

(B) REFORMULATED PRODUCTS DON'T HOLD TOGETHER

Sometimes reformulated products break apart, especially on slicing. Reasons for this are varied, as the condition can be brought about by the way the meat is selected and prepared; by using meat that has undergone a degree of spoilage; the use of the incorrect ingredients; and by applying severe cooking methods.

- Meat with excessive levels of fat will not adhere properly. It is important to trim fat from meat to be injected and tumbled. Not only does fat interfere with the binding process, but fat has no capacity to hold water. Thus, fatty meat causes excessive amounts of water to pass into the lean parts of the meat, resulting in these structures becoming weakened.
- When meat is correctly injected and tumbled it should be sticky to touch. All the water in the tumbler should be taken up, and no free liquid should be evident. Signs of free water can be due to excessive amounts of water added to the tumbler. The condition can also be brought about if the time between injecting and tumbling is too long. Another reason for the meat not being sticky at the end of tumbling is that the wrong curing ingredients have been used. Consult your Dunninghams representative for advice on the use of specialty cures. Yet another reason is the tumbling time is insufficient. A general guide is that reformed meats should be tumbled 2500 revolutions. It may be necessary to use a higher number of revolutions for smaller tumblers.
- Meat that has undergone early stages of spoilage can be slightly acid. It is difficult to extract meat proteins under these conditions. Products prepared from such meat will be compromised in terms of gel strength and water retention.
- Loose bagging of reformulated meats will result in the meat not binding correctly on cooking. Ensure bags are pulled up tight to provide good contact between the meat pieces in the bag.

4. PROBLEMS WITH SMOKING

Smoking is considered an art, and even operators using modern, well-controlled smoke houses can have problems from time to time. Common problems are invariably related to the way the smoke cycle is set up and managed:

- Uneven smoke colour is usually the result of insufficient or uneven drying of the product before smoking. 'Striped' patterns are due to condensate running over the product during smoking. Spotty or uneven

patches are a result of moisture interfering with the uptake of smoke and can usually be remedied by increasing the drying time/temperature before smoking. Overloading the oven can also cause problems with airflows and lead to variable smoking and cooking outcomes. In certain instances faulty equipment has also been found to cause uneven smoking, with airflow patterns, leaks and the like allowing for cold spots in the oven.

- Products that are wrinkled or tough are invariably the consequence of over-drying before or during the smoking process.

