



BEHIND THE CURTAIN

SUMMER NEWSLETTER

Congratulations to Hemi Ross for winning the Booth's photo competition with this amazing photo!

Check out **page 25** for other prize winners and more details.

BOOTH'S
LOGISTICS

CAN DO. WILL DO.



- Jackson Booth
Fleet Technical Advisor

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AN UPDATE FROM DALLAS

“Our strategy and investment to grow and support the regions will step up again in 2026, as we look to increase our reach into even more regional towns.”

To our team of over 800, thank you for all your dedication and professionalism that you show our customers every day, and thank you very much for another massive year.

To our suppliers, thank you for your support again this year. Being a family-owned business ourselves, we know how important it is to truly partner with our suppliers as we continue to grow. We would like to think that you share in this growth and success too.

And to all our customers, you're what we do it for. We are committed to giving you a better experience and helping you grow your business on the back of our service. People often say that you're only as good as your last delivery which I think is very true. Anyone can do a good job once, but being able to back it up consistently is what really matters.

I'm incredibly proud of what our team has been able to achieve over the last 18 months through what has been a challenging business climate. I firmly believe this has happened by having strong family values, a growth mindset, and of course a 'Can Do. Will Do.' attitude that's seen us build capability, build knowledge in our people, and build a customer base that relies on us getting product across New Zealand and to and from the rest of the world.

We have worked hard to keep our costs down, and to not add unnecessary increased inflationary pressure. We've done this by talking openly with our customers to really understand their needs and how we can tailor our solutions to best serve them. By understanding their total supply chain spend, we can often find ways and out of the box ideas to identify gaps in the freight flows, warehouse and port options across the country to find them savings.

Customers continue to remind us of the need for transparency and honesty, and while a lot of companies promise it, we pride ourselves on

doing this better than others. We're local in the communities and like most of our customers that are evolving and growing with technology we are too. We've invested over three times more in the last 12 months on training and technology than we ever have, because we want to be able to give our customers an experience that they haven't had before, and we want to ensure our people have the tools to do their jobs with ease.

It's pleasing to see signs already of the economy bouncing back. Our network has been busy adjusting to recent uplifts, and I think it's fair to say that thankfully a lot of our customers are starting to see this also. Everyone understands that as a country we've been closely monitoring costs and keeping things lean for the past few years. While some businesses were able to forecast and plan for this, others have had to react quickly, and I feel our teams have done incredibly well to adjust and remain agile whilst upholding the Booth's service standards we pride ourselves on.

I'm very excited about the coming months too as we move into 2026. We've got a huge summer fruit program ahead of us in Central Otago, and our teams in the far north are well prepared for a bumper kiwifruit season. Our Hastings team have got good plans in place for the upcoming export season, having been working very closely with customers in recent months.

Our strategy and investment to grow and support the regions will step up again in 2026, as we look to increase our reach into even more regional towns. We have the main centres well covered, and now our eyes turn to additional warehouse capacity in Auckland and Christchurch. We've had two new properties come on board in the last two months and we're looking to open another three in the first quarter of 2026.

Internally our teams have been working hard behind the scenes to launch our new driver and loader bonus scheme. This is something we are very proud of as it has been purpose built to recognise the importance of our warehouse and cross dock loaders across the country, along with our drivers that take containers, produce, and general freight across the network every day. Again, this shows a big commitment from Craig and Trevor Booth to invest in the important things - our people and our customers.

In October we gathered for our 2025 leadership conference which gave us two days together to reconnect with what truly makes Booth's special. We covered a large range of topics but mostly focused on taking the time to reflect on what leadership truly means within our organisation. As part of the conference we held our second annual Booth's company awards ceremony, recognising those who

go the extra mile, uphold our values, and keep our wheels turning. Congratulations to our winners (listed below), and to every nominee across all categories. As we come down to land on 2025, Craig, Trevor, and I would like to thank everyone for their continued effort, loyalty, and support. This great company wouldn't be what it is today without the efforts of our people, support of our suppliers, and trust from our customers.

I hope you have a safe and relaxing Christmas period with whanau and get to enjoy some well earned down time.



Dallas Vince
Chief Executive Officer



2025 BOOTH'S LOGISTICS AWARDS CEREMONY WINNERS

AWARD	WINNER
Health & Safety Award	Ryan Taylor
Technology Award	James Beckwith
Shared Services Award	Anne Little
Finance Excellence Award	Derek van der Kwaak & The Produce Connection
Sales Performance Award	Paige Lahman
Rising Star Award	Hannah Rattray
Customer Feedback Award	Ricky Muggeridge
Rookie of the Year	Shannan Donker
Values Champion	Aileen Clark
Branch of the Year	The Produce Connection
Leader of the Year	Steve McMahon
Booth's Family Award	Aileen Clark



“THIS IS THE TIME OF THE YEAR WHEN THE RUBBER TRULY HITS THE ROAD”

It's great to be connecting with our fellow colleagues, families, and valued customers in our summer newsletter.

This is my favourite time of the year. Not only for the longer daylight hours and warmer weather but also for the increased volume and activity. This is the time of the year when the rubber truly hits the road and we roll up the sleeves, dig deep and push hard to service our customer needs.

