

3 CERES ORGANICS LAUNCHES NEW CLEAR COMPOSTABLE PACKAGING

Ceres Organics has demonstrated their dedication to sustainability by launching a high barrier, clear compostable pack for their certified organic white quinoa.



5 FOUR GOLD MEDALS REINFORCE CONVEX'S SUPERIOR PRINTING

Convex has reinforced its reputation as a leader in flexographic printing by winning four gold medals at the 2017 New Zealand Pride In Print Awards, held in Christchurch in May.



7 PROPER CORN CRUNCH ADDED TO POPULAR PREMIUM SNACK FOOD RANGE

Proper Snack Foods have positioned themselves even more securely as a leader in the premium natural snack food market this year.



IMPACT PRINTING AND LARGER REPEATS NOW AVAILABLE AT CONVEX

Convex has taken further strides to stay at the forefront of innovative printing in Australasia by purchasing a new Windmüller and Hölscher Miraflex 2 press.

Marketed by its German manufacturers as the latest evolution in leading flexographic printing technology, Convex's new Miraflex 2 press is one of only five of its kind currently operating in the world and the first in the Southern Hemisphere.

Capable of printing up to 500 metres a minute, the new press provides precise

printing in register in up to nine colours, with print repeats up to 1130mm.

It also features a unique downstream gravure unit that allows Convex to broaden their impact printing options and apply special effect coatings and lacquers in just one pass.

Convex Printing Manager Gary Dillistone says, "Being able to do printing, treating and coating in register and inline will allow our customers to incorporate some great creative visual elements and textures on their packaging. This will be particularly ideal for companies with consumer brands who want to make a stand out statement with their shelf appeal and branding."

The new press can accommodate 1000 diameter rolls and has an automatic turbo



Convex can now be even more creative thanks to this downstream gravure unit on the new press.

clean system that will help speed up production by minimising the machine downtime needed for maintenance and cleaning.

Gary says, "The new press will secure our position as one of the leading printers in our industry by allowing us to take our already excellent printing to a whole new level."

The new press was commissioned in November and is now in full production.

"Being able to do printing, treating and coating in register and inline will allow our customers to incorporate some great visual elements and textures on their packaging."



▶ A MESSAGE FROM THE MANAGING DIRECTOR



AS OWEN SEES IT- EXPANDED CAPABILITIES AND CAPACITY POSITION CONVEX WELL

This year, the whole Convex team rallied together to expand our capabilities and capacity in multiple areas.

This has involved a lot of change and disruption at times, but the end result has positioned Convex in a great place to respond to our customers' production requirements and increasing requests for more complex packaging and printing.

The most visible and exciting change has been the installation of our new printing press. This involved extensive building improvements and electrical work, and even changes to car parks. I've been impressed to see so many people working so diligently through this time of transition, and look forward to seeing the team continue to work together with a shared customer-centric focus as we move into 2018.

With the relocation of RSS on to the Convex site a further 20 people have recently joined the Convex team and are now busy being trained and acquainted with our Lean Manufacturing culture.

We have also continued to push the boundaries of our technical capabilities in compostable packaging this year. The new Ceres Organics pack is a wonderful example of our growing technical expertise in this area, and we have about a dozen other sustainable packaging projects currently on the go.

One of our core Convex values is to "challenge the status quo" and we have demonstrated that very strongly this year. The new technology, capabilities and production capacity we have put in place this year have positioned us very well for the future.

I want to thank everyone who has helped make these big changes this year, and I wish you all a very happy Christmas and New Year.

Kind regards

IMPROVED TESTING FOR VOCS

Convex is now offering quicker and more accurate testing for volatile organic compounds (VOCs).

The new Gas Chromatograph (GC) machine has enabled the Convex technical team to provide 24-hour VOC testing to verify that any retained printing solvents in film are within regulated safe levels for food packaging. It includes an auto-sampler for maximum consistency, and the capability to overlay multiple tests for quicker and easier analysis.



Convex Laboratory Technician Courtney-Ruth Gill operating the new GC machine, which checks that any retained printing solvents in film are within regulated safe levels for food packaging.

