



FRESH NEWS FROM JENKINS

We believe in adding value.

We believe in leading the way with environmentally sustainable packaging solutions.

We believe we have achieved some great gains in recent times.

And **we believe** we can always do better.

We Believe In You

In you we have a partner.

In you we see the opportunity to work together to achieve even more.

In you we place a challenge - to join us in innovating and leading a more sustainable New Zealand.

So, let's start with where we are now...

Industry update

We focus on adding value, with pioneering technology and world-class products and service solutions only available through Jenkins Freshpac Systems. Check out our latest industry updates.

Jamie Lunam
General Manager
Jenkins Freshpac Systems

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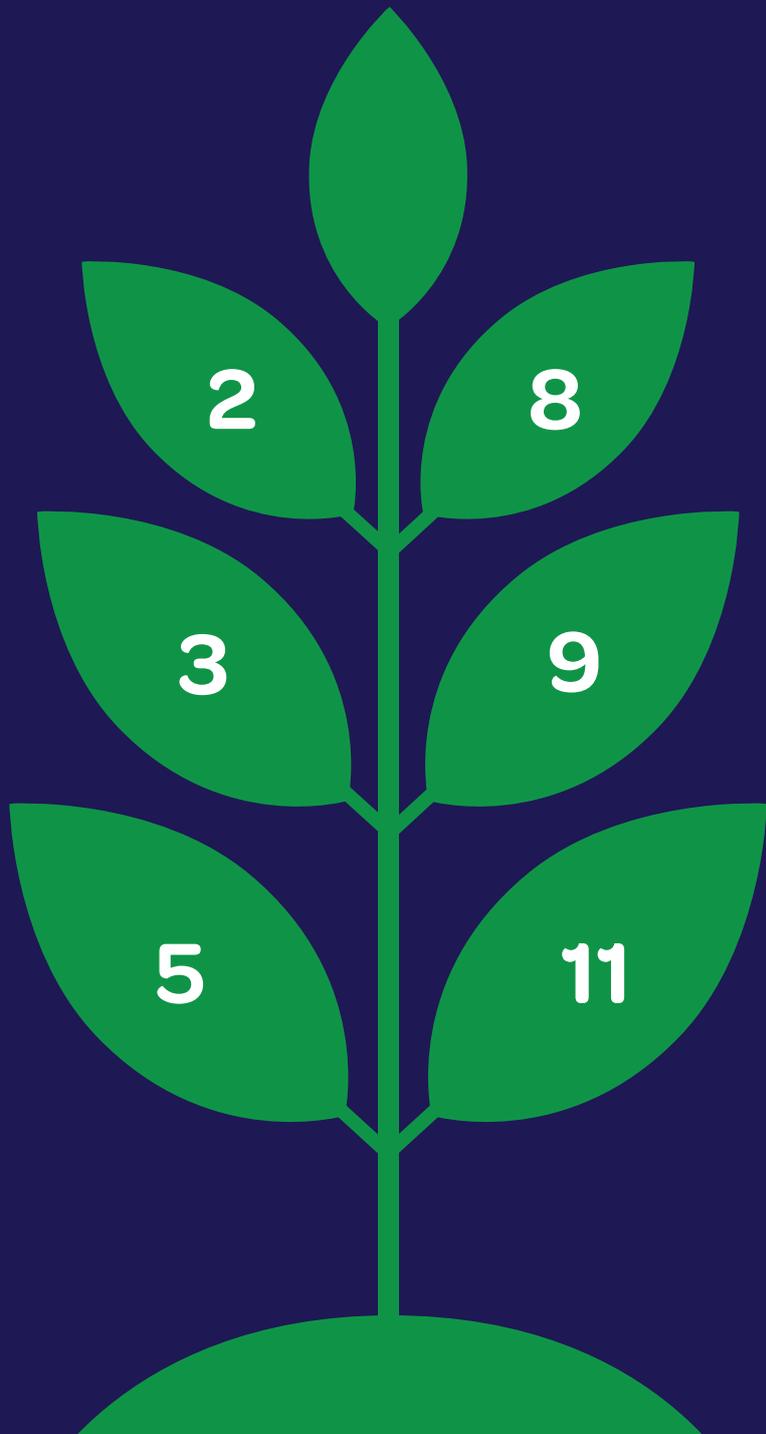
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Where is the industry NOW and where is it going?