Our teams across the country are pumped for this season to showcase what makes us different and where the “Can Do. Will Do.” comes into its own!

We have some exciting developments in our FTL fleet. Most of you would've seen some of the new Kenworth K220 units now making their presence known on our roads and carrying our brand with pride. These are a true credit not only to our FTL fleet, but also the operators that call these trucks home. This is what makes us different and why we stand out from our competitors.

We welcome Mac McCall into the newly appointed role, dispatching our FTL fleet from Christchurch. Mac's knowledge and experience working with our teams previously in the South Island network gives him the opportunity to coordinate our FTL fleet within the South Island and movement to the North Island. He's a true asset to our fleet and business and has already proven to be a valuable side kick to Billy allowing him to focus on our FTL movements within the North Island.

The summer fruit programs are only around the corner now and our FTL team is pumped to embark on this for another season. It's set to be our biggest season on record with new customers coming on board to take advantage of our excellent service into these markets. We are anticipating big movements out of Central Otago, Nelson, Gisborne, and Northland. This is where our FTL team pack a big bag and move with the seasonal demands. Our ability to bring our fleet to these regions and service our customers during what is their most critical time of the year brings us so much pride.

As we wrap up another busy period, we want to extend our heartfelt thanks to everyone who keeps our transport operation moving. To our dedicated drivers on the road each day, our hardworking teams behind the scenes, and the families who support them - you are the backbone of our success. And most importantly, to our valued customers, thank you for your continued trust and loyalty. We appreciate every one of you and remain committed to delivering safe, reliable service across the country.

Henry Seymour
General Manager – Commercial



WAREHOUSING CAPACITY AVAILABLE NOW:

Palmerston North, Wellington, Auckland, Tauranga, and Hastings.

On the warehousing front, we have had a busy few months as we gear up for the summer season. I am excited to update you on our expanding warehousing capabilities.

With now over 130,000m² of warehouse space nationwide, we have strengthened our operations to provide even greater flexibility, efficiency, and service to our customers. We have, and continue to, invest in state-of-the-art racking, modern handling equipment, and technology support tools to ensure seamless operations with real-time data insights.

Our expanded storage solutions cater to a broad range of goods, including specialty items requiring MPI compliance, customs clearance, on-site fumigation, and certified food-handling services. From container collection to devanning, warehousing, pick-and-pack, and final delivery, the Booth's nationwide end-to-end logistics offering is designed to support businesses at every stage.

OUR GROWING WAREHOUSING FOOTPRINT:

- **Auckland:** 6,984m² - Comprehensive warehousing & 3PL services, metro, linehaul, Hiab & flat deck transport
- **Tauranga:** 8,829m² - Warehousing & 3PL devanning, metro, linehaul, Hiab & flat deck transport
- **Hastings:** 11,500m² (6,000 pallet spaces) - Warehousing & 3PL devanning, RMP-certified storage, metro & linehaul transport
- **Palmerston North:** 11,637m² (11,000 pallet spaces) - Metro, linehaul, Hiab & flat deck transport, warehousing & 3PL devanning
- **Wellington:** 30,000m² (10,000 pallet spaces) - Metro, linehaul, Hiab & flat deck transport, warehousing & 3PL devanning, BRC-compliant storage

We have had some new customers join our warehouses just recently. We welcome Outdure Decking and Mayfield Sports. Thanks for trusting us with your precious product and we look forward to bringing that "Can Do. Will Do" service to your business.

Also, a big congratulations to Scott Robertson who takes on Middleton Road warehouse which service Whittaker's Chocolates and Groenz food manufacturing. Whittaker's has been voted NZ's most trusted confectionery brand for 15 years in a row and we are proud to be associated with this milestone.

With our warehousing division continuing to expand, we are excited for what is ahead. A huge thank you to the team for their dedication and hard work – your contributions help drive ours and our customers success.



Blair Workman
General Manager – Warehousing



“OUR GROWTH TARGETS REMAIN AMBITIOUS, BUT OUR DIRECTION IS CLEAR.”

It's hard to believe how quickly 2025 has gone by, with the summer months and festive season upon us already! While it's been a challenging year overall, it's also been an incredibly successful year for Booth's Logistics. We're extremely proud of what we have achieved together this year. We thank you for the role you have played in supporting this result.

Our freight volumes remain strong, positively driving sales performance and our market share continues to grow. Customers continue to experience firsthand the passion, dedication and professionalism of our team. They trust us to deliver for them, and we take this responsibility very seriously. Our teams right across the country work hard every day to demonstrate exactly what makes Booth's different.

After a sluggish start to the year, it is encouraging to finally see some green shoots emerging in the economy. The primary sector is currently a bright spark, driving dollars into provincial New Zealand. Grocery and beverage freight volumes have been high over the previous few months and construction continues to improve. Signs are extremely positive going into 2026.

Over the past 12 months, we have tripled the size of our Sales Team, and we aren't done yet. Having more “boots on the ground” means we are able to connect with more prospective customers while providing existing clients with higher levels of support. Our spring sales campaign was one of our most successful to date, opening new doors and strengthening key relationships.

