

JULY 2022

VERSION #16



**Pride
In Print
Awards**

BUSINESS AWARD - SUSTAINABILITY

**2022
Gold
Award
Winner**

MONTHLY NEWSLETTER

TRANSCONTINENTAL NEW ZEALAND

OUR PASSIONATE PEOPLE | MEET OUR MANAGING DIRECTOR | DIGITAL PRINTING WITH TC NZ | 20 YEARS AT TC NZ

HIGH FUEL COSTS | SUSTAINABILITY UPDATE

**tc • TRANSCONTINENTAL
PACKAGING**

MEET OUR NEW MANAGING DIRECTOR



DONALD LEE MANAGING DIRECTOR

We are delighted to announce that Donald Lee has been appointed as the new Managing Director role at TC Transcontinental New Zealand effective from 1st June 2022

Donald has been with the New Zealand operation since 2005 where he has held numerous leadership roles in business development, product development, marketing, and international sourcing. Most recently, Donald has led the sales and sourcing teams. Donald has been an integral part of the TC New Zealand transformation from a commodities packaging facility to one offering packaging with high-end graphics and complex structures, post-industrial / post-consumer recycled substrates, and importation of finished packaging of excellence in quality from strong and reputable international partners. TC Transcontinental is fully committed to work closely with our customers, supply partners and communities in New Zealand and Australia.



OUR PASSIONATE PEOPLE



ANGELA HYLAND CUSTOMER SERVICE REPRESENTATIVE

WHAT'S YOUR EXPERIENCE AND HISTORY?

My training and education is in Graphic Design, Business / Project Management and more recently a short course in Digital Marketing. I have been in the printing trade for 13 years within local Christchurch print companies who supply businesses for stationery, promotional print, signage and apparel. My previous role was Operations / Key Account Manager for Printable Solutions a role I enjoyed for 6 years and where I tended to be a Jack of all trades within the business and have given most things a go supporting my previous employers / colleagues in printing, colour matching, design, finishing, while my main focus has always been caring for customer needs, sales and deadlines.

WHY DID YOU CHOOSE TC AND WHAT CAN YOU CONTRIBUTE?

I was excited to join TC to learn more within a larger company and learn about flexible packaging. With the trend of branding becoming more dominant and digital online, I'm a huge fan of tangible printed products and felt I could bring some of my experience to support TC and their customer service team.

WHAT MAKES YOU ENJOY WORKING AT TC & WHAT IS YOUR FAVOURITE COLOUR?

Everyone has been very welcoming and helpful while learning the ropes. Pantone 16-1546 Living Coral (2019 Pantone of the year – I'm showing my true print geek colours there) and the good old faithful Black.



MARTIN PIDOCK
TECHNICAL MANAGER

WHAT'S YOUR EXPERIENCE AND HISTORY?

Readers digest history - I Left Hornby High school when I was 17 and started as a plastics cadet with Mainguard Packaging (across the road from the local High School). Completed an NZ certificate in Plastics Engineering plus an Apprenticeship in Plastics Engineering (Advanced Trade level). I have been in the Packaging industry since then in various roles including maintenance, extrusion, operations manager, and technical roles.

WHY DID YOU CHOOSE TC AND WHAT CAN YOU CONTRIBUTE?

It felt right for a time to change after about 23 years with Amcor. I wanted some different challenges to keep the grey matter working. TC seemed to be a good group, Roland was very convincing and now I'm here.

WHAT IS YOUR FAVOURITE COLOUR?

Red seems to be my favourite colour, my wife's a redhead, and the motorcycle is big red.

WHAT IS YOUR FAVOURITE MOVIE?

TOPGUN!



RICHARD HOUGHTON
SUPPLY CHAIN MANAGER

WHAT'S YOUR EXPERIENCE AND HISTORY?

My history and experience are in planning roles around New Zealand and Australia in the Food (sugar, dairy, smallgoods) and packaging (PET bottles) industries. I then moved on to become the Supply Chain Manager at Sleepyhead, which I started when Covid-19 was beginning to impact the world. This resulted in 18 months of adapting the business to the constantly changing "new" normal of the supply chain.

WHY DID YOU CHOOSE TC AND WHAT CAN YOU CONTRIBUTE?

To TC I bring experience in the supply chain both in sourcing and supply but also as a previous customer of the packaging industry. The importance and focus on supply chains have changed over the last 3 years, what was once an area of the business that quietly functioned in the background is now the front of focus as the world and particularly New Zealand has had to adapt to the changing normal.

WHAT MAKES YOU ENJOY WORKING AT TC?

I enjoy working at TC because of the culture and openness of the TC team, I think this is key to creating an enjoyable workplace.



HOLLY BAKEN
CUSTOMER SERVICE MANAGER

WHAT'S YOUR EXPERIENCE AND HISTORY?

I studied Textile Technology and started my career in fashion as a designer, pattern maker and sample maker but after 2 ½ years I changed direction and moved into Customer Service at a farming Co-Operative where I spent the last 7 years. I have worked in retail, admin and customer service for 10 years and many of those spent leading a team.