INSIGHTS FROM JAMIE LUNAM, GENERAL MANAGER

I unashamedly promote myself as an agribusiness ambassador. This comes with its challenges when people assume that I must also be a fan of abusing our natural resources to extract maximum revenue. But this couldn't be further from the truth.

Along with being a big advocate for New Zealand horticulture and the agri sector in general, slotting in on top of that is my drive for sustainability. I am not a fan of the 'S' word to be frank, as it has the wrong connotations. When I talk about sustainability, I am referring to the fact that we have massive resources at our disposal and an opportunity to convert those resources into wealth for our nation, and all those in it. If we do not undertake that conversion in a way that will see that wealth ratchet and continue to deliver for us, then we are dead in the water.

We could get fluffy about it and talk about leaving the planet in better shape than we found it or making sure our children and our children's children have a nice world to enjoy in decades to come, but I am what I call a 'green socialist capitalist'. It is not easy to put those three words in the same sentence!

While it is not easy to achieve, it is relatively easy to describe: We have a unique set of attributes in New Zealand that much of the world is eager to lap up. Leave the commodities to the global traders and deliver NZ Inc to restaurant and dining tables around the world. We can take the best, most environmentally pragmatic approach to growing and delivering food, balance it with delivering returns well above global averages and use the wealth generated to grow a happy, healthy nation. A nation of industry leading experts that are resourced and equipped to keep ratcheting on our unique competitive advantages decade after decade.

We are small, we are nimble, we are land rich and we have some of the smartest people in the world on our team. If we can align all the planets, we can become the envy of the global food bowl.

We are small, we are nimble, we are land rich and we have some of the smartest people in the world on our team. If we can align all the planets, we can become the envy of the global food bowl.

When our growers turn up with the finest produce, it is our responsibility to make sure that those products stay in top condition for as long as possible, are presented head and shoulders above their commodity counterparts in market, transport our brands and provenance with them into the consumers hands and do so in the most circular way possible. As many of our inputs as possible need to keep going around and around in the economy.

It is this thinking that gave birth to our Enviro Pac™ brand a decade ago and it is what drives the vast majority of the development work we do in packaging. While we work hard to deliver sustainable packaging solutions to our customers, we work twice as hard behind the scenes being a meaningful part of trying to shape what will hopefully be a much more circular approach to packaging in horticulture in the future. We are active in all major industry bodies and advocating at central and local government level to ensure the right decisions are being made to balance commercial common sense with reducing waste to landfill ratios and keeping costs under control. This balance is critical to ensure returns are kept as high as possible to fund continual development.

Banning single use bags is one angle we can take. Educating our consumers and our key industry decision makers on science based best practice and whole of lifecycle ROI would be another.

Jamie Lunam
General Manager, Jenkins Freshpac Systems

Key watershed moments

As a progressive, forward-thinking company, our thirst for new ideas means we are constantly seeking more innovative products and improved systems that will continue to provide our customers with the leading edge in the marketplace.

It is this thirst and drive to bring the best new technology to New Zealand that has led us to some amazing moments and partnerships over the last several years.

CR Automation

Taking an equity stake in CR Automation, an award-winning automation and control systems manufacturer, has been a key milestone for Jenkins. Over the last three years we have been working hard to establish what is at the core of industry needs for the coming decade. While Jenkins has packaging, labelling, sustainability and modular automation nailed, it was clear that we needed to deliver more around smart, turnkey solutions and get a good handle on the driving force that is data in our industry.

