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# Welcome to the 20<sup>th</sup> annual Dunninghams Catalogue!

As a business we value our customers, suppliers and staff the most! Thank you to our loyal customers for your business, we see you as business partners! Thank you suppliers for standing by us over the decades and supplying us quality products which add value to our range and offering!

Lastly, but not least, thank you to all our dedicated and loyal staff who make it all happen, without you we would not exist as a business.

We are proud to release our 2022, 20<sup>th</sup> annual Dunninghams' Catalogue!

Dunninghams now trading for one hundred and one (101) years and still proud to be 100% New Zealand owned and operated, forth generation, family business.

Every year Dunninghams has evolved to better meet the needs of its customers. This year we have seen the product range swell to over 10,000 SKUs, including multiple new categories, thanks to acquisition of Start Food Tech in New Zealand.

While flagship products such as Spice-O-Mix are still going strong, new value-added ingredient products have been developed including the launch of a new trademark the 'Butcher's Banquet' launching in 2022. We have also continued to expand our agency lines to ensure customers enjoy a wide variety of options, they can in turn offer to their end customers.

Our catalogue plays a large part in assisting you to run your business efficiently and profitably. We continue to improve our catalogue and have made it even easier to use with more pictures to help identify products and part numbers with informative advertorials. Remember to take advantage of the carton and multi-buy rates that exist for some products. As always, we're here to help, via our Customer Service Team, your local Dunninghams sales representative or the online portal. We are only a phone call away 0800 363 1921!!!

Once again, customers, supplier & staff - thank you for your continued support!

**Scott Reynolds CEO**



*The Dunninghams Senior Management Team*

*Back row L to R: Chris King (National Sales Manager), John Dunningham (Machinery Sales Manager/Director), Stuart Badland (Manufacturing Manager), Andrew Higgins (Logistics & Supply Manager).  
Front row L to R: Scott Reynolds (CEO), Kathryn Fletcher (Customer Services/Director), Beth James (Procurement & Planning Manager), Mark Bennett (Finance Manager).*

# Dunninghams

## Continuing to evolve

We continue to evolve as a company that meets a wide variety of needs across many segments of the food industry, both within and beyond New Zealand's shores. While still catering to our loyal butchery customers, Dunninghams also provides quality solutions to meat and fish processors, distributors and food service networks.

### Food service packaging

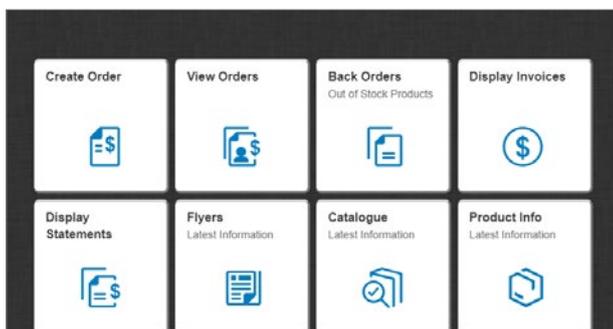
Dunninghams now has a dedicated Food Service Packaging sales team with the required technical knowledge and know how to find the appropriate item to package your products and meet all your food service needs. We now stock environmentally friendly and home compostable product options with an ever-expanding range of new products arriving monthly. Please contact your Dunninghams' sales representative, Customer Services or email sales@dunninghams.co.nz for more information.

### Batch blending

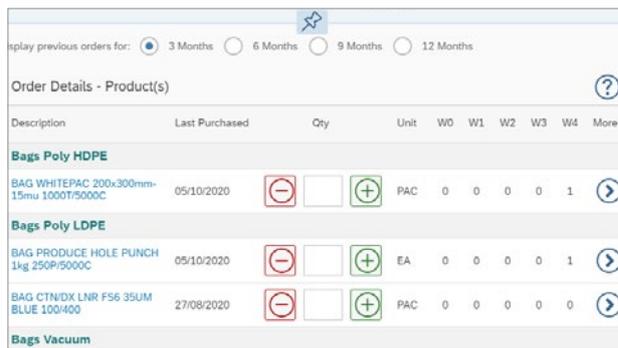
Did you know at our Auckland manufacturing site in Penrose we batch blend ingredient products for our customers e.g. sausage meals, glazes, pattie mixes, sous vide mixes, concentrates, brine mixes, cures, coatings? We can batch blend a customised / special blend / unique recipe for you and the minimum order quantity can be as low as 40kg. We can even tweak one of your favourite Dunningham recipes and add your special additions in it, so you save time, don't have to stock the raw material additions and ensures your product consistency. If batch blending is of interest to you please ask your Dunninghams' sales representative, Customer Services or send an email to sales@dunninghams.co.nz and one of our team members will contact you.