Along with using GC testing as part of the company's HACCP food safety programme, Convex also uses the equipment to provide a VOC testing service for companies that import packaging.

Convex Technical Manager, Andrew Sheerin says, "It's really important to carry out routine VOC testing on packaging manufactured in countries where manufacturing and environmental standards are not as strict as ours."

"Some solvents banned in New Zealand are still used overseas, and these can transfer to packaged food and impact the health of consumers. Our VOC testing service allows companies to check that the packaging they import complies with industry safety standards, and is therefore suitable to pack food in."

TOGETHER 
we make it happen

CERES ORGANICS LAUNCHES NEW CLEAR COMPOSTABLE PACKAGING

Ceres Organics has demonstrated their dedication to sustainability by launching a high barrier, clear compostable pack for their certified organic white quinoa.

The new Econic®Clear pack was specifically designed to provide a highly functional sustainable packaging option that benefits the environment and also performs well. Along with being compostable, the pack features a unique combination of transparency and barrier properties that enables the packaged quinoa to be seen inside the pack and stay fresh without the use of any unnatural additives.

“The high moisture, oxygen and sealing barriers provided by Econic®Clear have allowed us to maintain our stringent quality control requirements, while staying true to our brand values.”

Econic®Clear is made in New Zealand by Convex from three compostable films derived from wood pulp and corn sources. Each film has been internationally certified to the European and American compostability standards (EN13432 and ASTM6400). Compost trials have shown that packs made from these films will break down in a typical home compost bin or worm farm containing heat, water, oxygen, soil and micro-organisms.

Ceres Organics has been at the cutting edge of the organic food industry in New Zealand for over 30 years. They opened the country's first organic store in 1984, and were the first New Zealand company to become a BioGro certified organic distributor and achieve EcoSocial certification in recognition of their ethical and socially responsible sourcing policy. In February 2015 they launched the first New Zealand-made snack bars in Econic®compostable wraps, and then achieved a further first in September 2017 with the launch of their customised Econic®Clear pack.

Convex worked closely with Ceres Organics for over two years to develop a customised pack that met functionality requirements that were thought impossible to achieve with a compostable film structure. The result is a new addition to Convex's Econic®Clear range and a significant breakthrough in sustainable packaging pioneered by two innovative Kiwi-owned companies.

Convex Technical Manager Andrew Sheerin says, “Ceres Organics' willingness to work with us through multiple product trials allowed us to push the limits of our original duplex Econic®Clear offering to create a customised higher barrier triplex structure that provides the ideal food safety, shelf visibility and sustainability requirements for food products like quinoa.”

“This new home-compostable pouch is an exciting step towards reducing the amount of plastic being sent to landfill.”

Ceres Organics Managing Director, Noel Josephson, says the new Econic®Clear packaging reflects the company's longstanding commitment to sustainability, people and the planet.

Noel says, “Ceres Organics was the first brand to offer quinoa in New Zealand, over 15 years ago, and we've worked hard to



ensure it remains the best and most ethically-sourced quinoa Kiwis can get in 2017 and beyond.”

“The high moisture, oxygen and sealing barriers provided by Econic®Clear have allowed us to maintain our stringent quality control requirements, while staying true to our brand values. This new home-compostable pouch is an exciting step towards reducing the amount of plastic being sent to landfill.”

Ceres Organics is planning to launch more products in compostable packs in the near future.

You can find out more about Ceres Organics by visiting: www.ceres.co.nz

SUPERIOR PLUS-SIZE PACKS FOR PREMIUM-FIBRE HORSE FEED

The customised combination of superior strength, size, printing and performance has provided the perfect pack for Let's Bale's premium high-fibre horse feed, EQUIFIBRE® Lucerne Pro.

Launched in April, the 24kg packs are produced from metallised high micron polyethylene for maximum strength, and are provided with venting valves to allow gasses to escape from the vacuum-packed moist ensiled feed. Convex's top quality printing completes the picture with 100% rotated graphics that highlights the premium branding.