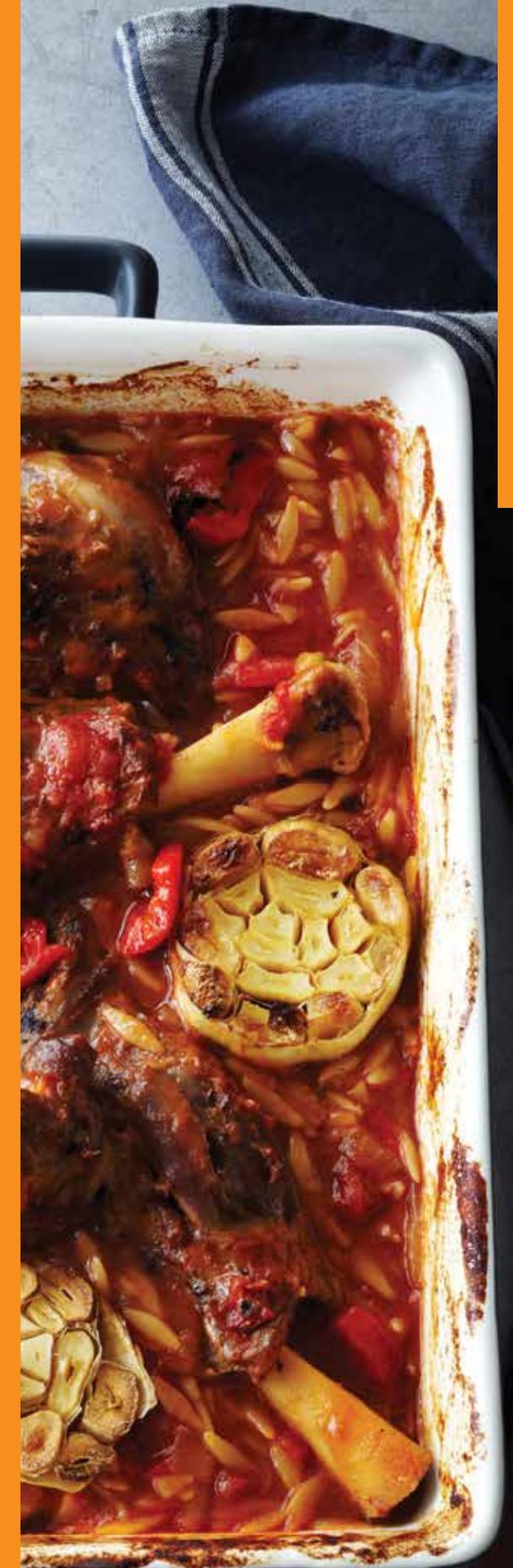
Problem Solving - Emulsion Products

To discuss problems including spoilage problems, colour problems, problems with texture or consistency, problems during cooking or smoking, contact your Dunninghams sales representative.

COFFEE BREAK

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Photograph courtesy of Beef + Lamb New Zealand, www.recipes.co.nz

SIX SCHOLARSHIPS ANNOUNCED FOR 2017!

"Taking part in an Outward Bound Course truly influences your life. It helps individuals grow and reminds them of the strength that lies within and what they are capable of."

- Tom Reynolds, Dunninghams



IN SUPPORT OF THE DEVELOPMENT OF YOUNG BUTCHERS IN THE INDUSTRY, DUNNINGHAMS IS DELIGHTED TO ANNOUNCE SIX OUTWARD BOUND SCHOLARSHIPS FOR 2017. NOMINATIONS ARE NOW OPEN

AN INTENSIVE 21-DAY COURSE WORTH \$4000 - ON US!

Outward Bound is the leading organisation in New Zealand for people to explore their full potential through challenge and adventure in the outdoors. Established in 1920, Outward Bound operates from beautiful Anakiwa, near Picton in the Marlborough Sounds.

Anakiwa has been described as the most perfectly situated Outward Bound school in the world - the 'classrooms' of the school are the native bush, mountains, rivers and seaways of the Sounds.

SAILING • KAYAKING • HIGH ROPES • ROCK CLIMBING • SOLO EXPERIENCE TRAMPING • CREATIVE EXPRESSION • SERVICE • PHYSICAL TRAINING

WHY ENTER?

At Dunninghams, we value the development of your staff - both professionally and personally. We are offering the opportunity for you to nominate a staff member for an all expenses paid, 21-day Outward Bound Classic Course worth \$4000. Course dates: 30th July 2017 to 19th August 2017.

This course benefits both the chosen candidate and their company, as the candidate will gain:

- Greater self-esteem and self-motivation
- Better social skills with customers, colleagues and friends
- Increased productivity

TERMS & CONDITIONS

To be eligible for the Classic Course, candidates must have left school and be aged between 18 and 26 years by December 31st 2017. To participate, candidates must work in or be associated with the butchery trade. Nominations must be received by 31st March 2017, with the lucky winner announced on 30th April 2017. Decision of the judges will be final. All nominators will be contacted after judging. Dunninghams cover course costs. Employers cover time off and travel/costs to and from Outward Bound.

HOW TO ENTER

Think about who on your staff would benefit most from this once-in-a-lifetime opportunity to further their development. Then write approx. 100 words on why they should be chosen for the 2017 Dunninghams Outward Bound Scholarship.

Send your nomination, including your own name and contact details to:

Scott Reynolds
Dunninghams
PO Box 12572, Penrose
Auckland 1642

Alternatively, email
scott.reynolds@dunninghams.co.nz or
fax to 09 525 7968.