### Online portal

Account customers can browse and purchase Dunninghams products 24/7 with our online customer portal, which has a fresh new look with more features.



Dunninghams Portal



Dunninghams Portal

Account customers can browse from their PC, tablet or smart phone. To register for access to the portal you will simply need to complete an online portal access request form, for a copy, please ask your Dunninghams' sales representative, Customer Services or send an email to sales@dunninghams.co.nz

#### Portal features include:

- Order history
- Back orders (if any)
- Copies of invoices and statements
- New products and products on promotion
- Product flyers & newsletters (Butcher's Hook)
- How to guides
- Machinery brochures and other product information

### Direct debit facilities

Making it easier for you to do business with us, monthly (also weekly now available) direct debit facilities are available for all account customers. Please contact your sales rep, Customer Services or email sales@dunninghams.co.nz for a copy of the direct debit form. This is also available on our customer online portal.

### Environmental, health & safety



At Dunninghams we are proud to have achieved Gold certification with Enviro-Mark to demonstrate we do care about the environment for our children and our children's children and beyond. We have a solar farm on our Auckland site roof, LED lighting, our vehicle fleet is being

changed over to Toyota Rav4 Hybrids as the vehicles are replaced, we are recycling multiple waste streams and many other initiatives. Health & safety and staff wellbeing is taken seriously with constant reviews and improvements being made company-wide to make our workplace safe, with this in mind, we installed air conditioning in our manufacturing and raw materials area.

Please see our **CORPORATE, ENVIRONMENTAL & SOCIAL RESPONSIBILITY** section for more info.

# New Aquisition

## Start Food Tech

This acquisition has brought new products to our selection from new knife ranges, bone guard, ultra-absorbent soaker pads to ownership of new patents for an amazing knife sharpener manufactured in New Zealand, the Tempus Surge (refer page 140).

