



COLDFACTS

Wow! That was a close one -

we finished our conference on Tuesday afternoon and then a few hours later all the talk on the news was about another lockdown. I feel so sorry for all the people who have had to cancel conference bookings. I know personally just how much work goes into planning a conference and to be caught out at the last minute must be soul destroying.

Our annual conference is the one time of the year when all members can get together to share experiences and network with other members. Last year we had to cancel our conference due to the threat of Covid 19 so there was a lot to catch up on. We were so lucky this year to have luck on our side as we missed the lockdown by 2 days.

Our guest presenters without exception made the conference hum from start to finish. Of all the comments I received from members and sponsors, the one that was unanimous was an appreciation of the relevance, quality and professionalism of the speakers. Our conference theme of "Living in the Covid world" couldn't have been more appropriate as we continue to suffer the fate of this dreaded virus.

Our opening special guest Mark Sorenson of Black Sox fame gave us an insight into their winning ways and how it has been achieved by discipline, dedication and supporting each other as one, not a collection of individuals. The ideal way to run a sports team and a business is no different...they both need people!



Our annual conference is always an ideal time for us to run our AGM which we always do on the first day. After that we are rewarded with our welcome evening.

Thanks to Frances Charles and Metalcraft for again sponsoring the Welcome dinner night. This year we chose to have a buffet dinner and an evening of gambling with the Las Vegas team. What a fantastic night - It really got us off to a great start. With million dollar chips we gambled the night away and lost nothing!



AUGUST 2021

2021 CONFERENCE SPONSORS



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Murray Williams from Pensa Doors again sponsored the ever popular beer tasting session. I know that the members who chose this activity had a great time and were only too happy to continue drinking over dinner and very late into the night!

We also included a WETA workshop tour into our list of afternoon activities. Thanks to Kieren White from Crown who not only gave me the idea but, very generously offered to sponsor the event.



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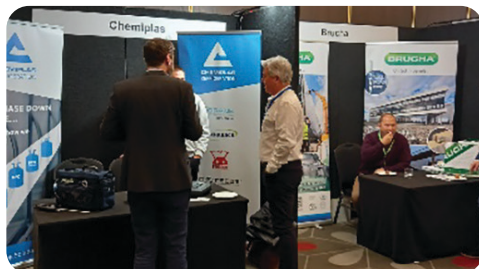
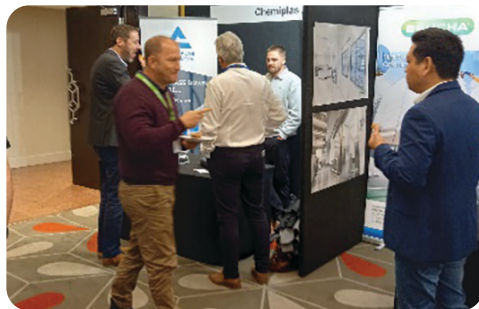
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On the golfing front we had quite a few members pull out because of the weather. But, you can't stop some people...Here we see Bruce Mulligan, Don Cleland and Brent Cawthray our 3 winners. Considering there was only 3 players - sounds like good odds of winning a prize!



On the gala dinner evening we were entertained by Ian Jones the ex All Black lock forward. Ian shared some fantastic stories with us and with the great food and wine plus the excellent service from the hotel - it was a night to remember! Thanks Suyash and Eurotec for your very generous sponsorship.



Every year I thank our sponsors....but, this year I would like to specially thank them for the support they have given me over the last 10 years. Our association simply could not run the way it does without this wonderful ongoing support. I am a great believer in the win/win strategy and I really hope that our sponsors benefit from the close association we all seem to share at our conferences. Thanks Kieran and Shane...your team are always an important part of our conference and very much appreciated.



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This year we continued with the special exhibitors prize which was drawn just before the closing presentation. The first prize won by James Blackstock from ANZCO Foods was a \$500 Flight Centre travel voucher - with a 2 year use by date.



Jacob Capper from All Guard drew a special barbecue prize. The lucky winner was Brent Cawthray from Manawatu Cold Storage.





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2021 Conference - Survey Results

Each year this information is carefully analysed and the results are used for the planning of the next conference.

1) How satisfied were you with the speakers/presenters?

- Very Satisfied **50%**
- Satisfied **45%**
- Dissatisfied
- Very Dissatisfied **5%**

2) How satisfied were you with the conference materials & information provided?

- Very Satisfied **32%**
- Satisfied **63%**
- Dissatisfied
- Very Dissatisfied **5%**

3) The content of conference sessions was appropriate and informative.

- Strongly Agree **41%**
- Agree **59%**
- Disagree
- Strongly Disagree

4) Do you still like starting the conference midday Sunday or would you prefer to start on the Monday, or later in the week?