ALL NOMINATIONS MUST BE RECEIVED BY 31ST MARCH 2017.

For more information on Outward Bound, visit www.outwardbound.co.nz

FEDERATED FARMERS RURAL BUTCHERS GROUP

This group of rural butchers get together to share ideas and keep up to date on news in the rural sector.

President Craig Merritt says the group has received great support from Federated Farmers and the members learn a lot from each other when they meet.

This year's AGM was held in Palmerston North and was well attended. Some pics from this event are included here.

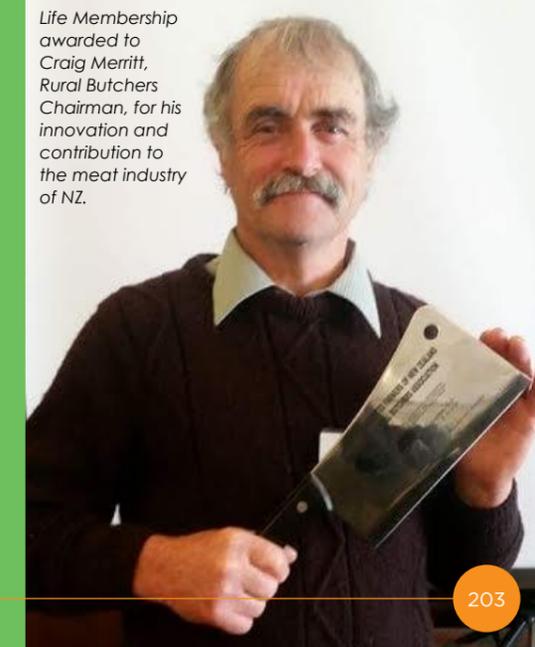
The 2017 AGM will be held in Dunedin on the weekend of the 18th – 20th August.

As well as the AGM itself and the sharing of ideas there will be practical demonstrations and field trips.

For further information please contact Craig Merritt on merritt.cm@xtra.co.nz or phone 0274 815 834



Life Membership awarded to Craig Merritt, Rural Butchers Chairman, for his innovation and contribution to the meat industry of NZ.





NEW PRODUCT DEVELOPMENT IN THE HUB

The Innovation Hub at Dunninghams' head office in Auckland is a purpose-built commercial kitchen with the capability of emulating a wide range of commercial manufacturing processes on a smaller scale. Its primary use is new product development, but it's also where we review existing products and develop custom blends to meet customer briefs. Trends come and go, but the reality is that as we travel further afield and experience food from other parts of the world, the demand for fulfilling that need for new flavours increases.

The ways in which product development and improvement is initiated is varied. Primarily it comes from you: our customers, from the general public, from our suppliers, from experience and from each other in the team here at Dunninghams, and from being linked in with overseas food news and food trends.

New products are initially launched on a trial basis, and fortunately we have the ability to do this easily.

Underpinning the work that takes place in the Hub is the focus on how the food looks both raw and cooked, how it tastes and how easy it is to cook. The aim is to create products which function well, whether it be a sausage meal or a glaze on steak. What is just as important, and to make sure our customers get plenty of repeat business, is to make cooking the finished product simple, no fuss and full of flavour. To help in this, we present new products to our sales reps, both in the raw and the cooked state, so that they can see the product from the retail perspective as well as the consumer's perspective.

While also looking to the horizon for new ideas we often go back through the history of recipes and methods that Dunninghams has catalogued over time to find inspiration. There are nuggets to be found in past and present.



Savoury Fillings (shown here as a delicious stuffing for rolled sirloin), are just some of the many tasty products developed by Janet and Jane at the Food Innovation Hub



Janet working in the Innovation Hub at Dunninghams



Jane working on a new sausage meal at Dunninghams

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www.pork.co.nz/retail-support-material
info@pork.co.nz
 0800 NZPORK

Support material includes labels, posters, booklets, websites, facebook and online media, videos, imagery and artwork, promotions and retailer updates.

