



inbox

March, 2016

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- ❑ STINSON PEARCE LIMITED | PROUDS
- ❑ FIJI FOODS LIMITED
- ❑ VICTUS LIMITED | BURGER KING
- ❑ WAQAVUKA DEVELOPMENT CO LIMITED - AIRPORT DUTY FREE STORES & RESTAURANTS
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- ❑ THE FIJI TIMES

News From Motibhai Group

www.motibhai.com



Joining hands in time of need

NDMO receives timely relief supplies from Motibhai Group

THE National Disaster Management Office (NDMO) took delivery of emergency food and household items from the management of Motibhai Group on Friday, February 26.

While receiving the items which will be dispatched to victims of Tropical Cyclone Winston, Permanent Secretary for iTaukei Affairs Naipote Katonitabua thanked the management of Motibhai Group for the timely donation which is worth \$50,000.

"This (donation) will go a long way in assisting our people in time of need," Mr Katonitabua said.

He said the items will help people of our own community get back to their normal lives as soon as possible.

"The NDMO team sincerely thanks Motibhai Group for the donation today."

While handing over the items, Motibhai Group director Rajesh



Patel said the company is duty bound to assist fellow Fijians during such times of need.

"Seeing the magnitude of damages and the loss of invaluable lives at the height of this category 5 cyclone, Motibhai Group

is duty bound to step in and assist fellow Fijians who have been affected," Mr Patel said.

"While we as humans have no control over such natural disasters, we have a social responsibility to assist our fellow Fijians

during such trying times.

"Many of our fellow Fijians have lost their lives while trying to save that of others. We are deeply saddened and also moved by their acts of bravery," Mr Patel said.

A friend in deed

The Motibhai Group has joined hands with Foundation for Rural and Integrated Enterprises and Development (FRIEND) to provide direct relief assistance to Fijians affected by Tropical Cyclone Winston in the western division.

The group has donated food and household items to the Lautoka based NGO which is well-known for its world-class local products and engagement in community service in income generation projects and health initiatives in the vulnerable sectors of the country.

"We are very happy to partner with FRIEND which has been very active as relief agents during natural disasters in the western division for many years now," Motibhai Group chairman Kirit Patel said.

He said the assistance provided to the affected people in the western division is in addition to the \$50k worth of food and household items donated to the National Disaster Management Office (NDMO) recently.

"As the official distributors of Friend's Fiji Style Products, we did not think twice to join hands with FRIEND which has been a very active ground agent and knows the rural communities of the western division very well," Mr Patel added.

While receiving the relief items which are already being packed and passed onto the communities affected by TC Winston, FRIEND director Sashi Kiran thanked Motibhai Group for teaming up with them.

"A friend in need is a friend in deed and we are ever grateful to Motibhai Group for their continued assistance towards our good cause," Ms Kiran said.

"We have surveyed most of the affected areas in the west and our teams will now move in quickly with the relief items."



Military officers unload cartons of food items donated by Motibhai Group for distribution to TC Winston victims.



A friend volunteer packs Bushells tea for relief distribution in the west.

INSIDE

King is in town



On Pg 3

Easter wine wonders

There is no doubt wine has been one of the best companion with food and entertainment for thousands of years now. In fact, wines have literally evolved together with civilisation over many generations.

While the history of wines goes back thousands of years, it has gained more popularity in the last century with mass production and brand loyalty which has made certain names a world-wide favourite.

And here in Fiji, there is no shortage of good wine – thanks to Motibhai Group which has been distributing quality wines for all occasions and suited to all tastes for many years now.

“The brands we distribute are world-renowned and collectively have won numerous awards at food and wine shows and other important events across the globe,” Motibhai Group Team Leader Hospitality Nitesh Chand said.

“Our wines have become part of your daily life, whether it’s a normal day or time for celebration,” he added.

“For wine lovers, even a simple dinner party is really just an ex-



Enjoy these wines from Lindeman's and Wolf Blass for only \$19.50 each from participating outlets this Easter.



cuse to showcase and taste great wines in great company of family and friends.

