

The Sauce

May 2024

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Jason's Overview

Welcome to Kagome Australia's May Newsletter.

2024 promises to be a big year with tomato, carrot, apple, pear and beetroot processing scheduled through the year, together with a record year of manufacturing of tomato-based products in our Foodservice plant. We are thrilled to announce that we are in our first year of full powder production with our new dryer, yielding LycoFibre (Tomato skin and seed powder) and NinjinFibre (Carrot pulp powder), adding exciting functional ingredients to our portfolio. Our own farming operation delivered a combined volume of 220,000 tons of tomatoes, carrots and garlic, and 6,000 tons of wheat as a rotation crop, which finished harvesting on 28th April.

As we have completed the 2024 tomato processing season, which began with harvest in late January and concluded by the end of April, we reflect on the journey. While we have enjoyed fine weather to date during harvest, significant rain over Christmas and the New Year did take the shine off a very promising tomato crop. Nevertheless, we are confident in our ability to meet all our commitments to our customers.

We are also very excited to announce that "Kagome" branded tomato pouch products are now available in Foodservice Range. Previously, these products (Pulpy Crush Tomato, Napoli, Pizza Sauce and Ketchup) have been provided to you under the iconic Rosella brand. Rest assured, there has been no change to the formulation; only the label has changed. As a group we have debated this transition for a long time and in the end, we are so damn proud of the quality and flavour of our product, that we felt compelled to put our name on the label front and centre!

Kagome is "Quality first"! Thank you for your continued support of Australian-grown and made fruit and vegetable products.



Jason Fritsch
CEO



As the tomato season has ended, we now shift our focus to all things apple and pear. From single strength purées to 38 brix paste and everything in between, we are currently contracting for May 2024 production.

Please enquire now for more information.

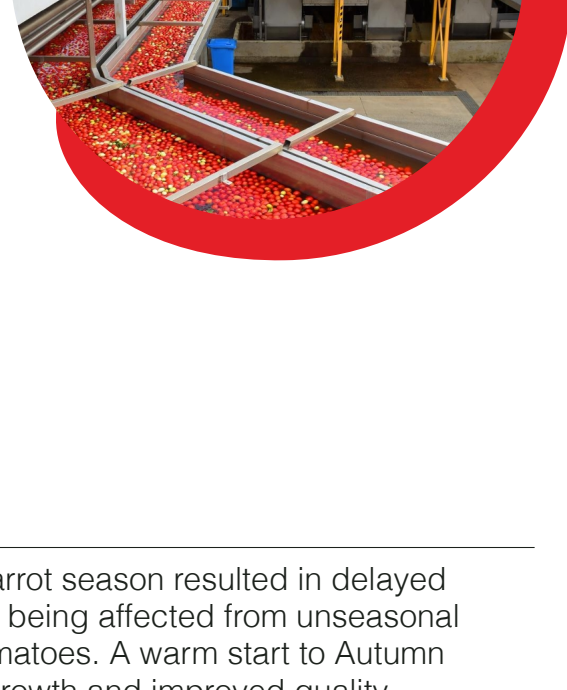
Farms Update

Tomato

The tomato harvest is now 100% complete. 782ha were planted and grown by Kagome Farms. Yields have been lower due to the significant rain from the 24th of December to mid-January, severely affecting plant growth and fruit size.

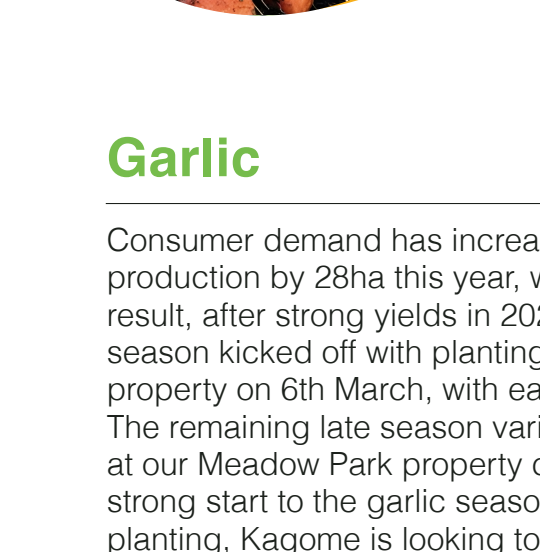
The season encountered challenges with irrigation due to the unseasonal weather and increased fungicide pressure as a result. Another success has been the tomatoes grown on sand, which will help further derisk our business.