CR Automation are stand out leaders in their field and were a logical fit to nestle alongside Jenkins. With a joint goal of helping post-harvest operators to enhance efficiency, meet compliance needs and overcome labour shortages, we believe our combination of skills, products and services will be game changing for the horticultural industry.

Robotics Plus

We keep a close eye on emerging technologies around the globe that could provide competitive advantages to our geographically challenged industry. It was an awesome day when we found one of the biggest technologies we have delivered in recent years in our own backyard. Robotics Plus are an amazing group of people that really think outside the box rather than just trying to improve existing tech; they specialise in starting from scratch and challenge the status quo. We are very proud of our partnership with Robotics Plus which helps us to deliver a solution to the problem of ensuring New Zealand produce reaches key export and local markets.

Global Pac Technologies

When trying to connect globally and translate that into value down under, it is key to collaborate. In 2018 we formed a joint venture with Washington based Van doren Sales. Van doren are not unlike Jenkins in that they are family owned and operated and deliver similar products and services to their customers in the Pacific North West, Canada and more recently on the east coast. This partnership provides us with access to the most advanced apple production region in the world and the opportunity to see how we can translate the advancements being made up there, down here. Better yet, our friends in the US spend a lot of time down in New Zealand as they too are impressed with the developments being made down under and seek to take them north. It is a win-win.

When trying to connect globally and translate that into value down under, it is key to collaborate.



World Firsts

We love being first with new tech and industry developments. The Aporo Produce Packer, which delivers precision produce packaging, is one such example of a world first and more recently we brought Packnatur®, the first 100% plastic free, home compostable, biodegradable produce netting product to New Zealand. These are excellent examples of how we strive to deliver value to our industry.

Research and Development

Inside Jenkins we have a team we call Freshtec. This team is charged with development work to push the boundaries of technology application in the industry. In 2018 we were approved to partner with Callaghan to deliver several key projects to horticulture and in 2019 we were awarded significant funding from the Ministry for the Environment to partner with Scion to research sustainable options for horticulture labelling waste streams.

Packaging New Zealand

In 2019, Jenkins General Manager, Jamie Lunam, was appointed to the board of Packaging New Zealand as both a representative of a packaging firm but also as an ambassador of the horticulture industry and representing the interests thereof on behalf of other horticulture sector organisations. Jenkins is a leader in sustainable packaging for horticulture and it is important to us that we help influence genuine change and at a sensible pace to ensure that NZ does not lose its way when presenting our awesome products offshore and on our domestic shelves.

Horticulture NZ Conference Keynote

In 2018, Jamie was offered the opportunity to be a keynote speaker at the Horticulture New Zealand Conference, held in Christchurch. The topic presented was around Jamie's 'fresh eyes' in the industry, having only been in the horticulture sector for a couple of years at the time. Focusing on people, automation and collaboration and challenging the industry to understand that we could lose an amazing opportunity for growth was a risky move, but we received awesome feedback from the industry, started many new industry relationships and built momentum on the back of this occasion.

Young Grower Competitions

In 2017, Jenkins signed a deal with several of the major regional young grower associations to sponsor the winner from each region to attend the annual Horticulture NZ Conference as a full delegate including flights and accommodation. This sponsorship means an awful lot to Jenkins and aligns very well with our drive to promote and encourage rising talent in our industry and ensure the leaders and talent of the future are coming through. We personally host the winners for the week and are very proud to say we have built enduring relationships with many amazing young people that we are now watching move their way into being the future changemakers for our industry.



Jamie Lunam, Jenkins General Manager and Alistair Scarfe, Robotics Plus CTO

Case studies

When you work with Jenkins, you work with a company whose reputation is built upon a long and proud heritage. We are known for consistently pushing the bar to deliver beyond expectations. Here are just a few examples of this in action.



Te Mata Mushroom Company

Tim Wood of The Te Mata Mushroom Company has been growing mushrooms in the Hawke's Bay since 1967. About 8 years ago, Tim and his team were in the process of ramping up their pre-pack sales of mushrooms which required careful consideration around packaging.