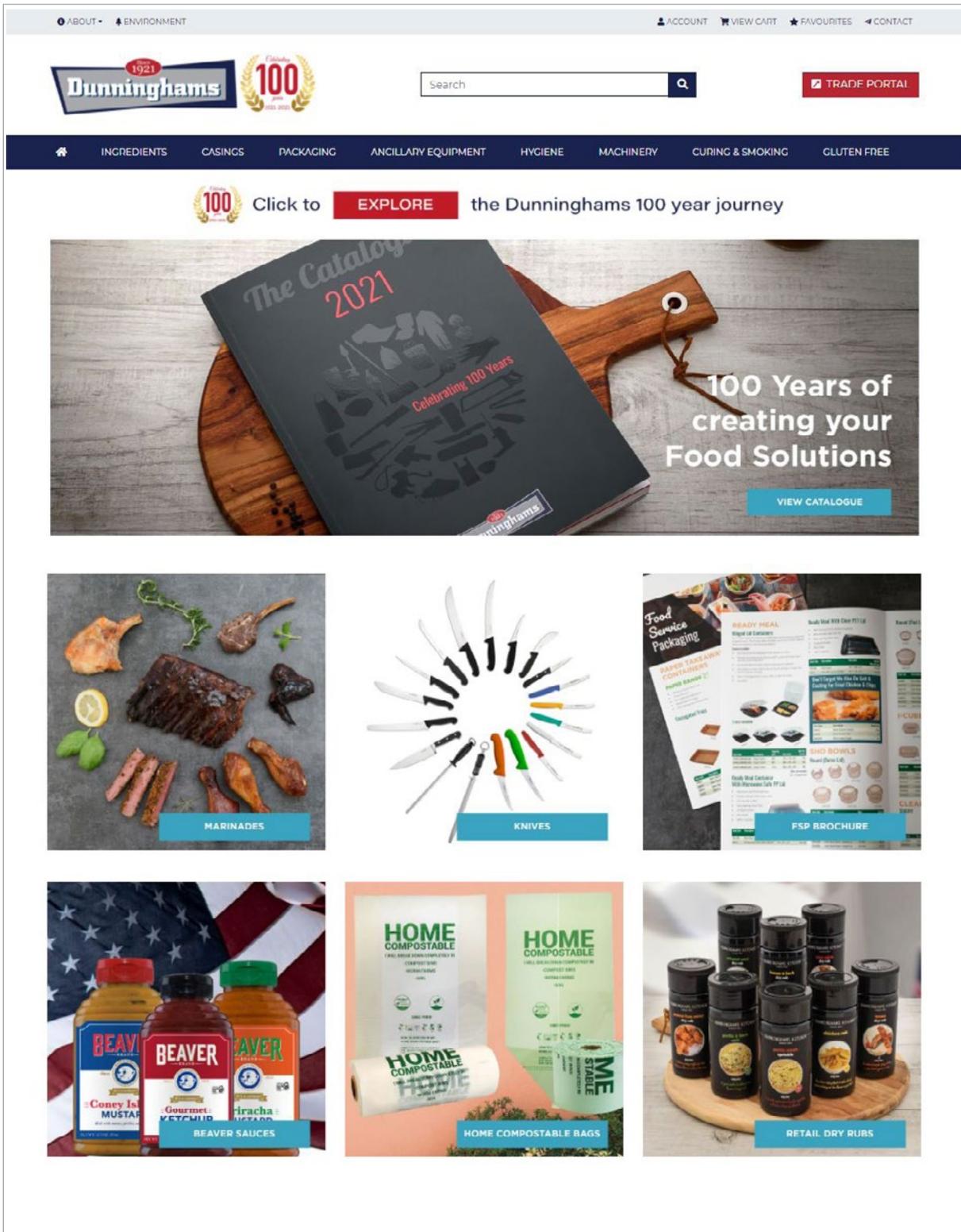
With this aquisition (of the trading goods division - not the processing plant) Dunninghams can further support our customers and large scale processors.

The screenshot shows the Start Food Tech website. At the top right, there are navigation icons for search, home, user profile, NZD \$, and MY CART with a shopping cart icon and the number 0. Below this is the Start Food Tech logo with 'NEW ZEALAND' underneath. To the right of the logo, the contact information is listed: Email: info@startfoodtech.com and Phone: 0800 564 837. A dark navigation bar contains the following menu items: HOME, KNIVES (with a dropdown arrow), FISH PROCESSING, AUTOMATIC STEELS, STEELS, BUTCHER ACCESSORIES, KNIFE STORAGE, STONES, MINCER PLATES, GLOVES, BONING HOOKS, BONE GUARD, and SOAKER PADS. The main banner features a photograph of a meat processing plant with workers in white coats and gloves handling large pieces of meat. The text 'START FOOD TECH' is overlaid in large, bold, blue letters. Below the banner, a 'WELCOME TO START FOOD TECH' heading is followed by a paragraph: 'Start Food Tech is a family owned business with a wealth of processing knowledge behind it. The family comes from 3 generations of butchery and now operate a large meat processing plant; not only do they sell this equipment but use it on a daily basis in their own business.' At the bottom, there are three product category tiles: 'KNIVES' with an image of various knives on a red surface, 'FISH PROCESSING' with an image of fish on ice, and 'KNIFE STORAGE' with an image of a wooden knife block.

# New Dunninghams website

Our new website has been months in the making, many meetings, emails, lots of tweaks and test runs to make shopping for our products much easier! We've added more photos and information to assist our online customers.

We're always working on ways to reduce our carbon footprint and with our new website, it's easier for our customers to keep up to date and to see a more detailed view of how we're actively doing this.