We completed harvest on Sunday, 28th April.



Carrots

A wet start to the carrot season resulted in delayed planting, with areas being affected from unseasonal rainfall similar to tomatoes. A warm start to Autumn has helped carrot growth and improved quality. Expected harvest start will be 10th June. The 2023/24 season will see Kagome grow 21,000 tons of carrots.



Garlic

Consumer demand has increased our garlic production by 28ha this year, which is a positive result, after strong yields in 2023. The 2024 garlic season kicked off with planting at our Pinegatta property on 6th March, with early season varieties. The remaining late season varieties will be planted at our Meadow Park property during April. With a strong start to the garlic season, with good early planting, Kagome is looking to produce 1,500 tons of garlic this season.



KAGOME

Founded in 1899, Kagome's dedication to crafting the highest-quality tomato products has been unwavering.

As the nation's largest tomato processor, we consistently deliver exceptional quality.

The sun-kissed soil of the Echuca region is where our story unfolds. From seed to table, we've always been there, ensuring each product delivers the robust, natural flavours you know and love.

CONTACT YOUR PREFERRED SUPPLIER TODAY!

Discover the essence of nature's goodness with all your favourite Kagome products:

- Pulpy Crushed Tomato
- Pizza Sauce
- Chunky Napoli Sauce
- Ketchup



[Discover more](#)

Staff Focus

Penny Mathews

Quality and Safety Manager

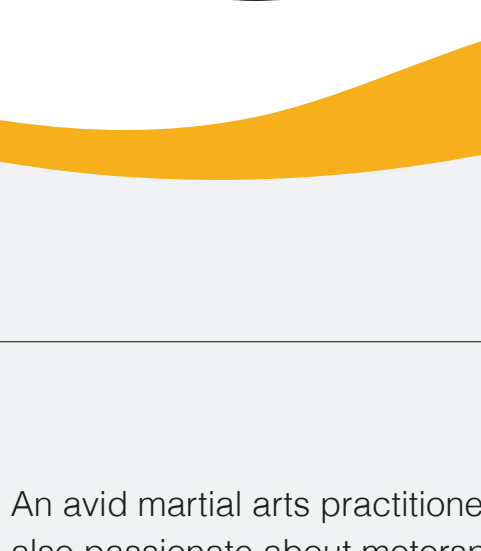
Penny is Kagome's Quality and Safety Manager, and she also leads the Technical/Product Development team.

Penny joined Kagome in 2016 from the dairy industry and brought with her vast experience gained over 35+ years in a variety of food manufacturing roles, having worked for major national and international food brands all her career. Penny holds a science degree majoring in Microbiology and is a qualified Food Safety Auditor.

Kagome's motto is "Quality First" and Penny champions this across our supply chain, from farm to plate, ensuring Kagome has the right systems and procedures in place to deliver the right quality product to you, every time.

Outside of work, Penny is married to Randall, and together they have four grown children. On their weeks and holidays, she enjoys playing her Celtic harp, sewing quilts, walking her dog, travelling and spending time with her family who are spread out across Australia.

Penny enjoys working with customers to ensure Kagome meets your needs for quality, safety and compliance to specifications and is always happy to answer your questions about our products and processes.



Milo DaCosta

Account Manager

Milo is Kagome's account manager. He joined us in 2020 and brought with him substantial local and international sales and marketing experience from various industries. He possesses a high level understanding of various trade channels, from local retail, petrol & convenience, HORECA, foodservice distributors, and industrial customers. Quick on his feet to find you a material solution from Kagome each time you're in a pickle!

Born and raised in the Philippines, Milo left shortly after university for work in North America until they migrated as a family to Australia in 2008. Married to Tricia, they both have been blessed with four overachieving children - Cole, Cage, Callum, and Charlie and a chihuahua named Coco.

An avid martial arts practitioner who is also passionate about motorsports and likes soccer (even though he has short legs). He also likes to constantly be on a diet he does not follow, regularly pretends to exercise in his home gym and occasionally does gardening chores during weekends. Lastly, he considers Bingo his team sport!

A genuinely grounded easy-going person who sincerely wants to help his customers achieve the best result they are after and deserve.

