

Dunninghams looking for opportunities in China



The Dunninghams Tradition

DM.Dunningham Ltd started out as Butchers Suppliers and Spice Merchants in 1921 at a depot on a portside patch in downtown Auckland. The fledgling enterprise imported herbs and spices to mix seasonings and stuffing for the general market. Butchers' supplies and machinery were soon added.

Four generations and 86 years later Dunninghams is the leading supplier to butchers, supermarkets, delicatessens and home-kill operators. Still family-owned and committed to serving the industry with the passion instilled by our predecessors - J.R Dunningham and D.M Dunningham before him.

But tradition is not about standing still, it's about retaining old values in a new world. So we've employed new skills and training in the way we do things. We have developed technology so we can add value in the critical area of processing. This allows our customers to gain extra margins.

We have introduced gourmet dimensions to old-time favourites in our trademark SPICE-O-MIX range. We've employed world-class Food Technologists. As a result, we have exciting local initiatives lurking on the horizon.

We have maintained long-term relationships with our many local and international suppliers. Traditional values.

There are things that have been a constant since the beginning - like working hard and having fun. That's why we've sponsored the industry golf tournament for nearly 50 years. But the industry's legacy depends on young people jumping on board and taking up apprenticeships so we have also thrown our support behind the next generation. We've established an Outward Bound Scholarship, alongside our support for the Young Butcher of the Year.

We've also welcomed the fourth generation of the Dunninghams into the business. To us the meat industry is about family, it's about you. We all grew up asking: "What's for dinner?" The answer was always about the meat. That's because meat is the personal part of the meal, the part we remember first. So our job is not to focus on the meat but on the value of the meat. We focus on how we can add value to the meat either through our ingredients, our technology or our innovations.

As well as our Auckland HQ, we have sales locations in Rotorua, Wellington and Christchurch. That allows us to be sharp on dispatch; we can deliver anywhere within 24 hours.

With just over 4000 products Dunninghams has a significant stake in the industry. By working as a team for our industry we serve our customers better than anyone else can. If there's anything you need we'll have it - if we haven't got it, we'll get it.

It's that simple!

Dunninghams 的传统

DM.Dunningham 公司在1921年成立于奥克兰市商业区港湾码头的一个仓库, 开始时是一个肉店和香料产品的供应商。公司初期进口香草香料来混合成调味料和馅料以供应大众市场, 不久后公司又把屠夫用品及机器加入经营范围。

经过四代人86年来的不断努力, Dunninghams已经成为肉店, 超级市场, 熟食店和在自家屠宰的主要供应商。公司现在仍然由家族经营管理, 秉承我们的先行者J.R Dunningham和他之前的D.M Dunningham对行业灌注的热情, 竭诚为我们的行业服务。

然而传统并不是指停滞不前, 而是在新时代保持旧有的价值。因此我们的经营管理又采用了一些新的培训方法与技巧。我们还进行了技术革新, 促使在产品加工这样一个重要的环节中增加其价值从而令客户赚取更多的利润。

我们还在公司一直备受欢迎的著名品牌 SPICE-O-MIX 系列中引入了一些美食的新元素。由于我们采用国际一流的食品加工处理技术, 在国内受到了不少的令人感到兴奋的好评。

我们公司和本地以及国际的供应商保持长期的合作关系。这是我们传统的价值观念。

公司有很多方面是一直以来都没有改变的 - 如努力地工作和在工作中寻找乐趣。这正是我们在过去将近50年一直赞助业内的高尔夫球大赛的原因。然而行业的延续发扬光大依靠更多的年轻人加入成为学徒, 因此我们对下一代也给予了我们的支持。我们除了支持年度最佳屠夫 (Young Butcher of the Year) 这个活动外, 还成立了一个对外训练奖学金 (Outward Bound Scholarship)。