"We began searching for compostable packaging that wouldn't significantly increase prices" says Tim. "Jenkins came to the party with a product that helped us achieve our goals. They introduced us to their Enviro Pac™ range which was a game changer."

A successful trial

Following a successful trial of the Enviro Pac™ punnets in Hawke's Bay New World supermarkets, The Te Mata Mushroom Company introduced the new compostable packaging for all tray-based prepacks nationwide.

The Te Mata Mushroom Company was one of the first produce companies to use Enviro Pac™ and it has proven to be a worthwhile decision. "We envisaged that we would use a container per year but we are now up to 4+ containers per year. From the start, Jenkins said they would make sure we always had an ongoing supply and they've never let us down."

They introduced us to their Enviro Pac™ range which was a game changer.

Innovation + supply chain reliability

Jenkins and The Te Mata Mushroom Company continue to maintain a strong relationship. "Because of the level of service and products they can provide that suit our business, we have stayed loyal to Jenkins. We have a very good working relationship and they have always been incredibly supportive of us."



Hedgerows Hydroponic Strawberries

Clayton Morgan, co-founder of Hedgerows Hydroponic Strawberries in Blenheim, knew they wanted to make a move away from the amount of plastic they used in their packaging. The challenge lay in the fact that they needed a completely new product and process to make it a viable change.

Collaborating together

Jenkins' compostable Enviro Pac™ range was just what Hedgerows needed. "They supplied us with fast and detailed responses, followed by lots of different options. Ultimately, they were able to recommend good quality products that were proven in the industry" says Clayton.

Working closely with Hedgerows to find the best option to suit their specific needs, Jenkins ultimately recommended a compostable punnet with an anti-fog film. This new packaging option would not only reduce the amount of plastic in their packaging by 95% but it would also extend the berries' shelf life.

Jenkins was able to understand the scale of our business and help us find the best solution.

Finding the perfect solution

This was the perfect solution for Hedgerows and has allowed them to stand out amongst their competitors and provide a more sustainable option for their customers. "Jenkins was able to understand the scale of our business and help us find the best solution. It's been great to be able to bring our vision to fruition. The team at Jenkins helped us through many challenges and we continue to have a strong relationship with them."



Darling Group

Darling Group, a 100% family owned company who have been taking Australasia’s produce to the world for over 20 years, needed a new packaging solution for their pre-packed avocados. They wanted to better present their brand in the market by offering an eco-friendly packaging solution to their customers that made their brand stand out on the supermarket shelves.

“Jenkins were able to provide a wide range of options from the traditional pack types through to the latest technology and innovations in the packaging industry” says Sales Manager, Shaun McKone. “We were able to go through each option and find a solution that best suited our needs and gave us a point of difference in the market.”

The response in market from the new pre-pack has been very positive and we have increasing demand for the coming season.

Innovative and simply better solutions

Darling Group and Jenkins have a long-standing relationship across a wide range of products. “They have been able to provide us with all of our packaging and fruit labelling requirements as well as helping us to be innovative with our offer to consumers with new pre-pack options.”

Both parties continue to work closely together to continue to improve and increase Darling Group’s product offerings. “The response in market from the new pre-pack has been very positive and we have increasing demand for the coming season which is a credit to the hard work Jenkins has put in to developing the product.”

Market research and trends

The following is an excerpt from the *Fresh Produce Industry: State of the Industry Report* developed by Ernst & Young on behalf of the Produce Marketing Association Australia-New Zealand Ltd.