I'm excited to announce that John Marshall from our Auckland sales team is transitioning into a new Business Development Manager role. From 2026, John will lead our warehousing sales focus. His mission is to grow our customer base, strengthen existing partnerships, and ensure that our warehousing solutions are tailored to meet each client's unique needs. In November, we also welcomed Jess Keay to our Wellington sales team. Jess brings a strong background in transport, customer service, and sales. Her energy, practical skills, and passion for logistics make her a fantastic addition to our team.

With an extended and motivated sales team, we're in a great position to continue building on the successes of 2025. Our growth targets remain ambitious, but our direction is clear. We will continue to engage with you, our customers and explore every opportunity to progress forward together.

At the heart of everything we do is our vision: *to be the best logistics partner a client can have*. This is not just a slogan. It's what drives us every day. Our “Can Do, Will Do” attitude is part of who we are, and our people are our ‘secret sauce’. That said, we continue to invest heavily in technology and infrastructure, and we have some exciting projects on the go which we look forward to sharing with you in the New Year.

As 2025 draws to a close, I want to take a moment to thank you for your continued support. Your loyalty means the world to us, and we are incredibly grateful to have you as part of the Booth's community. On behalf of the Booth's sales team, I wish you, your teams, and your families a safe and happy festive season. We look forward to working with you in 2026 and continuing to deliver on our promise of being your best logistics partner.

B Bold. B Better. B Booth's.

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Dwayne George
National Sales Manager



NEW SALES TEAM MEMBERS



Luke Oudes
Business Development Representative – Bay of Plenty

We're stoked to welcome Luke Oudes to the Booth's team as Business Development Representative for the Bay of Plenty region. Luke joins us with over a decade of experience in the freight and logistics sector, working across the Waikato and Bay of Plenty regions in account management and business development roles.

Over this time, he's built a trusted reputation for his customer-centric, solutions-focused approach. Luke likes to spend time understanding the challenges customers face and discover ways to overcome them. He's well positioned to strengthen existing relationships, forge new ones, and help our customers to win big in an ever-changing world.

Based in Tauranga, Luke will work closely with our branches to help grow our reach and ensure our customers experience the "Can Do. Will Do." difference. We're excited to have him on board and confident he'll make a real difference for our customers and our business.

When he's not at work meeting with customers, you'll find him hanging out with his whānau, analysing market charts, or noodling away on his guitar.



Monika Clist
Sales Support – Auckland

Based out of our Auckland branch, we're excited to welcome Monika to the Booth's Logistics sales team. Monika joins us with a strong foundation across both the fuel and freight sectors, bringing valuable experience in administration, customer service, and fleet maintenance coordination. Her background includes time in retail environments and call-centre roles, where she developed her ability to communicate clearly, manage high-volume workloads, and support a wide range of customer needs.

Throughout her career, Monika has worked closely with operational teams, ensuring fleet requirements were met and day-to-day tasks ran smoothly. This exposure has given her a practical understanding of the pressures and priorities within transport operations, as well as an appreciation for the teamwork required to keep freight moving efficiently. She's known for her organised approach, dependable work ethic and willingness to step in wherever support is needed.

In her new role as Sales Support, Monika is looking forward to expanding her industry knowledge and gaining a deeper understanding of the full sales process. From identifying customer requirements and supporting account management through to learning how strategic decisions drive growth. She has a particular interest in how sales teams collaborate, build relationships, and turn opportunities into results. We're thrilled to have Monika onboard and look forward to seeing her grow within the Booth's whānau.



Thomas Paterson
Sales Support – Christchurch

We're pleased to welcome Thomas Paterson to the Booth's Logistics team as Sales Support, based in Christchurch.

Thomas joined Booth's in August 2025, bringing with him over three and a half years of experience in warehousing and 3PL. During that time, he gained valuable exposure to a diverse range of customers and developed a strong understanding of the logistics industry and its many expectations. This hands-on experience has given him great insight into the challenges and opportunities that come with delivering exceptional service.

With a long-standing interest in sales, Thomas was eager to step into a more customer-focused role, making Booth's the perfect fit. He was drawn to the company's energy, reputation, and the opportunity to continue learning and growing within a supportive team environment.

Thomas is already enjoying working alongside our Christchurch team and connecting with colleagues across the network. He's looking forward to exploring new opportunities within Booth's and contributing to the team's ongoing success.

Outside of work, Thomas is a keen sports fan who enjoys boating, fishing, and skiing whenever he can. Please join us in welcoming Thomas to Booth's Logistics, we're excited to have his enthusiasm and industry experience on board.





MEET MAREE

Branch Manager - Tauranga

We're delighted to announce the appointment of Maree Smith as our new Branch Manager for Tauranga. Maree's journey with Booth's is a brilliant example of growing our own. She first joined our team in 2022 as a Truck Driver based in Rotorua before moving into an Administration Officer role. Quickly proving herself to be a sharp operator with a natural flair for leadership, Maree was promoted to Branch Manager for Rotorua, where she stepped up confidently and led the branch with purpose and care.

