data-driven strategies to optimise their supply chain performance. By leveraging these insights, companies can enhance their operational efficiency, reduce costs and improve customer satisfaction.

Reference: Tom Chapman, Supply Chain Digital

![](_page_17_Picture_1.jpeg)

## COST-EFFECTIVE REFRIGERATION WORKSHOP

A five day teaching workshop to upgrade your refrigeration and heat pump knowledge

## WHERE

The Centre for Postharvest and Refrigeration Research at Massey University, Palmerston North

## WHEN

## September 2nd to 6th 2024 (Monday to Friday)

This is the 30th offering of this workshop which continues to be demanded by the food and refrigeration industries. Over the five days we'll discuss the technical, commercial and environmental aspects of refrigeration and heat pumping. We hope that this course will be of interest to you or your staff and we welcome your attendance.

This is the workshop for you if you are part of the following industries:

- Businesses using industrial refrigeration equipment
- Refrigeration system designers and contractors
- Suppliers of industrial and large commercial refrigeration equipment
- Energy suppliers, consultants and researchers

We'll cover both the design and operation of refrigeration systems and refrigerated applications, as well as heat pumping for process heating, and how environmental policy, legislation and regulations impact the refrigeration and food industries.

An optional fifth day is offered this year, where the focus will be using calculation methods provided via spreadsheets.

![](_page_17_Picture_16.jpeg)

![](_page_17_Picture_17.jpeg)

![](_page_17_Picture_18.jpeg)

![](_page_17_Picture_19.jpeg)

For more information visit: <u>https://events.massey.ac.nz/cost-effective-refrigeration/</u>

## **Presenters**

Professor Don Cleland and Dr Richard Love will be presenting at the workshop.

They both have extensive experience in refrigeration, heat pumping, design, food processing and preservation, energy management and energy efficiency.

![](_page_17_Picture_24.jpeg)

![](_page_18_Picture_0.jpeg)

![](_page_18_Picture_1.jpeg)

- COLD STORAGE
- DISTRIBUTION CENTRES
- WAREHOUSING
- FOOD PROCESSING

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- Coolstore and Cross Dock facility Foodstuffs North Island, Wellington
- Food processing facility Superior Petfoods, Waikato
- Poultry processing factory Tegel Foods, Auckland
- Coolstore and Bottling plant Waikato

![](_page_18_Picture_16.jpeg)

![](_page_19_Picture_0.jpeg)

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Thor VM1/ Thor VM	Vehicle-Mount Computer	Optimize temperature-controlled transport with robust computing power and user-friendly interfaces.
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