我们还迎来了Dunninghams的第四代来加入我们的企业。对我们来说, 肉类行业是关乎家庭, 关乎您的一个行业。我们在成长过程中都会问: "今晚饭吃什么?" 答案几乎都是与肉类有关的。那是因为肉类是进餐的不可缺少的一部分, 是我们想起的第一样东西。因此我们的工作重点并不是放在肉的本身上, 而是如何通过我们的材料, 我们的技术或者我们的创新把肉变得更加好。

除了奥克兰的总部外, 我们在罗托鲁瓦, 惠灵顿以及基督城都有销售处。这样令我们有更快的发货速度; 我们可以在24小时内发货到任何的地方。

Dunninghams公司拥有4000多种产品, 具有十分重要的市场占有率。通过和我们的行业的紧密合作, 我们可以为客户提供比任何其他公司更加好的服务。如果您需要任何产品, 我们都会有一 - 如果我们没有, 我们将会尽力帮助您拿到它。

就是这么简单!



The Great New Zealand Sausage

For a business as steeped in tradition as Dunninghams, the Great New Zealand Sausage Competition is as much an illustration of the values that are at our foundation - dedication, innovation, excellence - as it is recognition of our contribution to the industry.

The competition, which has been running for 13 years, is one of the year's highlights for butchers and small goods manufacturers. It attracts an increasing number of entries each year - 521 across nine categories from 76 companies in 2007 - and can mean a big boom in business for the Supreme Award winner.

A sausage is only as good as the ingredients the butcher puts in it so the competition is an indicator of success for Dunninghams as well. Last year all the medal-winning beef sausages, the top pork medal winner and the Supreme Medal winner were developed using Dunningham's ingredients. Taking a look at the past 10 years, 42 percent of all beef and pork category medal winners were made with ingredients supplied by Dunningham's. And in the past five years, sausages constituted using Dunningham's ingredients have taken out 63 percent, or nearly two-thirds, of all beef and pork medals.

The Supreme Medal in 2007, judged by a panel of celebrity chefs and food experts, was awarded to a pork sausage made by Auckland's Black Rock Butchery. Gavin Cameron was the maestro butcher.

We're very proud to be associated with such a worthwhile tradition because you can't get much closer to the feeling of home and family than with a sausage. And everything we do is about our connection to home, to family, to the land.

So watch for something fantastic from Dunninghams this year, something that truly connects us back to the land, our land. New Zealand.

对于一个象Dunninghams这样一个充满传统的企业来说，新西兰香肠大赛是对我们的企业理念 - 专心致力，创新，卓越 - 的一个很好的说明，也是对我们为这个行业所作出的贡献的一个认可。

该大赛已经举行了13年，是屠夫与小商品生产商的年度盛事。大赛吸引参赛者的数量在每年增加 - 2007年有一共来自76个公司的521位参赛者参加9个项目的比赛。对最高奖的得奖者来说，这将意味着生意额的大大提高。

一根香肠成功与否在于屠夫所使用的材料，所以该项大赛也是Dunninghams成功的一个指标。上一年所有牛肉香肠奖牌得奖者，猪肉香肠奖牌得奖者和最高奖得奖者的香肠都是使用Dunninghams的材料制作的。回顾过去十年，百分之四十二的牛肉类和猪肉类的奖牌获奖者的香肠是用Dunninghams所提供的材料制作的。而在过去的五年，百分之六十三（约三分之二）的牛肉类和猪肉类得奖着的香肠使用Dunninghams的材料。

经过由名流厨师和饮食专家组成的评审团的评定，2007年的最高奖被颁发给由奥克兰黑岩屠场（Black Rock Butchery）制作的猪肉香肠。Gavin Cameron是当时的屠夫大师。

我们对于能够参与这样有意义的传统而感到非常的光荣，因为没有其它东西能比一根香肠带给你与家更加接近的感觉。而且我们所做的一切都是关于我们与家，家人以及这一片土地的密切联系。

所以敬请各位关注：今年Dunninghams将有一些精彩的事情发生，一些真正把我们与我们的土地新西兰密切相连的事情。



KINAKI^{NZ}

Wild Herbs

New Zealand's first range to use indigenous herbs in mainstream food items - The Breakfast Sausage

Wild Food Snags the Mainstream

Kinaki Wild Herbs, New Zealand's leading Maori food company, has snagged a deal which will see its products on breakfast plates and barbeques throughout the country.