# Meet our new starters



**NEIL  
LARSEN**

I have recently transitioned into the Dunninghams team as key account manager. I started my career in the meat processing industry in the fish sector then progressed into the red meat sector working as a lamb boner for a large NZ freezing works chain for a little over 4 years. Then I moved from the south island to the north and spent 14 years working for a smallgoods manufacture working in a number of different roles learning further processing techniques, people management and the value of quality products in the industry.

I then hung up my knives for good once I had the opportunity to supply quality tools/products to the industry to better improve the quality of the finished goods.

I am extremely passionate about the industry and thrive on helping everyone improve what they already do well by introducing them to new and innovative products.

I am also a father of 2, my family is my biggest passion. My wife enjoys everything I do such as hunting, fishing, tramping, camping and motorcycling.

Me and my wife worked together on a number of projects in our careers. From the meat industry to confectionery.

So if I am calling on you, please look at me as a trusted advisor not a rep as I am there to help you in all aspects of your business.



**AMEE  
BHAVSAR**

I feel immense pleasure to join Dunninghams family as Payroll and Office Administrator. I never felt new in the company and immediately connected with the people as everyone around is so nice and kind that they don't make you feel like a stranger. I come from Gujarat, INDIA the land of heritage & culture. I moved to New Zealand in 2015 for further studies and made this country my new home.

I have been in administration field for eight years with accounting background as well. After leaving India, I started my career in NZ as an office administrator in Professional Financial Solutions Limited where I learned the NZ tax system and other accounting aspects which helped me a lot to grow my career further.

Besides my professional career, I love playing Taekwondo and hold first Dan Black Belt. I haven't been fortunate enough to travel the world yet but have been fortunate to travel my whole home country India for many championships and have won many medals that my Mom actually wants to make a cupboard to display my trophies and medals.



**LUCY  
HARDING**

I joined Dunninghams in June 2021 as part of the Procurement and Planning Team. Prior to that, I spent 11 years living and working in the "Las Vegas of the East", Macau China, managing Cashiering teams within some of the worlds biggest (and craziest!!) Casinos. It was a great experience that allowed me manage large teams, travel, immerse myself in a different culture, and to meet my partner.

In 2017, we made the decision to move back to New Zealand to raise our children and I was lucky enough to spend a few years as a stay-at-home mother and part-time Uni student before getting back into the workforce. We now have 2 children and a massive, but kind-hearted, Rottweiler named Mia. I love gardening, a passion that runs throughout my family, and am slowly developing a productive veggie garden.

Fun Fact, I completed my Post-Graduate Diploma in Business in June and will graduate in October!



## MARK D'AUDNEY

I have recently joined Dunninghams as a sales rep specialising in packaging.

After many years in various sales roles in the travel and luxury duty free industries I am excited to be joining this iconic brand.

I was lucky enough to be a world traveller for most of my life and still have the Galapagos on my bucket list soon as the world opens up.

I enjoy camping with the kids and glamping with my wife and always up for an adventure.

I have a passion for food and culinary adventures, have tried some weird and wonderful things. Lost a bet while living in Japan and downed Fugu the Japanese highly toxic blowfish and survived!



## STEF LINTERN

I've joined Dunninghams as one of the Warehouse Workers down in Wellington. I graduated high school in 2018 and when I left school not long after I started working for the Company The Warehouse as a casual

Worker and at the same time working as a casual worker for Dunninghams.

I am interested in the outdoors like camping with my friends which is a fun experience and going hiking. I also love sports as I have also coached some high school Volleyball teams during the time I was in school and also after the time I graduated.



## RAKESH CHAND

I joined Dunninghams in may 2021 as a warehouse manager for Petone branch. I was born in Fiji and come from a farming family.

Did my engineering studies in Australia. My wife is a nurse and we moved to New Zealand in 1998.

I worked in photo lab for 10 years then for a warehousing and logistics company for 12 years before joining Dunninghams. I'm enjoying my time at DMD and have excellent work colleges



## DEAN ROHLOFF

I am born and bred in Wainuiomata and still living there today. I have previously worked in the Liquor Industry managing 2nd Tier distribution for DB Group. After that managing the distribution of agency brands throughout the lower north island for Glengarry Hancocks. An awesome industry to work in but it sure takes it toll on you. Love being out of the city and being around horses which is where I intend to be as soon as the house is paid for.