WHY DID YOU CHOOSE TC AND WHAT CAN YOU CONTRIBUTE?

I enjoy experimenting, hunting for business process improvements and collaborating across different departments so when Donald shared the opportunities for change within TC, I couldn't resist!! I enjoy connecting with customers so am eager to learn about their needs and explore how our Customer Service team can make their experience seamless and meaningful.

WHAT MAKES YOU ENJOY WORKING AT TC?

Being new to the plastics industry I am entering a large period of growth, each day I am learning something new and I know I am surrounded by staff who not only have valuable expertise but are passionate about what they do and are open to sharing their knowledge.

WHAT IS YOUR FAVOURITE COLOUR?

Blue! My hair gives that away!

DIGITAL PRINTING WITH TC NZ



Are you an evolving business wanting to promote your branding? Or a well-established brand who wants to do a one-off promotion or product launch? Well does TC have the solution for you!

Digital printing is still an evolving technology here in NZ and it is only just starting to gain legs by becoming commercially viable. At TC we have the ability to print large production runs because we have a plate printing system, however the plate printing system does not have the ability to print the small production runs that some companies require. Because of this issue most companies will have a set minimum production run. However, for a small company wanting to promote their branding or a medium/big company who wants to do a one-off specialized sale, these set minimums are far too big. TC has now found a solution by importing digitally printed products, this allows TC to provide our customers with short production runs with a stunning print at a commercially viable manner.

Every company has a different vision which makes them unique, some require an organic and feel-good design whilst others require a flashy brightly colored design. With digital printing your company has the ability to create a design that is specified towards your company's requirements. Digital printing has the options to be printed on a matte or gloss surface. The CMYK colour pallet is used in digital printing, however there is also special colors available, that are more unique towards your brand and provide a punchier colour.

TC is a packaging solution for all companies, as we are able to provide the larger production runs that we make at our TC Factory in NZ, but also the short production runs which aren't viable to make here in NZ. TC has the technical skills to offer the design features and the ability to deliver it mechanically. This enables growing business to manage their cashflow without a large amount of outlay in stock and cost.

From TC's perspective we can engineer the product to your company's needs and requirements. TC wants to support the niche markets and small businesses, by providing them with the opportunity to have a high-end product with a high-end digital design, to help them grow as a business.



CELEBRATING 20 YEARS AT TC NZ



Loan started with Chequer Packaging in May 2002 as an enthusiastic and delightful young machine packer on our high speed checkout bag machine in the converting department. She then took a short break to have her oldest daughter Helina whom is now 19. Upon Loans return she started back in our Courier ticketing / handle bag department which operated 24/6 for around five years before having her second child (Vanson whom is now 13.)

Loan moved back into the conversion department where she has developed and perfected her knowledge in Sideweld (Courier hotmelt) and Wicketing machinery. Loan was also integral part of the installation of our New inline ticketing machine, where her input on the finished goods end of the machine helped maximise efficiency. Loan is a much respected and valued senior conversion team member.

We are happy to still have Loan's knowledge, skill and experience in our TC team, congratulations Loan on a great achievement!

INDUSTRY ISSUE - HIGH FUEL COSTS



The conflict between Russia and Ukraine has been felt all around the world. In NZ, one of the impacts is the high fuel costs that have spiked in recent months. A reduction of supply combined with growing demand is pushing the pricing up, and all New Zealanders are experiencing it.

The pumps are at record highs and diesel prices in particular have seen a dramatic increase. TC does not use a lot of fuel however, the trucks that are used to move product do. Therefore the cost of transport is increasing and the more you have to move product the more cost gets added.

TC has a wide range of customers and the high fuel costs affect them all. To mitigate this issue TC look to reduce the amount of unnecessary movement of products. We can minimize the amount of transport, by landing product directly into customer rather than an intermediary point and on-shipping. We are advising customers to order in larger quantities less often instead of many small orders, as this will reduce the amount of overall transport cost. We want what is best suited for our customers, our supply chain team continuously model the best destination to land product so that our customers can take delivery as efficiently as possible.

High fuel costs are one driver of inflation, and we are seeing inflation currently sitting at 6.9%. We haven't seen those levels since the 1990's. Experts are saying that we haven't seen the end of it yet, however TC is prepared and offering the best solutions possible. TC will continue to work closely with our customers to explore and navigate these tough times going forward.

SUSTAINABILITY UPDATE

PLASTIC MT RECYCLED IN 2021

TC Transcontinental has made a global commitment to the Ellen MacArthur Foundation's New Plastic Economy. Globally, we place 1% of our packaging revenue toward recycling initiatives and sustainable product research and development. In 2021 TC New Zealand recycled 93 tonnes of HDPE and 602 tonnes of LDPE that is a total of 695 tonnes recycled in 2021. TC Transcontinental is committed to being part of New Zealand circular economy of plastics going forward.