Consumer Trends impacting the Fresh Produce industry

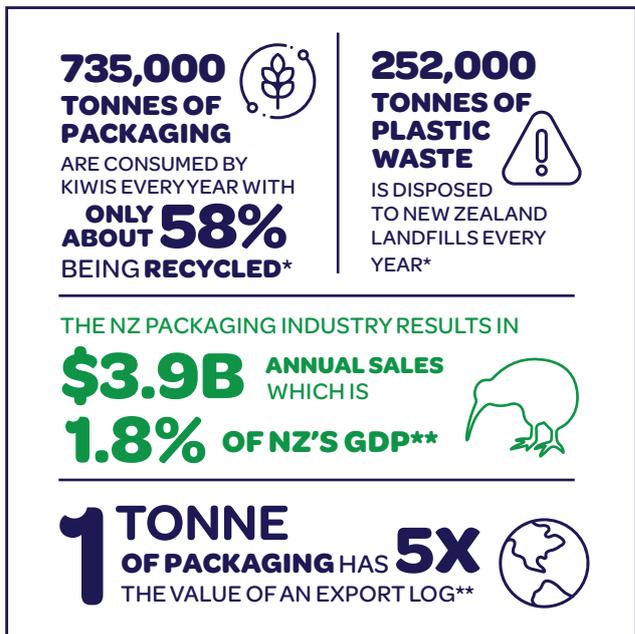
The majority of the industry trends identified have emerged over the last 10 years and remain present within A-NZ and the global market. During this period, there has been a dramatic change to all industries with the rise of social media, an increased focus on health and the environment and the advancement of technology. These changes have occurred quickly and are anticipated to grow exponentially over the next decade.

The rise of snacking vegetables, home delivery services, meal preparation kits and superfoods in the consumer market shows a growing desire for high quality fresh produce to be conveniently packaged for increasingly time poor consumers. Businesses have shown increased adoption of technology including robotics, blockchain, and software to create leaner supply chains, reduce costs and provide tailored products and experiences to consumers.

The use of Internet of Things and the increasing use of Artificial Intelligence technology will be integral to both the production and consumption of Fresh Produce products. As more consumption data becomes available, tailored products can be provided to consumers to meet the growing need for convenience of fresh produce. Additionally, the increased demand for data about the products being consumed will require producers to be efficient in their data collection and sharing.

Another key market trend sits around awareness of and desire to reduce plastic waste. An extreme measure would be to ban plastic waste altogether, however this would have consequential effects on our economy and could also lead to an increased amount of damaged or spoiled products. According to Packaging New Zealand, packaging is a \$3.9 billion annual industry which is more value than the combined exports from horticulture and seafood sectors. Five trends that they believe will multiply the value add of the packaging industry are:

1. **Hyper-Functional form** and consumer friendly design increases user engagement
2. **Nanobiotechnology trackers and sensors** (applications for food quality, safety and biosecurity)
3. **3D Printing** enabling maximum and instantaneous adaptability of products
4. **Upcycling** (designed for repurposing into new consumer products)
5. **Technology-embedded in packaging** (for example GPS embedded into packaging enables drone deliverability and the addressability of goods).



*SOURCE: RECYCLE.CO.NZ **SOURCE: PACKAGING NEW ZEALAND

Certification clarification

There is a lot of conflicting information out in the world around home vs. commercial compostability and the difference between compostable, biodegradable and photodegradable. This leads to confusion for both consumers and suppliers. We don't blame you! It's a complex area and it can be hard to know where to look to find the correct information. We're here to help clear up some of the confusion.

Let's start with the basics...



Compostable

Compost is simply decayed organic matter. When organic matter is put in the landfill, it undergoes anaerobic decomposition (due to the lack of oxygen) and generates methane which is 25 times more potent a greenhouse gas than carbon dioxide. Home-compostable products can compost at lower temperatures, therefore they will breakdown safely and easily in your home compost heap. Commercially compostable products require a higher temperature (usually between 55 to 60°C) therefore they will not break down in your home compost and should be sent to an industrial composting facility.



Photodegradable

Photodegradable products are capable of being decomposed by the action of light, particularly sunlight. They tend to break down into small particles rather than decomposing completely. The idea is that these smaller particles will then biodegrade, however they are often not biodegradable and therefore remain in the environment. Photodegradation cannot take place in a landfill due to the lack of sunlight.