- I prefer to start on Sunday **55%**
- I prefer to start on Monday **45%**
- I prefer to start in the middle of the week **16.75%**

5) Do you enjoy the activities on Monday afternoon

- Yes **82%**
- No
- Don't mind either way **18%**

Annual General Meeting

The Annual General Meeting of the NZ Cold Storage Association was held in conjunction with the conference on Sunday 15th August 2021. The executive were available to stand again and were unanimously re-elected.

The executive committee is now made up of:

Bruce Mulligan President
 Dion Abrahams Vice President
 Mark Stevens
 Jeremy Putaranui
 Tavita Sao
 Brent Cawthray
 Suzanne Kim
 Donald Horton
 Jack Bills Executive Officer

Executive Officer Replacement

With Jack retiring the association is looking for a replacement. Could you be interested or do you know of someone who would enjoy this role. Ideally the person will have some understanding/interest of the cold storage industry and enjoy working by yourself. This is a part time role and is perfect for someone who wants to be semi retired.

We are looking for a passionate person to plan and oversee the associations activities, member communications, newsletters and conference planning. You will be the one to ensure that all these activities are completed and successfully meet the goals set by the executive committee. You will also need an understanding of budgeting and financial management. You will be responsible for all member invoicing and reconciliation and reporting to the executive.

The ideal candidate will be an excellent communicator with good self-management skills, a people person and a flair for marketing.

If this could be you please send your CV to: Bruce Mulligan - bruce@northportcool.co.nz or Jack Bills nzcoldstorage@xtra.co.nz

Northport investing in further container-handling capability

Northport is to invest \$8m in infrastructure needed to support the growth of container traffic through the port. It is buying container-handling equipment and a simulator module to train staff in its operation, expanding its container storage area and upgrading its lighting to enhance safety during 24-hour operations.

The company is forecasting a 15 percent year-on-year increase in the volume of container traffic for this financial year to the end of June. "It's a solid vote of confidence in the potential for significant and continued economic growth around our region and across the Upper North Island."

Schedule Reliability: Hapag-Lloyd to provide full transparency on vessel arrivals

With this initiative on schedule reliability, Hapag-Lloyd is tackling one of the main challenges faced by the global shipping industry. Hapag-Lloyd's clear objective is to enhance transparency on the schedule performance of its vessels. By also increasing the ships' on-time performance, the carrier aims to improve supply chain reliability for its customers and to maintain its current ranking among the top third of the 15 largest carriers in terms of schedule reliability.

Hapag-Lloyd is making significant changes to many operational processes - including improving cooperation with terminals, ports and all on-shore partners - to reduce delays. The clear target is to have ships arrive on or within one day of the ETA (estimated time of arrival) as indicated in the booking confirmation. Delays will still occur, but with better operational processes and arrival forecasting, customers can get updates faster, more reliably and proactively to improve planning.



Venison farmers taking a long-term view

Prices for venison animals during the traditional spring game season are expected to be only a little more than last year. However, the contracts on offer from marketers this year are likely to be for larger volumes than in 2020, which means average prices across all venison animals may be higher.



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A return to normal is still a long way off in terms of global shipping, according to a recent report by the ANZ Bank.

It says the time when global shipping routes and freight costs might return to pre-Covid levels are being continually pushed out. The report says shipping companies are making abnormally high profits and have lots of work, so have no incentive to reduce their prices to gain market share.



be more proactive and creative to get their goods to market at key times.

The other problem for NZ exporters, according to Kilsby, is the trend towards larger container ships. "All the investment in the global shipping industry in recent years has been

ANZ Agricultural Economist, Susan Kilsby, told Rural News that the high freight costs and shipping delays are directly impacting producers' returns. Some primary products are being downgraded because they are slow getting to market and have a lower shelf life when they do get there. She says this applies particularly to chilled products.

Kilsby says that as a result of the disruption and uncertainty with shipping, many exporters and importers are holding more stock than they did pre Covid. She says the world previously had very reliable supply chains, but exporters now have to

in the bigger ships which are more efficient, but NZ has a limited number of ports that they can call at."

The report notes that Tauranga is the best equipped port to take these larger vessels. In 2020, 42% of all containers went through that port. The report says a decade ago it was about half that volume. Kilsby says with the larger ships heading for the main overseas destinations, NZ has to rely on feeder ships coming into some of the other ports and then into Tauranga. "It also means that the shipping is a bit more lumpy,

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because if a feeder ship misses the larger ship, there could be a wait of several weeks before another one arrives,” she adds. “That creates some real challenges for those chilled exports such as apples and the like.”