NEW DISPOSABLE CLOTHING AVAILABLE



HOME KILL Dunninghams - the home of all your Home Kill needs

If you're in the Home Kill business, then Dunninghams can provide all your product and machinery needs.

Dunninghams stocks a wide range of products for the growing Home Kill industry, including specialist products such as preservative free sausage meals and sausage casings.

We also offer a wide range of trays and other packaging including poly bags, pre-printed bags and labels, twine, knives and steels and boning hooks.

Listed on these pages are some of the products ideally suited for Home Kill. If you have any queries about these or other products we offer, please call our Customer Service team on 0800 363 1921.

So whatever you need to complete the task, Dunninghams is your first port of call for all your Home Kill requirements.



INGREDIENTS

SAUSAGE MEALS

- DMD Beef Spice-O-Mix
- DMD Pork Spice-O-Mix
- DMD Beef Gluten Free (no pres.) Meal (M2133)
- DMD Venison Meal
- DMD Penrose Beef Meal
- Metra Supreme Beef Meal (M6050)
- DMD Beef PC Multi-Mix Meal

CURES AND SALTS

- DMD Honeydew Cure
- DMD Premium Brine Mix
- DMD Corned Beef Cure
- HP Salt
- Standard Fine Salt
- Brown Sugar

SALAMI SEASONINGS

- DMD Salami Mix
- DMD Pepperoni Mix

SALAMI VACUUM BAGS

- Clear and black-backed
- 75-100mm flat widths
- 240-600mm lengths

CONCENTRATES

- DMD Beef Gluten Free 4% Concentrate
- DMD Lamb 2.5% Concentrate
- DMD Beef 4% Concentrate
- Sterimeal
- Semolina
- Flour
- Summerbind

CASINGS

- Casings - clipped & looped
- Hog
- Sheep
- Collagen
- Fibrous

STUFFINGS

- DMD Old English Stuffing
- DMD Sage and Onion
- DMD Garden Herb

FOR INFORMATION ON REGULATIONS SURROUNDING HOME KILL, CALL THE MPI ON FREEPHONE 0800 00 83 83 OR VISIT WWW.MPI.GOV.TZ

PACKAGING

- Foam and Plastic Trays
- Stretch Film
- Meat Boxes
- Vac Bags
- Freezer Bags
- Butcher's Twine
- Pre-printed butcher bags (eg rump steak, sirloin steak)

ANCILLARY EQUIPMENT

KNIVES

- Boning
- Steak
- Skinning
- Filleting
- Sharpening Stones & Steels

OTHER

- Gumboots
- Pouches and Belts

MACHINERY

- Mincers
- Chop Cutters
- Vacuum Packers
- Mixer Mincers
- Bandsaws & Blades
- Sausage Fillers
- Slicers



Single and 3-phase power options available in most models



Dadaux Chop Cutter



Medoc 360 Bandsaw



Benchtop Mincer Mainca PM32



Henkelman Boxer 52 Vacuum Packer



ABOUT US

Retail Meat New Zealand represents and promotes the interests and views of businesses involved in the retail meat industry. Retail Meat New Zealand Membership benefits include:

- Advice on Public Relations and Marketing, Legal Issues, Issues Management, Nutrition, Food Labelling and Food Safety
- Member Networking and Advice through rmnz.co.nz
- Bi-monthly newsletters
- Updates via Facebook and Twitter
- rmnz.co.nz includes a comprehensive members only section with resources, mentor details and an online forum where you can talk with butchers nationwide
- Lower Credit Card processing rates
- Phone and Internet Discounts
- Fuel Card Discounts
- Representation and lobbying to local and national government
- A collective voice - RMNZ members represent 85% of the retail meat traders in NZ

WHAT WE DO

A number of competitions are run through RMNZ such as the Alto Young Butcher of the Year, Competenz Butcher Apprentice of the Year, the Devro New Zealand Sausage Competition and the Tri-Nations Butchery Test Match. RMNZ hosts an annual conference each year as well as regional meat clubs.