Biodegradable

A biodegradable product is broken down by microorganisms, but this does not necessarily imply that the product can be converted into good quality compost. Biodegradability and compostability rely heavily on the environment where the product is broken down. As each environment (compost, soil, water, etc.) has different temperatures and microorganisms, the speed of the biodegradation process may vary from one site to another and usually takes much longer than compostable products.

For example, bioplastics which are biodegradable in an industrial composting plant (the most aggressive atmosphere regime) are not always biodegradable in water or soil, or even in a compost bin in the garden due to the lower temperatures.



INFORMATION SOURCED FROM WWW.TUV-AT.BE

Certifications



OK Compost (EN 13432)

Packaging or products featuring the OK compost label are guaranteed as biodegradable in an industrial composting plant. This applies to all components, inks and additives. The sole reference point for the certification programme is the harmonised EN 13432: 2000 standard: in any event any product featuring the OK compost logo complies with the requirements of the EU Packaging Directive (94/62/EEC).



Seedling

TÜV AUSTRIA (formerly Vinçotte) is a certification body authorised by European Bioplastics and may therefore award the Seedling logo to products that are in compliance with EN 13432. By awarding both the OK compost and the Seedling logo, Vinçotte’s certificate holders have a way to give their compostable products recognition throughout the entire European market.



OK Compost HOME

Owing to the comparatively smaller volume of waste involved, the temperature in a garden compost heap is clearly lower and less constant than in an industrial composting environment. This is why composting in the garden is a more difficult, slower-paced process.

TÜV AUSTRIA’s innovative answer to this challenge was to develop OK compost HOME to guarantee complete biodegradability in light of specific requirements, even in your garden compost heap.

What tests are required to qualify for an OK Compost certificate?

The European Norm about compostability of packaging (EN 13432) requires (besides a clear and detailed description of the product) 4 tests:

- test on biodegradation (chemical breakdown of the polymer or fibres)
- test on disintegration (physically falling apart of the product in small fragments)
- test on ecotoxicity (test if the composted product does not exert any negative effect on plants)
- test on heavy metals content

NOTE - Biodegradation, ecotoxicity and heavy metal content are characteristics of the material, whereas disintegration is a characteristic of the material and shape (final product).

EnviroPac™ range

Why should you make the switch from plastic packaging to something more sustainable? The real question is why wouldn't you? Consumers are making more and more purchase decisions with sustainability in mind, and as a grower, packer or retailer you will benefit from being seen as a leader in this space.

Our EnviroPac™ products can help you differentiate your product offering from your competitors and substantiate claims of sustainability to your end consumer. Show your customers that you are part of the solution, not part of the problem.

We design packaging to meet the needs of growers, food packers, retailers and consumers, while protecting the natural world that sustains us.

Let's take a look at the EnviroPac™ range...

**DURABLE,
SAFE & COST-
COMPETITIVE**

**MADE FROM
NATURAL &
RENEWABLE
RESOURCES**

**DECOMPOSES
IN THE HOME
COMPOST WITHIN
90 DAYS**

**RETURNS TO
THE EARTH AS
A NUTRITIOUS
CONTRIBUTION
TO THE SOIL**

**DIFFERENTIATES
YOUR PRODUCT
OFFERING
FROM
COMPETITORS**

**SUBSTANTIATES
CLAIMS OF
SUSTAINABILITY
TO YOUR END
CONSUMER**



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Packnatur®

Packnatur® is a revolutionary packaging concept. Consisting of cellulose fibres made entirely from sustainably sourced wood, the nets are 100% home compostable and the manufacturing process results in significantly reduced greenhouse gas emissions compared to standard PE or PP nets.