“Many a times people may not realise that you can actually pair a wine not only for each food course, but also for each segment of the evening - upon arrival, appetizers, toasting, after dinner sippers and so on.

“More wine is expected to be consumed during dinner parties in comparison with regular dinners and we have a range of wines to suit each event. Whether it’s a group function, or a simple dinner with your loved ones, we at Motibhai Group have you covered,” Mr Chand said.

Meanwhile, Motibhai Group in association with its supermarket and retail outlet partners has rolled out great specials this Easter.

“Customers can refer to our advertisements in *The Fiji Times* to take advantage of our Easter Wine Wonders,” Mr Chand concluded.

Betty Crocker promotion gets huge response

Betty Crocker lovers have been flooding the entry bins and postal entries to try their luck on winning one of five Beko stainless steel dual fuel upright cooker.

Customers can enter the draw which will close on the 26th of this month by simply purchasing any of the Betty Crocker products which are available at all supermarkets and leading grocery stores Fiji-wide and placing one barcode in an envelope with their name and address at the back and dropping it in the entry boxes provided at any of the participating outlets or by posting their entries to P.O. Box 9175, Nadi Airport.

“We are very happy with the response which has been overwhelming,” Motibhai Group marketing manager Abraham Gomes said.

“Betty Crocker is a name synonymous with continuing traditions of quality service to customers since 1921 and we are happy to give something back to our customers via this promotion,” Mr Gomes added.

“A product of General Mills – one of the world’s leading food

companies, Betty Crocker has won the hearts of families, ordinary cooks and professional chefs for almost a century now.

“Through the years, families everywhere have come to trust Betty Crocker – now renowned worldwide for quality, good taste and value for money.

“While Betty Crocker holds a special place in the hearts of customer’s world-wide, Beko is an award-winning home appliance brand and enjoys the number one status in United Kingdom.

“Beko is also one of the official sponsors of Spanish sports club FC Barcelona which enjoys a global fan base and by teaming the two brands together for this promotion, we have created a winning combination.

“As you can see in our promotional posters and advertisements, the Beko cooker on giveaway is loaded with heaps of cool features such as Catalytic Panels, Durable Oven Doors, Pull-Out Shelf System, Easy to Remove Side Racks and Multi-Dimensional Cooking,” Mr Gomes informed.

“Customers can enter the draw



A customer picks the Betty Crocker 'No Bake Cheesecake' from a Lautoka supermarket. Photo: JAI PRASAD / FIJI TIMES.

as many times as they wish via separate entries with ONE barcode per entry,” Mr Gomes highlighted.

“We invite all our customers to take advantage of the new promotion which was launched on January 18 and will carry on until March 26 with the major draw planned for April 8.

“So bake your favorite flavor

of Betty Crocker to victory by trying your luck on the new Beko cooker.”

Distributed in Fiji via the strong network of Motibhai Group which brings quality products for you and your family, the Betty Crocker range has definitely lived up to the expectations of Fijians looking for mouthwatering food ideas.

BRUNSWICK® SARDINE OMELETTE

Ingredients

- 1 can BRUNSWICK® SARDINES any flavour, drained
- 4 eggs
- 1/2 cup / 100 mL skim milk
- 1/2 onion, minced
- 1/2 sweet pepper, minced
- Freshly ground black pepper
- Vegetable oil for frying

Directions

In bowl, whip milk and eggs until blended. Heat oil in frying pan. Add egg mixture to pan and reduce heat. Top with onion, sweet pepper, BRUNSWICK® SARDINES and pepper. Cook to desired doneness. Fold in half. Recipe can be halved. Serves 2.

Total preparation time: 15 minutes



Burger King opens first domestic outlet

The Jet Set Town of Nadi is now home to the latest Burger King Restaurant which officially opened on Wednesday 17 February at Martintar, Nadi. The restaurant’s grand opening was done by the children of Nadi Centre for Special Education.