Convex Regional Sales Manager, Vikki McNamara, worked with the Convex technical team and Let's Bale to customise the bags to suit the packaged product, their packing process, and the premium presentation that they wanted.

Let's Bale Business Manager, Lucia Voss says, "The pack looks really good. It is very important for us to have a very high quality print. It's a premium product and the quality print Convex has given us matches that positioning well. Vikki's assistance was really good. She was always there when I needed her, especially when we were pressed for time."

Horse health and performance are extremely important to Let's Bale. Lucia and her partner Tom Tarver, who founded the company, are both keen showjumping riders and are involved in equine exporting.

With every horse needing to consume 1% of their body weight in fibre a day to keep their digestive system functioning correctly, EQUIFIBRE® Lucerne Pro makes a valuable contribution to their diet and overall health. It also helps keep horses hydrated. The highly nutritious forage fibre is made from quality Lucerne grown in the rich volcanic soils of New Zealand's Bay of Plenty, and contains no additives.

Let's Bale is half-owned by Tui Products Ltd - a company Convex has been supplying fertiliser and growing media bags to for almost 20 years.

Tui Products Director, Don Forgie says, "People's horses are very precious to them so we've got to get the product right. It is a specialised product that required a lot of knowledge and expertise to produce a pack that properly vented the bag and provided the long shelf life we wanted. The Convex team have done a great job. It's an excellent and very strong bag."

Don says EQUIFIBRE® Lucerne Pro is already making good traction in the Japanese market and other export markets are showing promise as well.

EQUIFIBRE® Lucerne Pro is distributed in New Zealand by Dunstan Nutrition Ltd.

You can find out more at: www.letsbale.com



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FOUR GOLD MEDALS REINFORCE CONVEX SUPERIOR PRINTING

Convex has reinforced its reputation as a leader in flexographic printing by winning four gold medals at the 2017 New Zealand Pride In Print Awards, held in Christchurch in May.

Convex was awarded gold medals in the packaging category for Daltons 8kg 7 in 1 Fert Pellets Citrus & Fruit Formula, Cookie Time's Cranberry and Raspberry Bumper Bliss Balls, and Nestle's 7.5kg Supercoat Adult with Real Beef dog food.

The Pride In Print Awards were established in 1993 to promote excellence in New Zealand printing. The annual awards showcase the highest standards in the industry and the printers who have reached what the

"Outstanding use of four colour print process, well executed with a superb result"

Pride In Print website describes as the elite Gold Medal status.

Since 2002, Convex has won 14 Pride in Print gold medals and made the supreme award finals four times.

Convex printing manager Gary Dillistone says this year's quadruple win reflects Convex's continual quest to push the boundaries of flexographic packaging complexity and excellence.



Printing Manager Gary Dillistone is excited by the added value printing opportunities provided by the new press.

He says, "We are already well known for our consistent high quality and innovative printing and winning these awards supports that."

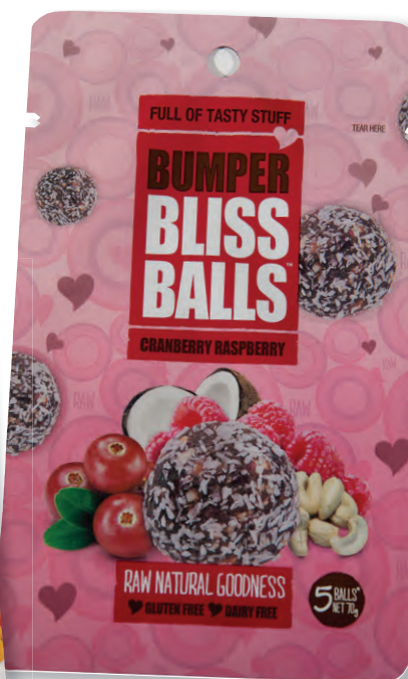


The Daltons pack also won gold for the best in the Process of Flexographic printing, and was described by the judges as, "Outstanding use of four colour print process, well executed with a superb result."

