



PELICAN NEWS

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Blue Skies spells out impact of a no-deal Brexit

Blue Skies have written to the Chamber of Commerce to highlight how the business would be affected if the UK were to leave the European Union on the 29th of March without a withdrawal agreement. Such a scenario would mean the UK automatically trades on World Trading Organisation (WTO) terms, which would have immediate implications on customs arrangements and tariffs for goods entering and leaving the country.

The 'no-deal' scenario has attracted some support among factions of the ruling Conservative party and public figures including Wetherspoons boss Tim Martin, who argue that the UK would be better off without a deal and that many of the predictions for the economy are tantamount to scaremongering, or what some refer to as 'project fear'

Chairman, Anthony Pile, said "This is not project fear, this is reality. Without a deal, Blue Skies and many businesses in the fresh produce sector would be subject to increased customs checks, severe delays at our ports and WTO tariffs. Where you're dealing with highly perishable goods, this inevitably leads to empty shelves and higher prices. It's simply not acceptable or responsible to be advocating a no-deal outcome"

Investment bank Goldman Sachs have increased their prediction on the chances of a no-deal Brexit from 10 to 15% following the UK Government's vote in favour of renegotiating the EU's withdrawal deal.

Anthony adds "While we still believe a no-deal brexit is unlikely, we have never-the-less made a number of contingency plans, however not everyone in the fresh produce sector will be in the position to do this. As the clock races towards March 29th, we must all take responsibility to highlight the facts on the consequences of a no-deal brexit to those who produce the food we eat, especially in the face of rising misinformation from those who believe we will be better off"



Project to cut plastics wins Blueprint Award

Congratulations to Jolien Janse has won the overall prize in our 2018 Blueprint Awards. Jolien spearheaded an initiative on behalf of our Dutch team to remove all plastic sporks from their products, thereby saving over twenty four tons of plastics each year.

The initiative received the most number of votes against each of our other winners who were announced in November last year. Jolien is pictured with European Sales Manager, Paul van Breukelen, receiving a brand new Fitbit sports watch.



**BLUE PRINT
AWARDS**

Blue Skies Ice Cream launches in Ocado



Not only have we launched all 3 of our delicious, award winning ice cream flavours in Ocado, but everyone seems to love them! 5 out of 6 people have given us a 5-star rating already. We have just finished our first promotion with Ocado and sales are going from strength to strength. We are predicting a great year with Ocado and we are very excited to be able to get our ice cream to even more people. Get yours now at www.ocado.com
Thanks to Rich Railton for the write-up.

Egypt embark on big plans for juice in 2019



Pictured: the local sales team in Egypt, led by Ekramy (centre) outside a shop at a petrol station in Cairo selling Blue Skies juice. The team were recently visited by Hugh, Brian and Deniz who have helped to develop an exciting plan to grow sales of Blue Skies freshly squeezed juice in Egypt in 2019.

Ice cream launches in South Africa



Our Dairy-Free Ice Cream has now launched in South Africa! It is now available from Pick n' Pay and will shortly be launched in Spar. It is expected to reach the shelves of other stores later in the year.

Brazil unveils the Great Wall of Juice



Blue Skies in Brazil have taken shelf impact to a whole new level by introducing a great wall of fruit in the fresh produce fixture of stores. The display (pictured above) has been arranged among fresh salad bags in order to highlight the freshness of the juice and features shelf talkers. Well done to the team in Brazil!



Blue Print Update

Blue Skies agree the Ten Commitments

Blue Skies have agreed ten Blueprint Sustainability Commitments in response to the priorities identified in 2018 our stakeholder survey and taking in to account feedback received at our annual conference. This document will form a framework within which all of our operations can set targets and actions to enable the business to work towards meeting each of these commitments.

They are:

1. To always buy with integrity, fairness and professionalism, and source as many of our materials and equipment as possible from local suppliers with similar values to our own.
2. To maximise the profitability of our business, but never at the expense of our values.
3. To provide the best possible place to work, where everyone feels equally valued and respected and where everyone has a voice when it comes to issues such as welfare, remuneration and professional development.
4. To minimise the impact that our business and supply-chain have on biodiversity.
5. To minimise the amount of waste that we produce and ensure that as little of it as possible goes to landfill, and as much as it as possible is either reused or recycled.
6. To always engage with our local communities and provide appropriate support where it is within our means.
7. To minimise the environmental impact of all our materials, both in terms of how they are sourced, how they are used and how they are disposed of.
8. To use as little energy as possible and ensure that as much of it as possible comes from a sustainable source.
9. To use as little water as possible and ensure that as much of it as possible comes from a sustainable source.
10. To ensure the safest and healthiest possible working environment for all our people.

Ghana continue to demonstrate high standards in agriculture



Blue Skies Ghana have once again scored highly in their annual third-party audits for GlobalGAP (Good Agriculture and Farming) and LEAF (Linking Environment and Farming) having achieved zero major non-conformances.

