



◀◀◀ **natural island food** ▶▶▶

**TUIKAIFOOD.com**

# Agenda



1. Overview of Kelton Group – 2 mins
2. Overview of Tuikai – 3 mins
3. Key Lessons Learnt – 3 mins
4. BAF Overview – 2 mins
5. BAF Factory setup Requirements – 5 mins
6. BAF Export Requirements – 3 mins

# 1. Kelton Group



- Introduction – Anthony Ah Koy, MD of the Kelton Group
- Introduction – Ratu Suli Tawake, current role GM of Kelton Estate PTE Ltd, prior role as Deputy CEO at Bio Security Fiji (BAF)
- Kelton is a private family investment group with Head Offices in Fiji
- Extensive and successful 52 year investment track record – property, public and private equity investments spanning the entire South Pacific region, South East Asia, and North America.
- Investment areas over 52 years include: Trading (import & distribution), Property (commercial, residential, industrial, retail, hospitality), Technology (OA, ICT, mobile telephony), Manufacturing (garments, food processing), Construction (general contracting, residential), Aviation (domestic & international Airline operations), Tourism (hotel operations), Insurance (broking), Agriculture (commercial farming exports, agricultural supplies)

## 2. Kelton Estate & Tuikai Foods



- Kelton Estate – operates Navua commercial farm
- Vertically integrated operation
- Tuikai Foods– export Frozen Taro & Cassava, Tier 1 supermarket channel approved
- Kelton Corp - Auckland operation for distributing Tuikai in NZ
- Introduction of Innovations & Technology at every stage of vertically integrated process > systemize quality
- Marketing & branding investments – website & social media
- Website: <https://www.keltonfiji.com/kelton-estate-pte-ltd>
- Website: <https://www.tuikaifood.com>

# 3. Lessons Learnt



1. Subsistence vs. Commercial farming in Fiji
2. Be well capitalized before you start
3. Find the customer and market before you plant
4. Get good advice
5. Invest in the right machinery & equipment
6. Setup your farm correctly from the outset
7. Develop a farming system (protocols) & evolve your methods
8. Bed preparation & Bed maintenance is critical
9. Product presentation is important – Packaging, Internet etc
10. Keep prices & supply volumes stable and predictable
11. Be patient & be prepared to lose money for long periods to build your business

# 3. BAF Overview



Legislation that frames standards for export is the Bio Security Act 2008, section 88 – Bio Security requirements

Status of Registered Fiji Processing Factories –

- 80 pack houses in total
- 60 in the West
- 20 in the Central Division
- 15% are HACCP certified

# 3. BAF Factory Requirements



## Mandatory Requirement for Pack house

- Suitable site and location. Free from hazardous odors, smoke, dust, flooding etc
- Roadways. Must be accessible at all times to all types of vehicles and trucks, preferably tar sealed surface
- Must have sound construction and follow floor plan set by BAF
- Must provide adequate working space for ease of processing and cleaning
- Must have physical separation between every processing point to avoid cross contamination
- Floor must be concrete and proper drainage system and waste management control
- Must have ceiling to prevent dust accumulation and easy to clean
- Design to prevent pests and other contamination entering the house
- Proper ventilation & General hygiene system in place
- Bio Security Sanitation requirements must be met
- Inspection & quality control room, separate storage room

## 4. BAF Export Requirements



1. Commercial Invoice
2. Bill of Lading
3. Phytosanitary Certificate
4. Packing List
5. Temperature Declaration (for frozen exports)
6. Packing Declaration