7 in 1 Citrus & Fruit Fert Pellets 8kg



Bumper Bliss Balls Cranberry Raspberry 70g



Supercoat Adult with Real Beef 7.5kg

NEW DECADE OF SOUTH ISLAND SERVICE AND GROWTH

Convex Christchurch celebrated its tenth anniversary this year with a bigger office, a transformed team, and a strengthened commitment to provide South Island customers with the very best service possible.

Since opening in March 2007, Convex Christchurch has offered high level sales support, warehousing and next-day deliveries across the South Island. They now have a thriving client base stretching from Nelson to Bluff, and supply packaging for multiple industries including sea food, bakery, packed salads, vegetables and snack food.

A warehouse facility was set up in Christchurch from day one to enable Convex to provide quick deliveries. This allowed Convex to continue supplying customers with minimal delays in the aftermath of three big earthquakes, which cut transport links for several weeks.

Howard Clark, who established the Convex South Island office and managed it for over a decade says, "The earthquakes highlighted the fragility of the transport network and how vulnerable the South Island is to freight delays. Having stock on hand allowed us to continue providing next day delivery after the Kaikoura earthquake – which was hugely beneficial for everyone."

"Our warehouse also allows us to provide a high level of service and manage inventory for our customers, who can benefit from bulk purchase savings without having to worry about storage."

Convex Christchurch has continued to grow over the past year and there have been several changes. The office space was expanded in March, Carole Greenfield retired in April after providing outstanding customer support for seven years, Kim Cotton joined the team as customer



The Convex Christchurch team are well positioned for some exciting changes in 2018. Pictured from left: Darryn Bennett, Kim Cotton and Howard Clark.

service and assistant account manager in April, and Darryn Bennett shifted his focus to account management.

The biggest change will occur at the end of January when veteran South Island sales manager Howard Clark retires and passes the baton to Darryn and Kim. By the time Howard retires he will have been working at Convex for almost 21 years. Initially employed as the Auckland Area Sales Manager in April 1997, Howard has served as Convex's National Sales and Marketing Manager, South Island Sales Manager and Export Development Manager.

Howard says, "It's been really satisfying starting Convex Christchurch and seeing it become well-established. I've built many close relationships with customers and have enjoyed supporting their businesses."

Howard is planning to stay in the Christchurch area, but may be difficult to find in the winter months when he plans to escape to warmer climes in Queensland.

Darryn and Kim are looking forward to continue building on the strong foundation Howard has laid for Convex Christchurch, and are enthusiastic about the future.

Darryn will be single-mindedly focusing on servicing customers and growing the business with the support of Kim who has over 30 years experience in the packaging industry, specialising in customer service and logistics.

Darryn says, "There are a lot of forward thinking companies in the South Island who are taking a leading role in launching innovative and interesting packaging, and we are well-positioned to help them."



Owen Embling & Anthony Coffey.

Convex Tradesman Wins Overseas Training Award

Convex Electrician Anthony Coffey was awarded the New Zealand Craftsman Training Foundation 2017 overseas training award in November. Award recipients are given short-term roles in top level international companies, where they receive practical work experience and training to enhance their trade skills and knowledge.

Convex Engineering Manager Evan Bradley was a recipient of this award in 2007, and used the award to spend four weeks in Malaysia and Germany, a trip that he describes as "absolutely life changing".

PROPER CORN CRUNCH ADDED TO POPULAR PREMIUM SNACK FOOD RANGE

Proper Snack Foods have positioned themselves even more securely as a leader in the premium natural snack food market this year with a New Zealand Food Awards win and the launch of Proper Crunch Corn.

Made from partially-popped whole grain corn kernels, Proper Crunch Corn offers a tasty alternative to traditional popcorn with a stronger crunch and flavour.



The unique natural nibbles were launched in late October with two mouth-watering variants: Marlborough Sea Salt and Cider Vinegar & Sea Salt.

Proper Crunch Corn is the latest snack innovation launched by Nelson-based Proper Snack Food Ltd. The company's commitment to premium taste and 100% natural ingredients has won them a string of food industry awards, including a 2017 New Zealand Food Awards Dry Food Award win for their popular Kumara Chipotle and Garlic Crisps.