In May 2024, she took on the challenge of leading our Auckland branch, one of our largest and most dynamic operations. There, she demonstrated her hallmark strengths – courageous leadership, clear communication, and a relentless focus on building strong, high-performing teams. Maree's leadership style is direct, authentic, and people focused. She leads from the front, champions accountability, and isn't afraid to have the tough conversations when needed, always with fairness and heart.

Now based in Tauranga, Maree brings with her a deep understanding of Booth's culture, customer expectations, and operational pace. She's committed to strengthening local partnerships, empowering her team, and delivering outstanding service across the Bay of Plenty region. Please join us in congratulating Maree on this well-earned appointment, a great example of capability, courage, and commitment in action.

WE'RE ROLLING OUT OUR NEW TMS!



We're thrilled to share an update on the progress of our new Transportation Management System (TMS), B CONNECTED, and the upcoming release for container management in phase 1.

As we mentioned in our previous newsletter, we had initially set our sights on a November go-live date. However, after careful consideration, we've decided to take a more strategic approach by delivering even more horsepower to the operations team through the upcoming feature releases to the B CONNECTED TMS. We are in favour of taking the time to ensure the Booth's team is fully supported and that the TMS platform is equipped with the best possible market leading features for our launch.

With the busy December and January period fast approaching, along with planned blackout windows (both internal and with our technology partners) and the holiday break, we've decided that pushing forward during this holiday period is not required. Our focus is on ensuring the best service for the peak period and this comes first. We're now targeting an early February go-live.

While this timeline remains subject to change, we're confident that we'll complete system testing and integration before Christmas. Team training will begin early in the new year, once everyone is back from their summer break.

We appreciate the hard work and dedication everyone has contributed to this project. It's been exciting to see such steady progress and strong collaboration across our teams.

We're excited for what's ahead and grateful for your continued support.

Stay in the loop

You'll continue to receive updates as each phase rolls out, and we're committed to listening as we go. Change can be hard, but at Booth's, it's also a sign we're getting better.

We're building the next generation of Booth's Logistics, faster, smarter, and always with our people and customers at the centre.



James Beckwith
TMS Transformational Lead





B SAFE, B PROUD, B THE DIFFERENCE

We all go home safe and well to enjoy the things we love.

Driving safety forward: Booth's launches 12-week health, safety, and quality programme

At Booth's Logistics, safety isn't just a policy, it's a promise. From October through December, Booth's ran its most ambitious health, safety and quality initiative yet: the 12-week "B Safe, B Proud, B the Difference" programme. Designed to engage, educate, and empower, it brought together frontline teams and leadership in a shared mission to elevate safety culture across every site.

Whether you're behind the wheel, on the warehouse floor, or supporting operations – this programme was built with our people in mind.

Listening first: The 2025 Health & Safety Survey

The programme began by asking one important question, does Booth's care?

The results spoke volumes. Participation was strong, and the feedback clear: Booth's is on the right track, with scores rising 5–10% from last year.

Highlights from the survey

- **90% agree Booth's cares about health and safety**
- **94% feel they've received sufficient training**
- **92% believe risks are well managed**
- **86% are comfortable raising concerns, and 79% actively report hazards**

These results reflect the dedication of our teams and the leadership that supports them.

What we heard and how we're responding

Staff feedback has driven a number of immediate improvements, including:

- **Walkway planning and forklift safety upgrades**
- **Safety leadership training for branch leaders**
- **More inclusive toolbox meetings and practical, site-specific training**
- **Enhanced wellbeing initiatives across all sites**

This feedback loop isn't a box-ticking exercise, it's a blueprint for continuous improvement.



Learning that connects

Throughout the programme, Booth's Health, Safety, and Quality Team delivered short, focused learning sessions tackling real-world risks. Topics included:

- Collision prevention and driver awareness
- Traffic management and pedestrian safety
- Load security and fall protection
- Operational excellence, food safety and biosecurity

Mental wellbeing was also in focus, recognised through site BBQs and engagement events during Mental Health Awareness Week. Booth's also introduced a new Bullying, Harassment, and Discrimination Policy, reinforcing our commitment to a respectful and inclusive workplace.

Life-saving commitments

Our refreshed training has reinforced practical, life-saving behaviours around key risks, from vehicle safety and working at height, to fatigue management and hazardous substances. These aren't just rules, they're the everyday actions that keep our people safe and well.

B Proud: Recognising excellence

Booth's has launched a new Reward & Recognition Programme to celebrate those who go above and beyond for safety and quality. Alongside monthly awards that highlight proactive leadership and unsung heroes, the programme also includes performance bonuses for drivers and loaders who consistently demonstrate safe practices, strong compliance, and operational excellence across their roles. Together, these initiatives shine a light on the people driving positive change every day.

To our customers and partners, thank you for your ongoing support as we continue to invest in the wellbeing of our people and the quality of our operations.

Together, we're building a culture where safety is real, practical, and lived every day.

Let's keep the momentum going!