## Our Sales Team



(Back row L-R) Ralf Kuester, Evan Buchan, Chris King, John Dunningham, Andre Holloway, Dion Smit, Mark D'Audney  
(Front row L-R) Paul Brechin, Ash Joyce, Phillip Cook, Lee Urquhart, Gary Watt, Neil Larsen, Fabian Quevit

## The Customer Service Team



L to R: Jocelyn Aisher, Kathryn Fletcher, Vicky Barton, Hayley Williams, Sandy Johnson & Angelina Mose

### Give us a call!

With more than 9000 products available, Dunninghams boasts an experienced sales team who can answer any questions about our products. Give them a call on 0800 363 1921 or you can email us: [sales@dunninghams.co.nz](mailto:sales@dunninghams.co.nz).

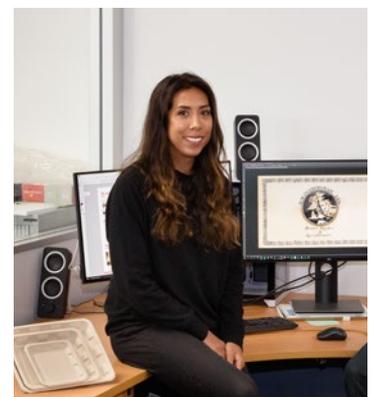


## The Admin Team



Back row: Ameer Bhavsar, Anne-Marie Tom, Srinidhi Radhakrishna, Mark Bennett, Val Leech  
Front row: Aileen Tablada, Jing Xu, Beth James, Shirley Raymond, Lucy Harding

## Marketing



Jade Hollinger

# The Manufacturing Team



*L to R: Jimmy Singh, Faamate Fuamai, Avendra Prasad, Tu'akoi Havea, Peter Uhila, Manwinderjett Singh,  
On fork lift: Richie Moaho, Jimmy Walters, Trevor Minus, Malo Saumani, Stuart Badland, Amy Gao, Meggie Fang,  
Sarah Jane Caudwell, Lea Mantes-Baird*

# The Warehouse Teams



### **Auckland Warehouse Team**

*Front Row: Hayden Hamilton, Suva Faavale, Belinda Lelea, Jerome Muaimalae  
Back Row: Feta Tanoai, Matt Fiu, Andrew Higgins, Richard Hall, Graham Ryan, Lua Muliava, Aaron Abraham (far back),  
Siositeni Lata (on fork lift)*