Convex has worked alongside Proper Snack Foods for over eight years supplying packaging and, more recently, managing their inventory to help ensure a seamless flow of snack packing and distribution.

Convex South Island Sales Manager, Howard Clark says, "In all the time we have worked with them, Proper Snack Foods has demonstrated a dedicated commitment to innovation and high quality natural products. They are constantly evolving and trying new things, and we look forward to continuing to help them push new frontiers in this market."

Proper Snack Foods was founded in 2007 in the foothills of the Upper Moutere in Nelson. Ned and Mina Smith bought the company in 2010 and dedicated themselves to growing their award-winning range of high quality gourmet snacks. They soon outgrew their farm premises located in an old jam factory, and moved to Stoke, Nelson in 2012. They are the proud makers of Proper Crisps Artisan



Hand Cooked Crisps and their entire range including their new Proper Crunch Corn is 100% natural, vegan friendly and free of gluten, dairy, GMO and no added MSG.

Ned says, "We are always trying to come up with new flavours and styles that are ahead of the trend and meet the taste buds of our fans. At Proper Crisps we are all about keeping our ingredients list to a minimum using only real food and only what is necessary to satisfy the taste buds."

"Convex have been through a journey with us and have evolved with the needs of our packaging standards."

You can find out more by visiting: www.propercrisps.co.nz



Proper Snack Foods owners Ned and Mina Smith at the 2017 New Zealand Food Awards with some of their multiple award winning artisan Proper Crisps range.



Owen Embling, Evan Bradley & Aaron Collett.

Evan Rewarded for 'True Grit'

Big congratulations to Convex Engineering Manager, Evan Bradley, for winning the inaugural 2017 Convex 'True Grit' Award.

The award was presented to Evan at the Gallagher Rotary Industry Awards in November, for his "determination and commitment to stay on task over the previous year through numerous challenging changes and projects."

CONNIE'S CATCH UP

Hiya folks...it seems like no time at all since I last sat down to write to you – but we've been very busy bees in the interim! New babies have been top of the agenda again this year, with our friendly stork a welcome visitor for several Convex families.

The New Year started on a high with a double Convex baby for Specifications Controller Louise Raine and partner Printer Robert Cassidy with the arrival of baby Emilie Rose in January. Printer Richard Cate, and his wife Lisa welcomed Beau James in April. In May, Storeperson David Cridge and his wife Jessica welcomed Siena Arielle, and in August, Customer Liaison Claire Beattie and her partner Shane welcomed Aria Payton. Congratulations to all of you from my clucky self!

The Convex Sportsperson of the Year Award most definitely goes to Assistant Warehouse Manager Linda Waerea, who celebrated two big netball wins this year as a member of two different teams! In March, Linda's Hamilton InZone team won the Over 40s Mixed Indoor Netball Nationals in Wellington and in September her Hamilton Skyliners team scored a team grade win at the Kurungaituku Netball tournament in Rotorua.



Convex 2017 super sportsperson, Linda Waerea

Supply Chain Manager Mark Hughes also enjoyed some impressive golfing success this year. One of the highlights was being part of an elite team that represented the Bay of Plenty in the Freybery Masters interprovincial golf tournament in Auckland. Mark played well during the week-long tournament, gaining 4.5 points out of a possible 8 – a good score for a first timer!

And when it comes to endurance, Convex is in a league of its own! Fourteen of our dedicated team members celebrated significant long service milestones this year, and we got to eat a lot of cake! Graeme Dean and Robin Van Syp both celebrated an amazing 30 years with Convex, Wayne Bennett and Evan Bradley celebrated 25 years, and Howard Clark and Nate Marsden crossed the finish line into the Convex '20 Year Club'. Sue Mangino celebrated 15 years at Convex and (pause for breath!) - Gurpreet Singh, Jeremy Dimes, Renee Carter, Jaskaran Khosa, Hayley Rangitaawa, Klem Colton and Nicola Dunn all reached their 10th anniversary. Hats off to all of you!

Well, that's all from me for now!

Take Care,

Connie





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