- ✔ Plastic free – made from sustainably sourced wood
- ✔ 100% home compostable certified
- ✔ Food Safe in accordance with EU guidelines 1935/2004 and 10/2011
- ✔ Achieved numerous certificates, eco-labels and awards
- ✔ Available in 10 colours
- ✔ Runs through existing net bagging equipment (ie. Sorma RB2, RO1, C-Pack)
- ✔ Integrity of net is unaffected by normal warehouse conditions
- ✔ Keeps produce fresher for longer and prevents premature sprouting of potatoes and onions

Cellulose fibre process

Packnatur® nets are part of a self-contained raw material cycle. The wood is transformed into cellulose fibres using carbon-neutral processes in line with the strictest environmental standards.



Trays

The production, transportation and distribution of our Enviro Pac™ trays have a smaller carbon footprint as compared to similar sized petroleum-based packaging. Made from virgin hardwood and recycled corrugate, the trays are home compostable and a deep colour that contrasts beautifully with fruits and vegetables.

- ✔ Sustainably sourced and recycled raw materials
- ✔ 100% home compostable certified
- ✔ FDA approved for food contact - covers US and Canadian food grade packaging compliance
- ✔ BfR approved for food contact - covers European food grade packaging compliance
- ✔ Sedex and FSC compliant and auditable
- ✔ Achieved certificates, eco-labels and awards
- ✔ Microwaveable



NatureFlex™ NVS Film

This bio-film is based strongly on renewable resources (wood-pulp from managed plantations) and is home compostable. With exceptional heat-seal performance, high integrity and wide sealing window, it provides a robust pack unit when used in combination with our trays.

- 100% home compostable certified by TUV Austria
- Semi-permeable to moisture, providing good anti-mist properties
- Heat-sealable on both sides
- Cold-seal compatible
- Excellent transparency and gloss
- Formulated to comply with US legislation for room temperature food contact applications



Sinclair EcoLabel

This fully compostable label comes in a wide variety of shapes and sizes and has seen over 10 years of product development by the world's leading labelling company, Sinclair International.

- 100% home compostable certified
- High-speed, tray, compact pattern and on-line machine application
- Excellent conformity and labelling performance
- Available in a wide variety of shapes and sizes
- Removes without leaving adhesive residue
- Food-safe



Organic Wineglass Tags

These award winning, certified industrially compostable tags are produced from a rip-resistant, waterproof and fully petrochemical-free composite film, combined with cellulose paper.

- Rip-resistant
- Waterproof
- Petrochemical-free composite film combined with cellulose paper
- All raw materials used are of biogenic or mineral origin
- Certified industrially compostable (OK Compost Industrial) EN 13432
- EAN code and batch number are printed using thermal transfer printing rather than thermal paper



Sormapeel

The innovative feature of the Sormapeel packaging line is a “peel-off” strip of paper which makes the separate recycling of the plastic and paper quick and trouble-free for consumers. It maintains the visibility, breathability, resistance, speed and strength characteristics found on all other Sorma packaging lines while containing, on average, 50% less plastic than the conventional equivalent.

- ✔ Can be applied to the entire range of Sorma packing machinery with no modifications
- ✔ Contains, on average, 50% less plastic than the conventional equivalent
- ✔ Fully recyclable
- ✔ Ultra-lightweight and inexpensive



Cardboard Packaging

No matter the crop, we have an extensive range of sustainable, customised packaging solutions to suit your needs. From full graphic print, tamper evident locking tabs, to cut outs for aeration and visibility of produce, we can do all of this and more on a variety of sustainably sourced cardboard.

- ✔ Sourced from 100% certified sustainable pine plantations
- ✔ Fully recyclable in kerbside collections
- ✔ Shelf ready and fully customisable
- ✔ Wet strength board maintains structural integrity
- ✔ Improves food safety and shelf life
- ✔ Enhances branding



To find out more about our Enviro Pac™ products and how they can provide you with a competitive edge, contact Ann Cameron at +64 21 859 920 or ann.cameron@jenkinsfps.co.nz

Our 'can do attitude'. Your personalised solution.

Find out more about our innovative end-to-end
packaging solutions.

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