Congratulations and a big thanks to the all of the team for their hard work and efforts in producing such a fantastic result.



Do you have an idea that can help us improve?

Send us your Big Ideas!

It could be an idea for a new product, ways to become more environmentally friendly, ways to enhance how we work together or ways to become more efficient. Send us your ideas by completing the online form at:

<http://www.blueskies.com/ideas/>



Foundation Focus

AN UPDATE ON OUR LATEST PROJECTS



Egypt embark on two new Foundation projects in 2019

Blue Skies Egypt are undertaking two Foundation projects this year. They include providing furniture and equipment for an education centre located near to our pomegranate farms in Assiut, and a medical laboratory for a clinic run by the El Rashad Association at Tenth Ramadan City, where many of our staff live.

The El Rashad Association is one of the few medical centres in Tenth Ramadan run by a charity, providing affordable health care for low income residents. The centre provides an essential service to people who do not have access to private health care. It is run and funded by Dr Sanaa s.l.Adosamara, an Egyptian physician and member of the American Board of Paediatrics, and her husband. Both have retired and invested all their money in starting and running the centre since 2008. Dr Sanaa s.l.Adosamara is pictured above in the yellow jacket outside an orphanage she also runs. Also pictured is Mohamed Bahgat, Technical Manager who looks after the Foundation in Egypt, Ehab Abdul-Aziz, Finance Manager, and Denzil.

Egypt arranges blood donation for childrens' cancer charity.



On 2nd of January Blue Skies Egypt organized a blood donation campaign for children with cancer. The donation took place at the factory and over 50 people participated.

Blue Skies Brazil introduce Weight Loss Challenge



Staff at Blue Skies Brazil have introduced the "Correct Measure" Initiative to promote Health and Quality of Life for our people. During the months of September, October and November last year, people at Blue Skies Brazil promoted a Weight Loss Challenge with a view to a encouraging healthier lives and greater self-esteem. During three sessions, participants lost a combined weight of 254 kilograms. Congratulations to everyone who took part, especially to the winners of each session who are pictured above. Pictured left to right are Ana Paula Silva de Lima (winner of session 3), Cleber Augusto de Araujo (winner of session 2) and Idaiane Nunes de Almeida (winner of session 1).

The Importance of Fire Drills



In South Africa, we conducted a fire drill on the 4th of January. Fire drills are an important part of our fire safety procedures for many reasons. Not only do they ensure that staff, customers and visitors understand what they need to do if there is fire, they also enable us to properly test our fire alarms and help us check equipment is working properly.

By Waydu Nhlapo, Blue Skies SA

Introducing Henry van der Brink



My name is Henry van der Brink and I'm working with Blue Skies since the 1st of November in the role of Logistics and Customer Service Coordinator in the Netherlands Operations team.

I enjoy working in such a quick moving supply chain that is connected to the entire world. The fact that I am learning every minute on the job, makes my days very exciting.

Another exciting event, on a more personal level, is that on the 30th of December 2018 my girlfriend Fleur and I became the proud parents of Emma. So, if it sounds like I am a bit grumpy you now know what might have caused that. For the (near) future I hope to meet the Blue Skies family and enjoy the success together.

Some quick facts about me...

Favourite Food:	Pork spare ribs and fries*
Favourite Sport(s):	Football, Cycling, F1 & American Football
Favourite Holiday:	Greece
Favourite Beer:	Heineken
Favourite Animal:	Our house cat Mr. Nelis
Favourite Football club:	Ajax Amsterdam
Favourite Fruit:	Galia Melon*
Favourite Colour:	Blue
Favourite Movie:	Ocean's Eleven*

* Could still change due to experience, but at this moment it is correct.

Hugh introduces TWG's to Egypt



Pictured: Chief Sales and Marketing Officer, Hugh Pile, carrying out TWG training for the management team in Egypt. TWG stands for 'Together we Grow' and is the new professional development and appraisal system being introduced for people at Blue Skies.

Congratulations



On January 2019 Amr Emad of Blue Skies Egypt married Nagham Adel. Amr is part of the juice marketing team which supports our local sales activities. Such is Amr's dedication to Blue Skies that he turned up for a very important meeting during his honey moon leave! But his dedication for Blue Skies can surely not exceed that which he now has for his new spouse, and so we wish a very happy life together for Amr and Nagham.

Happy Birthday

Many Happy Returns to everyone who celebrated a birthday this month, especially to Lynn Cumming from the Pitsford office who turned sixty. Lynn is one off our longest serving members having been with Blue Skies since the early days. We wish Lynn and all our Blue Skies birthday celebrants all the very best.

Blue Skies Babies



We are pleased to report that we have welcomed little baby boy Bruno to this world on the 16th of January. His parents, Ewelina (print room operations) and Marcin Lakomic (former QA Team), are very happy and proud. A lively and lovely 3540g of great new human! *Thanks to Marta Gozdzik of Blue Skies UK for the photo and the short report.*