



# Suppliers' Day 2019

Villa Maria, Auckland – Wednesday 21 August

**0845 to 0945 – WELCOME COFFEE, REGISTRATION & MORNING TEA – Barrel Hall**

**0945 to 1130 – MORNING PROGRAMME – Lakeside Room**

**0945 - 1000** Welcome

**Network Nutrition - IMCD**

*Ryan Gorman, Brand Director*

**Climbing the Herbal Quality Mountain – Trials, Tribulations, and Test Methods**

**1000 - 1030** If your business utilises herbal ingredients, you are exposed to the proliferation of adulterated herbal materials posing a constant threat to your brand. Ryan will discuss examples of this from around the world, as well as how to adequately equip yourself and your business to defend against these threats.

**DSM Nutritional Products**

*Claudette Cross, Director Dietary Supplements - Oceania*

**Personalised Nutrition: How to succeed in reigniting consumer passion for health supplements**

**1030 – 1100** Personalized nutrition is gaining traction as consumers are becoming increasingly disengaged with a commoditised and confusing product offering. Ubiquity of health data entices consumers to expect something more in return. As our society continues to evolve with science and technology advances, personalised nutrition allows consumers to tailor a personal approach to their health and wellness. So, what does this mean for supplement brands and what is needed to ensure our future consumers' needs will be met?

**Roambee Corporation, USA and NZ partner IndusHaze Advisory Limited**

*Sathish Gajaraju, Sr Director, Roambee*

*Mark Singh, Founder/Director, IndusHaze Advisory*

**How to enhance competitiveness of NZ natural products supply chain with Internet of Things (IoT)**

**1100 - 1130** Consider this reality about New Zealand supply chain – 'over 50% of 40 billion exports are condition sensitive natural products. Based on recent statistics; an average we lose 15% of it before it gets to end customer; due to 'lack of actionable insight on condition'

In this session; hear from Mark Singh and Sathish Gajaraju about; how to enhance competitiveness of NZ supply chains by deploying and scaling Internet of Things (IoT) enabled supply chain visibility as a foundational capability. These IoT platforms can provide controlled access to real-time location; event; condition and custody data to enable dramatic improvements in transparency; help eliminate counterfeits and reduce wastes in trade network.

**1130 to 1230 – LUNCH – Barrel Hall**  
**Kindly sponsored by DSM Nutritional Products NZ**



**Arjuna Natural Pvt Ltd**

*Vijay Rane, Business Associate – APAC/South Africa*

**Oxystorm/Innovations in Curcumin**

**1230 - 1300**

Arjuna has given many products to the industry starting with the first bioavailable Curcumin BCM 95 launched more than a decade back. This time we bring Oxystorm and Innovations in Curcumin for you. Oxystorm is plant based source of nitrates giving 3 to 4 times more nitrate content as compared to beet root minus the negatives of beet. They also will showcase recent innovations in Curcumin - water dispersible, effervescent and stain free variants.

**Blackmores Institute**

*Brett Friedman, Healthcare Professional Educator and Trainer*

**Sustainable Nutrition: The Impact of Climate Change on Nutritional and Natural Medicine**

**1300 - 1330**

The recent release of the United Nations Intergovernmental Science-Policy Platform on Biodiversity and Ecosystem Services (IPBES) was a timely reminder for the complementary healthcare industry to acknowledge and understand the impact climate change will have on natural medicine. This presentation presents the findings of a literature review on how climate change will influence: human health and nutritional needs; the need to build a resilient, sustainable supply chain protecting future access to nutrients from natural sources; and the responsibility to mitigate global warming by managing our emissions.

**Callaghan Institute**

*Dr Stephen Tallon, Process Engineering Team Manager*

**Adding Value to Natural Products: Process development opportunities**

**1330 - 1400**

Dr Tallon will talk about some of the generic product opportunities for adding value to primary or secondary ('waste') natural materials, and the processing technologies most suited to producing these products. Examples will be drawn from the emerging opportunities in NZ to manufacture products from Cannabis or to include hemp components into existing products. Options for Callaghan Innovation to assist with the product development process will be highlighted including pilot product testing and evaluation through to funding support and business advice.

**1400 to 1445 – AFTERNOON TEA – Barrel Hall**

1445 - 1450

**FoodBowl Winner Announcement**

*Presented by Alasdair Baxter, Business Development Manager*

**Cawthron Institute**

*Dr Matt Miller, Technical Consultant Analytical R&D*

**Analytical Solutions to add value to the Natural Product Industry**

Cawthron Analytical Science provides a range of services to the dietary supplement industry from assisting with product development through to stability trials and research to support the validation of label claims.

1450 - 1520

The team of scientists and technicians have decades of specialist expertise in natural product chemistry and work alongside manufacturers to validate and innovate products. Our Medsafe and TGA approved laboratory is available for the testing of both raw material and finished products. Our Analytical Science R&D team are ready to partner with producers to develop unique and novel healthy foods or dietary supplements, and todays presentation will provide an overview and examples of this research capability.

**Sensient Technologies**

*Aminah Lewis, Technical Director*

**Innovations in Natural Colour Coatings for the NZ Pharmaceutical and Nutraceutical industry**

Aminah joins us from Sensient's Global Innovation Centre in Singapore to share how we can combine our extensive knowledge of colours with coatings to create bespoke coatings for customers which have many benefits, including product performance, brand protection and differentiation to name a few. Aminah will discuss how we can work with you to meet the growing demand for natural, cleaner ingredients and still provide a brand that exceeds consumer expectations. She will look at case studies and examples of how we have been able to provide a superior product which is both vibrant and stable, and how we have worked together to custom build a coating which meet all customer requirements.

**Smart Regulatory Solutions**

*Michelle Cubitt, Regulatory Consultant*

**Global Regulatory Update**

An overview of changes in the global regulatory landscape and the impact on New Zealand natural health product businesses. There are insights on recent updates within the Pacific, North America, Asia and UK/Europe. Also, a discussion on the changing definition of natural and the approach regulators are taking to start mandating how natural products are described.

1550 - 1620

**Natural Health Products NZ – SUPPLIER OF THE YEAR 2019 Award**

**1630 to 1830 - WINE & FOOD MATCHING EVENT – Barrel Hall**

**Kindly sponsored by IMCD**