"This is a complete breakthrough in New Zealand food" said Charles Royal, celebrity chef and owner of Kinaki Wild Herbs based in Rotorua. *"We have become superb chefs using ingredients that originated outside of our land. Now we can combine these talents with uniquely New Zealand herbs to give the New Zealand food industry a definite advantage."*

The first range to be released is a range of gourmet sausage blends which allow individual chefs or butchers to create their own New Zealand masterpiece.

"Chefs and consumers have become accustomed to ethnic or European products like kransky and choritzo, and this range brings that understanding home to our land, our ingredients and our people," said Royal.

"This is something for all New Zealanders" said Charles Royal. *"Butchers and chefs will find this range an excellent way to excite their customers, be they Kiwis or tourists. Beef and Horopito, Venison and Piripiri, Pork and Pikopiko and Lamb and Kawakawa. This is real New Zealand food."*

The development from a herb or condiment to a mainstream food product combined the culinary and cultivation skill of Royal with the commercial development and distribution nous of Dunninghams, the country's top butchery supply company. *"We've been thrilled to develop these products with Charles,"* said Danny Strom of Dunninghams. *"It is so refreshing to be working with ingredients originating here."*

NZ Deli, a smallgoods manufacturer based in Auckland, has taken advantage of the local success and been first to ride this new New Zealand food movement. National Sales Manager Terry Wilkinson said *"The food service industry is ready for this. We have got very good at understanding European food products and palettes. This development brings all those skills home to our own unique part of the world."*

The new range of sausages will be showcased in launches prepared and hosted by Charles Royal. The retail launch will be made early in 2009 to capture a summer of great Kiwi Barbecues.

野生食品进军主流市场

新西兰主要毛利食品公司Kinaki Wild Herbs达成了一份新的交易，此项交易将会使该公司的产品销售到全国各地。

位于Rotorua的Kinaki Wild Herbs公司所有人及著名厨师Charles Royal说道：“这是新西兰食品的一个新的突破。我们在使用来自外国的材料方面成为高超的厨师，现在我们可以发挥这些才能并配合特有的新西兰香草为新西兰食品行业带来绝对的优势。”

即将推出的第一个产品系列是各式的美食香肠，该系列产品将会令每位厨师或屠夫制作出他们自己的新西兰杰作。

Charles Royal说：“厨师和消费者已经习惯了种族或欧洲产品例如kransky和choritzo，这个系列的产品带出一个源于我们的土地，我们的材料，我们的民族的概念。”

Charles Royal还说：“这是一些适合所有新西兰人的产品。屠夫和厨师将会发现这些产品会令他们的客户有意外的惊喜，不论是新西兰人还是旅游者。牛肉和霍劳皮图(Horopito)胡椒鳄梨油，鹿肉和皮利匹利(Piripiri)，猪肉和Pikopiko，羊肉和Kawakawa。这些都是真正的新西兰食品。”

从香草或佐料发展成为一个主流食品，它集Royal的烹饪培植技术和国内主要肉类供应公司Dunninghams的商业发展与销售机敏于一身。“我们为能够与Charles一起开发这个产品感到非常的兴奋，”Dunninghams的DannyStrom说：“能够使用源于本地的材料，感觉非常新鲜。”

NZ Deli，一个位于奥克兰市的小商品生产商，利用本地的成功成为第一个新兴新西兰食品的弄潮儿。国内营销总经理Terry Wilkinson说：“食品服务业已经有充分的准备。欧洲的食品加工技术我们已经非常擅长。这个产品的开发把所有的那些技术变成我们在世界上独有的一部分。”

