

17 April 2023

The Great Kiwi Snack Off FAQs

The Great Kiwi Snack Off can be found at www.airnewzealand.co.nz/snacktastic

What's the goal of the Great Kiwi Snack Off?

Air New Zealand wants to expand the range and rotation of our current snacks and introduce new and exciting options to provide more choice and range for our customers.

We're on the lookout for suppliers who can help us deliver on this mission, while also catering to dietary restrictions, championing Kiwi brands, and doing the right thing for social impact and sustainability.

We want to hear from a wide range of food providers, using an open tender approach that will give even the smallest Kiwi suppliers a chance to get their products onboard.

What snacks are considered part of the Great Kiwi Snack Off?

This is a full review of our onboard snack offering – from domestic flights (regular snacks) to those on our short-haul, international and ultra longhaul flights (mid-flight snacks and SkyPantry too).

What's not included is our Air New Zealand lolly or things like the cheese and cracker (or its ratio) in our Koru Hour service.

When was the last time you reviewed your snack options?

We tweaked our domestic onboard snack option in 2021 but this is the first wholesale review of our snack options since 2018.

What's the process?

The Great Kiwi Snack Off will start with open tender approach, soliciting interest from a diverse range of New Zealand food providers. From 17 April to 1 May 2023, suppliers will be able to make a submission. We'll then review these applications and in May we'll send successful suppliers who we want to hear more from our Request for Proposal (RFP) document. This will be a closed RFP so suppliers can provide us details in confidence. We hope to have new snacks onboard by the end of 2023.

What are some of the criteria for the new snacks?

We're looking for snacks that align with the following:

- **Sharing our Aotearoa** – New Zealand made products and snacks that celebrate the provenance of our regions, Māori and Pasifika or social enterprises.
- **Flavour forward** – Snacks that provide innovative flavours or variety, or tantalise modern tastebuds.
- **Environmentally friendly** – Extra brownie points for sustainable packaging and ingredients.

- **Consumer conscious** – Bites that cater to different dietary needs and allergies, along with classic Kiwi favourites.

When will the new snacks be available onboard?

The new snacks are expected to be available onboard by the end of 2023, although dates are flexible.

Who can participate in this process?

Its open to all New Zealand-made food and snack suppliers. That might mean a Kiwi company or social enterprise making homegrown snacks in Aotearoa to an offshore company that makes products using New Zealand ingredients.

How long do suppliers have to submit an Expression of Interest (EOI)?

The EOI process will close on 1 May 2023.

Will existing suppliers be considered?

Yes absolutely, existing suppliers will be included.

Can suppliers propose bespoke or boutique-type food products?

Yes, let's dive into these tasty treats! The Great Kiwi Snack Off is designed to capture a wide range of food and snack suppliers, including bespoke and boutique options that we may not be aware of. In particular, we're keen to hear from New Zealand made products and snacks that celebrate the provenance of our regions, Māori and Pasifika or social enterprises.

- Landing page link: www.airnewzealand.co.nz/snacktastic
- Supplier EOI link: https://forms.office.com/pages/responsepage.aspx?id=VISbgrLukEqJYG_IkM06vEas5UyTN7hJtnfiUZ91A95UNERTMUFYTVdVMIZEVU4yTEFQWk0zUDVBVy4u