While Tauranga is the beneficiary of Covid and the trend towards larger ships, container movements through the ports of Auckland, Wellington and Dunedin have declined. Kilsby says it doesn't seem like the situation is going to change anytime soon with the challenges of congestion in some of the overseas ports.

The EU carbon border tax that could hit NZ exports

Last month, lawmakers in the European Union and the US announced proposals to put levies on foreign goods, starting with industrial products,

that aren't subject to carbon prices in their home countries. Experts are divided on whether tariffs could one day extend to dairy and meat. It is reported that New Zealand exports might escape levies if they are covered by the Emissions Trading Scheme or a proposed scheme to price greenhouse gases from farming which may kick in from 2025 - if those schemes are deemed tough enough by overseas lawmakers.

Counting the cost of labour shortages in Australia and New Zealand

The decision by the nations of Australia and New Zealand to shut their borders to non-residents during the pandemic has helped suppress COVID-19 and enabled economic

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growth and corporate profits to beat expectations. However, 15 months on, critics warn that these “closed-off” policies are now causing significant problems for businesses, which face worsening skills shortages that are raising costs and affecting output.

Exporters nervous after NZ calls out China

New Zealand has joined other countries in strongly condemning ‘malicious cyber activity’ undertaken by the Chinese Ministry of State Security which poses possible trade risks for NZ. However, many leaders have said they don’t expect much reaction from China. Former diplomat Charles Finny says, “if we were the only country to say something there might be a risk of retaliation. In this case we are in very good company.” Additionally, Westpac Bank senior agri-economist Nathan Penny doesn’t expect China to single out NZ for retaliation via trade as NZ doesn’t stand alone.

Whanganui looks set to become the next developing kiwifruit region.

Kiwifruit post-harvest operator and grower Apata is on the hunt for land to plant green and red kiwifruit. Its’ chief executive, Stuart Weston, said the company had recently bought 60ha for new plantings, adding to the 70ha Apata has had growing there for decades. He said Apata is now pushing to get about 200 more hectares over the next season or two.”

Weston said the fruit will be trucked to Apata’s Bay of Plenty facility for packing, and once developed the land would produce up to three million trays. He said green fruit will be grown because the money needed to buy a licence to grow Sun gold, G3, is uneconomic.

What is the biggest challenge facing New Zealand?

Labour. Shortages are widespread across all sectors and there are some solutions. For example, carefully creating a safe bubble with Covid-free Pacific countries would alleviate the seasonal labour shortage in horticulture, thereby taking pressure off some other industries that require full-time labour more suited to New Zealanders.

The horticulture industry is investing in attraction and retention programmes for New Zealanders wanting careers in horticulture, but we need the seasonal workers to create the permanent roles. We are having some success, but it is an extremely tight labour market. Our industry is also investing in robotics and automation, but realistically, only parts of our industry, for example packhouses, can be automated and there’s a lot of that happening already.

APEC economies commit to 10-year food security roadmap

Agriculture and food ministers from APEC economies have committed to delivering a new roadmap to guide efforts to boost food security over the next ten years. The commitment was made at the virtual Food Security Ministerial Meeting hosted by Damien O’Connor as part of New Zealand’s hosting of APEC 2021.

The World Bank estimate nearly 2.37 billion people lacked access to adequate food in 2020 - a rise of 320 million in just one year. The COVID-19 pandemic has led to major disruptions within both production and distribution networks. “To hit our APEC goal of enabling more certainty of food supply,

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New Zealand has led the development of the Food Security Towards 2030 Roadmap that will guide efforts to enable food security now and in the future.

The roadmap incorporates four key areas of focus:

- Digitalisation and innovation: using digital levers to drive food sustainability
- Productivity: prioritising systems that are fit for purpose

- Inclusivity: ensuring that underrepresented groups are set up to thrive
- Sustainability: tackling climate change and environmental challenges

Member economies are committing to a programme of specific, measurable, achievable, relevant and time-based (SMART) goals in order to meet the 2030 implementation of the roadmap.

Jack's CORNER



This will be my last conference - it's time now to spend more time with my family and grand kids. Over the last 10 years I have been privileged to work with our President Bruce Mulligan and the association executive committee who have always been particularly supportive. I consider myself extremely lucky to have worked with such a team and I am sad to be leaving but, like all good things there is a time to go.

I leave behind some wonderful friends which is always sad but, life goes on and it is time to start a new chapter in my life. My wife Eve will also miss her conference friends and we were both deeply touched by some of your well wishes for the future.

When I first started in December 2011 my knowledge of cold storage was zilch. Now I leave with a real understanding of the vital role our association members provide to the New Zealand agricultural economy. Without cold storage the NZ economy would be well and truly stuffed. The outlook for NZ food is on a real high and our members are right smack in the middle providing a crucial service facilitating the flow of top quality food to the rest of the world.