Genevieve Power
National Health & Safety Manager





INVESTING IN OUR PEOPLE

Leadership, growth, and the Booth's way

At Booth's, we've always believed in doing right by people, not because it sounds good, but because it's the foundation this company was built on. From our earliest days to the network we run today, our strength has always come from the people behind the wheel, on the floor, in the branches, and in every shared service team.

That spirit was front and centre at our 2025 Leadership Conference, where leaders from across the country came together for two days of learning, challenge, recalibration, and a healthy dose of classic Booth's straight talk.

We dug deep into what it means to truly lead at Booth's, not just manage the day, but own outcomes, set standards, and show up in ways people can see and feel. Leaders explored safety leadership, financial capability, coaching conversations, customer value, and how to run a branch like it's your own business. Because you don't steer success by intention, you steer it by taking the wheel.

We also took the opportunity to launch B-Leader Ready, our long-term leadership development pathway. Built around real Booth's scenarios and challenges, the programme focuses on all aspects of our business including safety leadership, people and coaching capability, operational excellence, commercial and financial literacy and sales, customer and market knowledge.

It's hands-on, practical, and designed to grow leaders from within, because development at Booth's isn't imported, it's grown right here.



Sonya Rose
General Manager – People & Capability

GROWING OUR OWN: RANA'S STORY

Nothing showcases our commitment to internal development better than the journeys of our own people, and one incredible example comes from Rana Albert, proudly from Gisborne, who has just completed the first stages toward earning her Certificate in Commercial Road Transport.

But the qualification is only part of Rana's story.

"Born and bred in Gisborne, I'm a true Gizzy girl who grew up around trucks and big machinery, thanks to my dad."

Rana always dreamed of driving trucks, following in her father's footsteps. But back then, expectations and culture didn't fully support young women stepping into the transport industry. So, she followed another path, studying at Waikato Polytechnic and becoming a chef. She worked in kitchens for nearly 10 years, until life took a difficult turn. At age 30 she became unwell with diabetes and was out of work for seven years. Her confidence wavered, but her childhood dream never left.

Eventually, she reached the point where she'd had enough of watching her life happen from the sidelines. With grit and determination, she focused on her health. Through exercise, diet, and eventually surgery, she turned her life around. Her diabetes went into remission, and with that came renewed strength and self-belief.

With her husband's support, Rana decided to chase the dream she'd held since childhood. She began working toward her heavy transport licences, not an easy journey, but one she tackled with courage.

That decision changed everything.

Today, Rana is proudly part of Booth's Logistics, working in the industry she always wanted to be part of. She loves the challenge, the people, and the sense of community here. Her learning through MITO has improved her capability and confidence every step of the way, and completing the first stages of her commercial road transport qualification is a true milestone.

"My goal now is to keep growing, learning, and being the best version of myself. If I can do that with Booth's Logistics, then I know I'm heading in the right direction."

Rana's story is exactly what "Growing Our Own" looks like: resilience, growth, learning, and a business committed to backing its people.

Why stories like Rana's matter

As we strengthen our leadership and development frameworks across the business, Rana's journey reminds us that growth isn't abstract, it's personal. It happens in quiet decisions, brave steps, and the support we give each other along the way.

Whether you're stepping into leadership, building new skills, earning qualifications, or chasing a dream you've held since you were young, Booth's is here to back you – because when our people grow, we all move forward together.

If you have your own development journey to share, we'd love to hear it, your story might be the spark someone else needs.





CELEBRATING OUR CRATE WASH GRADUATES

Seven of our hardworking Crate Wash team members have just crossed the finish line of the Aspire2 Workplace Communication, Literacy, and Numeracy Programme, proudly supported by Booth's and completed during work time.

This is more than a certificate. It's confidence, skill, teamwork, and a whole lot of determination.

Over the past few months, the team stepped away from the wash bay each week to sharpen their communication, problem-solving, literacy and numeracy skills. One of the major parts of the programme was taking those skills and applying them to real-life challenges inside Booth's.

They formed small teams, identified a workplace issue in their area, and worked together to create a practical solution. Then came the brave bit, presenting their work at the graduation in front of their peers, managers and representatives from Aspire2.

And they absolutely nailed it.

Their ideas were clever, grounded in the day-to-day challenges of the operation, and showed just how much potential sits inside this team. They proved that when you invest in people, the entire business lifts.

At Booth's we are committed to developing and growing all of our people. When our people grow, so does our business. Programmes like this make that real.

We're incredibly proud of what they've achieved. Learning as an adult takes guts. Doing it while juggling work, family and life is something else entirely.

A huge congratulations to our Crate Wash graduates. You've shown what aspiration looks like in action. And you've set the bar high for the next group following in your footsteps.

Keep backing yourselves. We sure will.

FINANCE TEAM SPOTLIGHT



Margy Maré
Chief Financial Officer

Margy was drawn to Booth's by the opportunity to apply her strengths within a New Zealand based, family-owned business. With a strong background in the corporate sector, she joined the Booth's team in April of this year.

Beginning her career in chartered accountancy, Margy brings over 20 years of senior finance executive leadership experience, spanning manufacturing, import, distribution, and market expansion across a wide range of sectors. Although new to the transport industry, she has found it to be a dynamic environment, supported by a team passionate about delivering outstanding customer service throughout the entire supply chain.