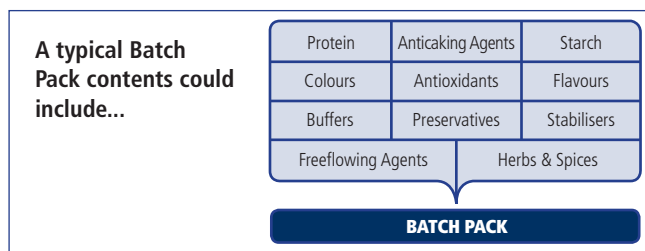
这些新型的香肠即将推出展示，仪式由Charles Royal筹备与主持。产品零售服务将在2009年初推出，以赶上夏天盛大的Kiwi烧烤活动。



Batch Blending for greater efficiency

Batch Packs offer you the following advantages:

- **Convenient Time Saving** - eliminates the need for weighing separate ingredient quantities.
- **Consistency of Flavour** - each batch of product you prepare will contain the same, accurately weighed ingredients, giving you better quality control. Preservatives and cures, where applicable, are packed separately within the Batch Pack.
- **Reduced Stock Holding** - a variety of ingredients need not be held in stock. All the ingredients you require are blended in their correct proportions in each Batch Pack.
- **Eliminated Wastage** - no spillage or spoilage of separate ingredients as Batch Pack contents are pre-weighed and the total contents of each pack is used.
- **Freshness** - Batch Packs are only opened prior to use. Non-Batch Pack ingredients, once opened, can lose their freshness if only partly utilised.
- **Quality Control** - the quality of raw materials used in each blend is carefully monitored and controlled by Dunninghams through its Food Safety Programme.
- **Batch Control** - each Batch Pack contains a production batch number which allows Dunninghams to track the raw materials used in the unlikely event of a quality problem.



Applications:

- **Meat Products**
 - fresh sausages such as borewors, beef, pork, mutton, and chicken sausage.
 - cured and dried sausage such as pepperoni, salami, cabanossi and droewors.
 - cured meat cuts such as ham, biltong and bacon.
 - smoked and cooked sausage such as russians, viennas and frankfurters.
- **Poultry Products**
 - injection brine for pumping of whole birds and portions.
- **Baked Goods**
 - pizza dough, breads, cakes and buns.

And any other applications where combinations of functional ingredients are used in a batch system.

批量混合包装带来的好处:

- **方便省时** - 解除你需要分开称量不同材料的麻烦。
- **保持一样的风味** - 你的每一份产品都含有一样份量的材料, 这样使你有更好的质量控制。如果有保鲜剂的, 将会和材料分开包装。
- **降低存货量** - 你不再需要存储不同的材料。在每一个批量混合包装中都已经含有按照你所需要的材料的准确比例混合。
- **排除浪费** - 因为每份预先称量好的包装的材料都会用完, 所以不用担心它会溢出或腐烂。
- **保鲜** - 批量包装只在使用前才开封。非批量包装的材料一经开封, 如果只使用一部分的话就会失去它们的新鲜。
- **质量控制** - 每一个混合包装原材料的质量都由 Dunninghams 通过它的食品安全章程进行严格的监控。
- **批量混合控制** - 每一个批量混合包装都有一个产品批量码, 这样 Dunninghams 可以在罕见的产品质量出现问题的情况下找出有问题的原材料。



产品应用:

- **肉类产品**
 - 新鲜香肠, 例如 boeworst (混合配方), 牛肉, 猪肉, 羊肉和鸡肉香肠。
 - 固化风干香肠, 例如 pepperoni (意大利辣味香肠), salami (萨拉米), cabanossi (一种由牛肉, 猪肉和其它香料烟熏制作而成的香肠), droewors (一种南非小吃香肠)
 - 固化肉块, 例如火腿, 干肉条和熏肉。
 - 熏制和熟食香肠, 例如俄罗斯香肠, 维也纳香肠和法兰克福香肠。
- **家禽类产品**
 - 对家禽整体或局部的注射性的腌制。
- **烤制食品**
 - 比萨面团, 面包, 蛋糕和馒头。

我们的混合处理系统还可以应用于任何混合性配方的加工。

For further information please contact us.

请联系我们了解更多的信息

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