IF YOU WOULD LIKE TO TALK TO US ABOUT BECOMING A MEMBER OR FOR MORE INFORMATION ON ANY OF THE COMPETITIONS OR EVENTS WE RUN, PLEASE CONTACT US ON 09 489 0879.

THE PURE SOUTH SHARP BLACKS

The Pure South Sharp Blacks are New Zealand's top six butchers who compete in international competitions throughout the year. The team has been in existence for six years. In 2013, 2014 and 2015 they took home the trophy, beating Australia and Britain. The 2016 competition was held in the Gold Coast, Australia where France took out the win, in their first year of competing - ending the Sharp Blacks three year winning streak.

The 2016 team is Greg Egerton of Agora Butchery, John Cox, New World Hillcrest, Hannah Miller, Neat Meat Ponsonby, Rowan Lee, New World Hokitika and Nolton Laing, Harris Meats Cheviot.

FOR MORE INFORMATION ABOUT THE PURE SOUTH SHARP BLACKS, AND WORLD BUTCHERS' CHALLENGE PLEASE CONTACT PIPPA, PH 09 489 0879 OR EMAIL PIPPA@RMNZ.CO.NZ



09 489 0879

ANTOINETTE BISSET ANTOINETTE@RMNZ.CO.NZ PIPPA HAWKINS PIPPA@RMNZ.CO.NZ

ASHLEY GRAY ASHLEY@RMNZ.CO.NZ

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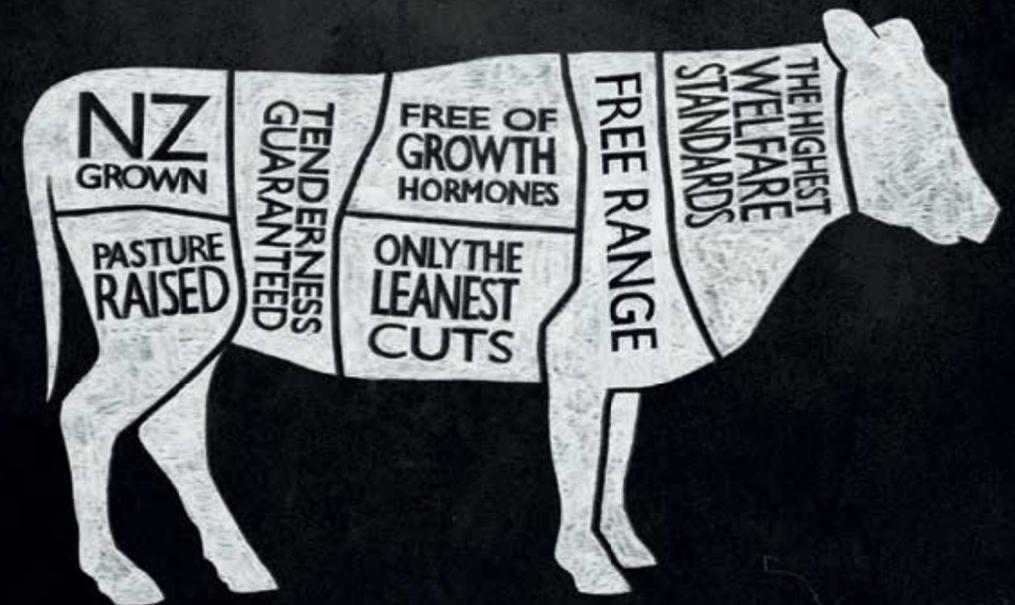


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Address: Level 20, PwC Tower, 188 Quay Street, Auckland

Martelli McKegg
lawyers

WARNING: DON'T TRY THIS WITH YOUR BUSINESS!