As Chief Financial Officer, Margy is responsible for leading all aspects of the finance function, where Booth's "Can Do, Will Do" attitude is clearly reflected across all support services. Since joining, she has focused on strengthening her team, promoting the value of business partnering, and rolling out financial literacy across the organisation. She has also shortened reporting timelines, enabling senior managers to receive insights earlier for their individual branches.

Working closely with her team to delve deeper into the numbers, Margy provides actionable insights that continue to shape the business and build on Booth's financial success.

Outside of work, she enjoys spending time on the farm, horse riding, and staying active.



Michael Hawker
Senior Finance Business Partner – Freight

We're excited to welcome Michael Hawker to the Booth's Logistics team as Senior Finance Business Partner – Freight, based out of our Christchurch branch.

Michael joined Booth's in mid-October 2025, bringing with him a 15-year career in finance and transformation across corporate services, construction, and the supply chain and logistics sectors. Prior to joining Booth's, he spent seven years at Foodstuffs South Island, working in various commercial finance and supply chain transformation roles.

With a strong interest in warehousing and logistics, Michael actually played a part in the tender process when Booth's secured the Foodstuffs South Island contract a few years ago, giving him valuable insight into the industry and the opportunities it presents. At Booth's, he is supporting the full freight network, combining his finance expertise with a passion for leadership and talent development – proving he's more than just "the numbers guy."

Outside of work, Michael enjoys spending time with his wife and three kids, including twins, balancing a busy family life with his professional commitments.

Please join us in welcoming Michael to Booth's Logistics, we're thrilled to have his experience, insight, and leadership supporting our freight network.



TARANAKI TALENT:

Two Brothers. Two Businesses. One Partnership.

As part of our spring sales drive, we've been running a series of internal and external sales competitions to add a bit of fun, as well as some healthy competition. This round's winner takes us to New Zealand's energy province, Taranaki, where we recently welcomed not one, but two connected family-run businesses into the Booth's Logistics whānau.

Founded and based in New Plymouth, Pace Engineering and Pace Power & Air are inter-generational operations led by brothers Callan and Mitchell Day. While each business has its own expertise and identity, both share the same family values, strong work ethic, and commitment to supporting their diverse customer base across New Zealand, Australia and the Pacific Islands.



A true Taranaki success story, Pace Engineering has been a family-owned general engineering business for more than 33 years and now employs over 60 staff.

With the largest-capacity machine shop in Taranaki, the team handles componentry up to 2.3 metres in diameter and operates a substantial fleet of onsite machining equipment capable of supporting a diverse range of industries.

Their expertise spans:

- Light and heavy machining services
- Heavy fabrication services, including coded pipework and structural steel
- On-site machining services
- Mechanical fitting and repair of rotating assemblies
- Transport engineering, repairs and custom builds
- Residential and commercial aluminium gates and fencing
- Large-scale nationwide turnkey project execution
- Aluminium extrusion services, including being the Australasian agent for installation of new Cometal Engineering press lines and handling equipment.



Scan this code to
find out more about
Pace Engineering



Originally a division of Pace Engineering, Pace Power & Air has grown steadily over the years into a standalone nationwide industrial equipment provider. Today the company specialises in the sales, servicing, installation, and hire of generators, compressed air solutions, and industrial cleaning equipment.

With branches in New Plymouth and Hamilton and a team of 15, Pace Power & Air supports customers across New Zealand, supplying leading global brands such as:

- New Zealand distributors for JCB generators and engines
- Kaeser air compressors
- Kärcher professional cleaning equipment

Pace Power & Air support a wide range of industry applications including dairy and poultry farming, fisheries, construction, electrical networks, power infrastructure, and council-run water and wastewater treatment plants.



Scan this code to
find out more about
Pace Power & Air



"Having Booth's Logistics based here in New Plymouth, with regular movements in and out of the region, has already made a huge difference."

Across both of our businesses, our customers rely on us for everything from planned engineering and power infrastructure work through to urgent breakdown situations. We operate a highly reactive service model, so when something fails, we need parts, equipment, or machinery moved quickly to get our clients back up and running.

That's why choosing the right freight partner really matters. Price is one thing, but having a logistics provider that's truly tuned into our needs, with reliable service and strong operational backup, is crucial. Things move fast in our world, whether it's a small component we need in a hurry or a large-scale generator heading to the other end of the country.

Having Booth's Logistics based here in New Plymouth, with regular movements in and out of the region, has already made a huge difference. With so many of our clients in rural areas, reliable delivery timeframes, especially inter-island, are incredibly important. We struggled with this in the past, but everything with Booth's so far has been smooth, consistent, and well-communicated.

We've been impressed by their competitive pricing, how operationally tuned-in the team is, and the visibility we get through their online portal. It's still early days, but the partnership is already adding real value to our business."

Callan & Mitchell Day
Pace Engineering & Pace Power & Air



BOOTH'S IN THE COMMUNITY

Lifeboat rescue

Can Do, Will Do! We live and breathe our tagline at Booth's Logistics. When we get an out of the ordinary cry for help, our team is always ready to do what we can do to make things happen.