### **Wellington Warehouse Team**

*Rakesh Chand, Dean Rohloff, Stefanie Lintern*

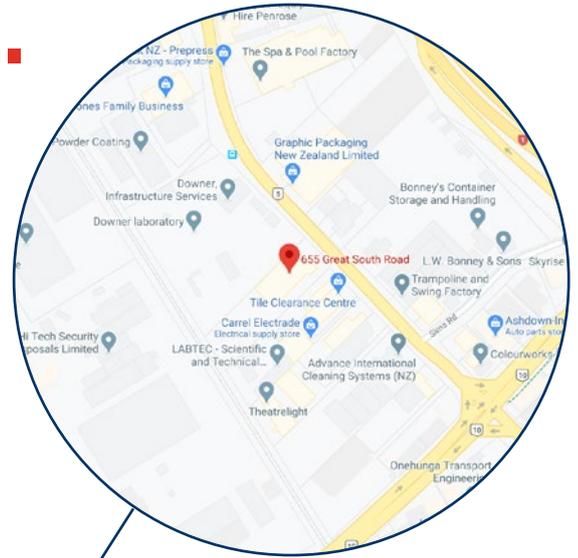


### **Christchurch Warehouse Team**

*Allan Brown, Ben Rakaupai, Maurice Baxter, Craig Fitialo*

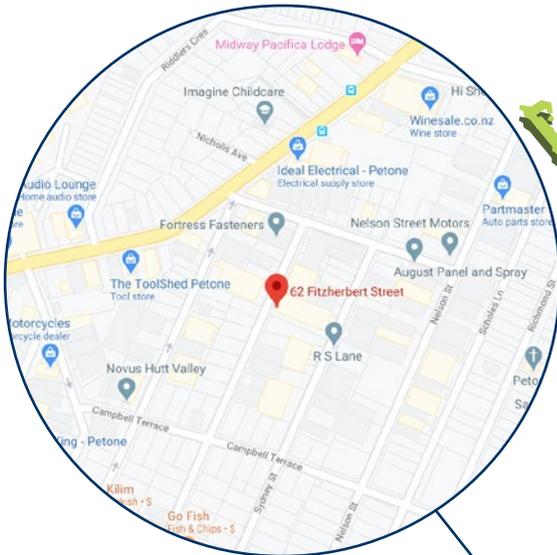
# Where to find us...

We have three branches in handy locations in Auckland, Wellington and Christchurch. Come in and check out our product displays, or feel free to drop in for a chat.



## Auckland

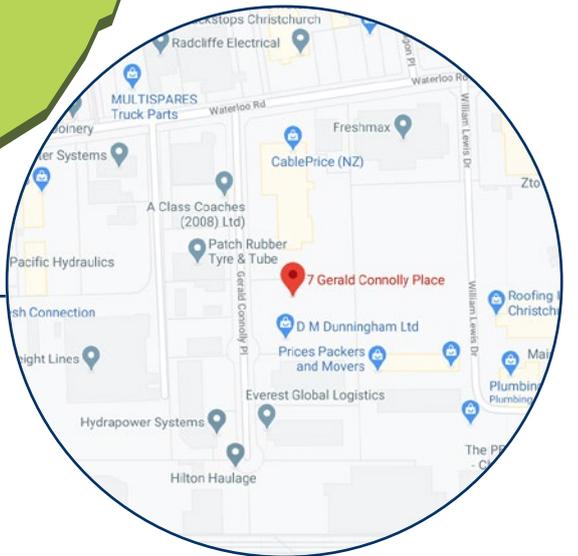
655 Great South Rd, Penrose 1642  
PO Box 12 572, Penrose  
T: +64 9 525 8188  
E: sales@dunninghams.co.nz



## Wellington

62-64 Fitzherbert St, Petone 5012  
PO Box 38 359, WMC  
T: +64 4 568 8012  
E: wellington@dunninghams.co.nz

Freephone  
Or call us on  
0800 363 1921



## Christchurch

7 Gerald Connelly Place, Hornby, Christchurch  
T: 03 379 3842  
E: sales@dunninghams.co.nz

# 100% New Zealand owned & operated since 1921

At Dunninghams we stand for quality, innovation and dedication. And because we're Kiwi-owned, we've been supporting local New Zealand businesses for 101 years.

For people and products you can trust, look no further than Dunninghams - because we're backing your business 100%.





For more than 5 decades, Dunninghams Spice-O-mix has been flavouring award winning sausages throughout New Zealand.



To order, or for more information on Dunninghams Spice-O-Mix, call 0800 363 1921. Product listing on page 24.



# What's the secret to making New Zealand's best sausages?

Spice-O-Mix is a sausage meal seasoning/binder used in fresh sausages. It uses the highest quality traditional seasonings, specially selected by experienced taste panels to produce the most delicious sausages with the widest customer appeal and maximum shelf life. All the ingredients are GM free.

Exclusive to Dunninghams, Spice-O-Mix is available as a full ready-to-use pre-mix, or as a 4% concentrate, and has been developed to give maximum water retention and emulsification, which allows the use of lower cost meats with higher fat levels to produce good quality sausages.

**Spice-O-Mix is available in a wide range of varieties, including:**

- Beef
- Pork
- Chicken
- Lamb
- Venison

Full product specifications are available on request.

As the primary supplier of a vast range of butchery supplies to the New Zealand meat industry, Dunninghams is proud to be the exclusive agent for the following quality brands:



Dunninghams is also a New Zealand distributor for:

Victorinox

Vemag

Ennio

Freshfields

Dick

Bradley

Devro

Casing Boutique

Swibo

ITI

Lico

Bata

Victory

Adelmann

Zico

Vikan

Cambrian

Scharfen

Norton

& Others

Multivac

FRA

Starrett