It was 1974. Philippe Petit wire-walked between the Twin Towers of New York's World Trade Centre, 415 metres off the ground. Incredibly, he did it without a safety net. Amazingly, he survived.



Don't try this at home. And don't try it with your business. You have worked hard to build your business. It deserves a sturdy safety net.

"William Buck Christmas Gouwland provide Dunninghams with a raft of accounting solutions, they are like a very good mechanic and know what to look for so you don't get caught out by the unknown. They are our safety net."

- Scott Reynolds, General Manager, D.M Dunningham Limited

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TANGO

Dunninghams, a New Zealand tradition since 1921, powered by Tango and SAP.



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With Tango Group you'll find a passionate team who can share your vision and contribute the guidance and direction you'll need to confidently and seamlessly grow into the business you're dreaming of now, and in years to come.

Tango Group, specialists in implementing, supporting and managing SAP Business Systems.

Contact Phil Bratton on 09 377 6033.



NEW ZEALAND

An overview

New Zealand is a country of outstanding natural beauty. With dramatic mountains, alluring lakes, pristine beaches and sweeping landscapes, New Zealand is renowned for its clean, green image and pride in our surroundings and heritage.

New Zealand's uncluttered lifestyle is the envy of many nations - New Zealand's 286,021 square kilometre land mass is slightly larger than the UK, but with a population of just four million people.

The country comprises three main islands – the long and narrow North and South Islands, and the tiny Stewart Island off the southern tip.

The distance from top to toe is 1700 kilometres – slightly smaller than Italy, but with almost double its length of coastline.

Our temperate climate and sparsely populated geography make our homeland a marvellous place for us to live, and a fascinating country for our guests to visit.

This lush environment lends itself to the production of wholesome, quality food products. With a predominantly agricultural base, New Zealand is a key provider of meat, dairy, wine and other food products to the rest of the world.



NEW ZEALAND CAN BE COMPARED TO ITALY IN SIZE... BUT NOT POPULATION!

NEW ZEALAND

Land Mass: 268,021 square km
Coastline: 15,135km
Population: approx. 4 million



ITALY
Land Mass: 301,230 square km
Coastline: 7,600 km
Population: approx. 58 million



WHY TRADE WITH US?

New Zealand has always been a country of inventors and innovators. A number of the world's momentous discoveries in science, technology, medicine and agriculture have been made by New Zealanders.

With a stable parliamentary democracy, low inflation and high employment, New Zealand has a strongly performing economy and makes for a successful and low-risk trading partner.

Dunninghams embodies all that is great about New Zealand – we've made it our quest to provide a fresh, comprehensive and innovative range of local and international products to meet all tastes and needs across our diversified markets.

Despite our global abilities, we have maintained a good, old-fashioned family way of doing business and have built our success by going the extra mile for you, our customers, to ensure we meet our commitment to deliver.

As New Zealand's largest butchery supplies company, we have a sales force that spans the nation. We make it our job to:

- Listen and act on what the market demands.
- Provide new and innovative products.
- Equip our sales team with product knowledge second-to-none.
- Give the support needed for our customers and suppliers to reach their own business goals.

QUICK NEW ZEALAND FACTS:

- Situated in the South Pacific, 4155km east of Australia
- Sub-tropical in the north, glaciers in the south
- 57% of total population based in the major metropolitan cities
- 74% European, 15% Maori, 12% Asian, 7% Pacific Island, 2% other (based on 2013 census. Some people tick more than one ethnic box so the total comes to more than 100%).
- High education levels, similar to Western Europe
- English speaking
- Low inflation, stable and safe economy
- Strong agricultural base



Andrew Higgins (Operations Manager), Geraldine Schnauer (Commercial Manager), Lynn Dunningham (Director), Stuart Badland (Manufacturing Manager), Scott Reynolds (General Manager), Mark Bennett (Finance Manager), Chris King (Sales Manager), David Dunningham (Director)