When we got the call from Tane in October, with an unusual request, the Booth's team leapt in to action.

Tane had recently picked up a quirky 8.5m lifeboat and set out on a wild mission to circumnavigate New Zealand and raise awareness for marine conservation. However, after a breakdown and a night rescue mission, Tane was stranded in Napier. His only option was to get the lifeboat up to Auckland for repairs.

The Booth's flat deck team set off to Napier, and successfully picked up the lifeboat, and delivered it safely to Half Moon Bay, Auckland. Tane also hitched a ride with our driver Hemi.

We love helping our community and solving problems is our specialty. Good luck Tane with the rest of your trip, we wish you all the best!



A chocolatey surprise!

Back in September, the Whittaker's team worked hard to craft 1500 blocks of their signature creamy milk chocolate for all of us at Booth's Logistics, as a mid-year treat to say thank you to our amazing team and loyal customers.

With the help of our Middleton Road team, who packed and sent out all the boxes, the chocolate made its way across the country, spreading smiles nationwide.

After a busy winter, we wanted to take a moment to recognise the commitment and effort our people put in every day, and to show a little appreciation to our customers' forklift operators and yard teams who help keep us moving.

So, to our loyal customers and all our staff here at Booth's Logistics, we wanted to say thank you for all that you do to help us keep New Zealand moving, and we hope you enjoyed your block of chocolate!



Alexandra Blossom Festival 2025

Another annual community event we love being involved in is the Alexandra Blossom Festival. Held every spring, it is an event that celebrates the beginning of the fruit season. The first event was held in 1957, and every year the event grows in popularity.

Booth's Logistics was excited to be involved yet again, organising the Annual Truck Parade. It was slightly lower key this year as we look for a new home for the event, however the entries continue to grow.

This year we saw such a wide array of trucks, from 1948 to brand new trucks just off the line. This made for very difficult judging for the star of the show.

We would like to extend our congratulations to Kane Duncan from Maungatua Contracting Ltd for winning the 2025 Star of the Show with his 2010 Kenworth T908. This truck has done 1.38 million kms, but you would never know when looking at the quality of this truck.



We would also like to extend thanks to Fulton Hogan who have given us the use of their yard for so many years. The truck show has grown steadily, and we have now outgrown the space, but we so appreciate Fulton Hogan for helping us get to this stage.

We are looking forward to 2026, and we will be coming back with a full event in a new location. Stay tuned!

Delivering Christmas cheer

At the time of writing this we are left with only six weeks until Christmas! It is a busy time for Booth's Logistics however we always make time to help out with some important charity events through the season.

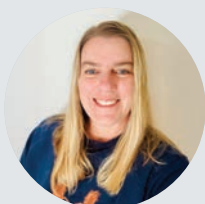


One of these is Christmas Box. For 25 years, Christmas Box has provided struggling families with a special food box for the holiday period. To date they have supported over 1.2 million people across Aotearoa and the Cook Islands.

Booth's Logistics came to the rescue a few years back and picked up the delivery of these boxes around the country. We are excited to be involved again and being able to help New Zealand families this Christmas.

We have donated what we do best, warehousing and transport, but everyone else can be involved also by donating as little as \$40 to give one family a Christmas Box. Visit www.christmasbox.co.nz for more information.

We want to take this time from our community team, and the wider Booth's family, to wish you all a very Merry Christmas and the happiest of New Year's. Take care, stay safe, and see you in 2026!



Rachael Paton
Sponsorship & PR Coordinator



Chloe Booth
Junior Marketing Coordinator





UPDATE FROM THE WINTERLESS NORTH

Making its debut in this newsletter is our Northland-owned company, The Produce Connection (TPC), operating under the Booth's Logistics banner in the winterless north.

Who is TPC?

Running under the Booth's flag for close to four years, TPC aligns with Booth's values and the service levels our customers know and expect.

Complementing each other in peak seasons and accommodating extra volume, we add another string to the bow to ensure freight moves quickly, consistently, and professionally. For the last 27 years, TPC has moved Northland's produce, from farms, orchards, and packhouses, and everything in between, meeting the demand for professional cartage that keeps the cool chain intact during transit all over New Zealand.

What do you cart and what's involved?

Alongside produce, we carry complementary freight such as packaging, crates, bins, anything related to the horticulture industry. That isn't our limitation: if it fits between the curtains, our answer is "Can Do, Will Do."

Produce cartage requires tight timelines, cool-chain integrity, careful handling, precise loading, and fine attention to detail. There is very little room for error. TPC handles this with ease, running a bus-schedule-style service from point A to point B, ensuring specific customer requirements are met and adhered to.

What can we do for you?

You call, we haul. We will endeavour to help in any way we can. Whether its within our own capabilities or with the support from Booth's with their knowledge, equipment, and expertise; we won't see you stuck. We will point you in the right direction and give you the service you require.

You'll see TPC units, based in Whangārei, all over the north, covering from the Far North to Auckland, with set runs further south. Modern, purpose-specified, quality equipment is used in all applications to ensure product integrity.

The TPC team continues to grow, our customers continue to grow, and the fleet continues to grow. Reach out and let us know how we can help you grow. We welcome growth at TPC; it's what we strive for, alongside customer service and satisfaction.

Keep an eye out on the road and give us a wave, knowing that "Behind the curtains" of our units, is fresh produce moving from the grower to the markets to you, all in good, capable, professional hands.

Zeke van der Kwaak
Operations Manager - The Produce Connection

CALENDAR PHOTO COMPETITION **WINNERS!**



This year, we combined our annual photo competition and calendar competition into one big event, open to both team Booth's and our customers. This resulted in an incredible range of photos showcasing Booth's people, trucks, and the places we go every day.

We were blown away by the number and quality of submissions. Every photo captured something special about what makes Booth's unique.

A huge thank you to everyone who entered! Keep those cameras rolling and send your shots to social@booths.co.nz. We love seeing what you capture out on the road.



1ST PLACE – Hemi Ross
(on cover page)



2ND PLACE – Adam Ashcroft



3RD PLACE – Terry Simpson

Our 2025 calendar winners:

January – Terry Simpson

February – Lian Riley

March – Hemi Ross

April – Chanelle Buchan

May – Wood Energy

June – Adam Ashcroft

July – Hastings Team, Shane Ward, Tara Rugby League, and Palmerston North Team

August – David Kinch

September – Hemi Ross

October – Krystle Bulled

November – Terry Northcott

December – John Marshall

Congratulations to all our winners and thank you for helping capture the Booth's spirit in action!



DRIVING DOWN EMISSIONS

and taking ownership of our footprint!

As we head into our busiest time of year, we're also stepping up our efforts to reduce carbon emissions. Developing our Decarbonisation Action Plan is a key part of Booth's sustainability journey, and it reflects our commitment to doing things better for you our customers, our team and the environment.

How is this plan formed?

All business's emissions are grouped into three categories:

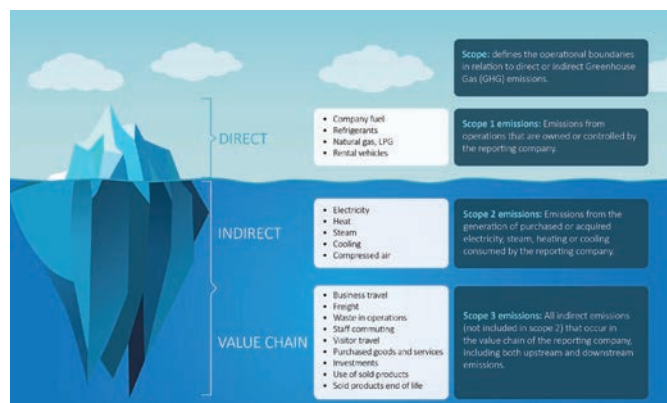
- **Scope 1:** Emissions we produce directly through our operations.
- **Scope 2:** Emissions from the energy and utilities we use.
- **Scope 3:** Everything else, like business travel, waste from our sites, staff uniforms, and how our team gets to work.

It's easy to focus just on Scope 1, but that's only the tip of the iceberg. To make a real impact, we need to look across the whole value chain and that's exactly what this plan does.

"Sustainability isn't just a buzzword for us, it's about making practical changes that benefit our customers, our people and the communities we operate in. This plan is about taking ownership and finding a way forward together."

– Dallas Vince, CEO

We've partnered with Toitū Envirocare through their CarbonReduce programme and successfully identified our biggest emissions hotspots and opportunities.



With that insight, we're now prioritising the areas where we can make the most difference, both within Booth's and by working closely with our suppliers across the country.

This is another important step forward and we're excited to share it with you. We'll be announcing our action plan with scope carbon reduction targets in the new year. Stay tuned for this announcement.

Find out more:



Fraser Beckwith
Senior Business Analyst





Hi, I'm Tania, your dedicated Mortgage Adviser. Buying a home, refinancing, or getting extra funds doesn't have to be stressful—we make it simple!

Looking to make your next move. Take the stress out of borrowing and get expert Mortgage Advice tailored for you.

I can help with:

- New Home Loans – Find the right loan for your first home or next property.
- Top-Ups – Access extra funds for renovations, investments, or life's big plans.
- Personal Loans – Flexible options for cars, debt consolidation, or other expenses.

I'm backed by an amazing team of lenders and insurance advisors who can help with all your broader financial needs. Together, we make sure every detail is covered so you can feel confident in every decision.

Why work with us?

- Expert advice tailored to your situation
- Wide access to lenders and loan products
- Insurance solutions to protect what matters most
- Clear, jargon-free guidance every step of the way

Take the stress out of borrowing — contact me today and let's get you moving toward your goals!



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“THE BOOTH’S WAY IS TO FIND A WAY”

For our customers, for our team, and
for our communities - Craig & Trevor Booth



20+

branches, with 40+
facilities across
New Zealand



400+

modern trucks



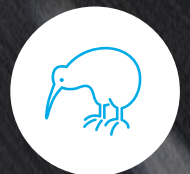
800+

strong team



130,000⁺m²

warehouse storage



100%

kiwi owned
and operated