Motibhai Group Chairman & CEO Mr Kirit Patel said the investment for this complex was around \$6.5m and total investment to date including the airport Burger King is \$8.3m. He described that the opening of the Burger King is a hallmark of events to come as understandably in 2017 Nadi will become the third city of our beloved country.

“With the township continuing to experience a population growth we are determined and committed to contribute to our community by extending our products and services,” said Mr Patel.

“With Nadi being the tourism gateway for Fiji, it was fitting that the world’s fastest growing Quick Service Restaurant - Burger King is opened to serve the tourists and locals with the world famous Whoppers.”

Mr Patel thanked the Government of the day for providing Nadi with the right infrastructure and amenities which all gave them an opportunity to open the first domestic Burger King outlet at Martintar Nadi.

“No doubt the private sector development such as this is contingent on the performance of the Fijian economy and this development is testimony of fact that our Government is supportive of the business sector,” said Mr Patel.

Burger King General Manager Mr Akash Narsey said, “Acquiring BURGER KING Master Franchise was not an easy task as we had to go through an extensive international screening process from which Motibhai Group was finally chosen by BURGER KING Asia Pacific to hold the Master Franchise for the Fiji market.”

Founded in 1954, BURGER KING is the second largest fast food hamburger chain in the world. The original HOME OF THE WHOPPER®, the BURGER KING system operates in nearly 14,000 locations in 100 countries worldwide, serving 2.3 billion customers per year.

“In the recent years, BURGER KING has been the fastest grow-



Motibhai Group sales manager west Manwal Kumar shares a light moment with the kids from Saint Mina Children's Home.

ing burger chain in the world, offering consistent fast service, fresh ingredients, top notch quality and best tasting products to its customers,” said Mr Narsey.

He added that Burger King are in negotiations to open three Burger King outlets in the Capital City at strategic locations with its second airport outlet in the farewellers hall at Nadi International Airport scheduled to open later this year which will be followed by other towns in Fiji.

Burger King during the opening ceremony as part of its Corporate Social Responsibility donated a total of \$10,004 to Nadi Centre for Special Education, St Mina Children’s Home, Treasure House Christian Children’s Home and Loloma Home & Care Centre, each receiving \$2501 respectively.

ABOUT Burger King

Every day, more than 11 million guests visit BURGER KING® restaurants around the world. And they do so because our restaurants are known for serving high-quality, great-tasting, and affordable food. Founded in 1954, BURGER KING® is the second largest fast food hamburger chain in the world. The original HOME OF THE WHOPPER®, BURGER KING’s® commitment to premium ingredients, signature recipes, and family-friendly dining experiences is what has defined our brand for more than 50 successful years, operating in over 100 countries with close to 14,000 outlets.



Burger King's new outlet at Martintar.



A customer is all smiles with her first experience at BK.

More photos on www.facebook.com/burgerkingfiji

□ PRESS RELEASE

It's a healthy habit

Think of sardines and the choices of preparing a delicious meal comes to a deadlock.

As typical Fijians, we have grown eating sardines in a very limited way – minced with slices of onions and chilies and taken with either bread, root-crops or over the daily dhal and rice.

You will be surprised to learn that there are hundreds of ways to prepare sardine at any meal time.

And in order to make the best sardine meals, you need the world’s best sardine brand by your side. This is when BRUNSWICK® stands far ahead from rest of the crowd.

There’s a lot more under the lid of your BRUNSWICK® canned seafood than you might think.

With everyone connected to the internet nowadays, getting the best recipes and food ideas from the team at BRUNSWICK® is only a click away. To try out some of these amazing and mouth-watering recipes, log onto <http://www.brunswick.ca/delicious-recipe-ideas/>.

With a strong workforce of 1250, we believe in the wellbeing and welfare of our PEOPLE...

For more information, send an email to hradmin@motibhai.com.fj



Our Strength is our **People**



Fiji National University trainer Miss Radhika Sami, right, conducts training for the sales staff of Prouds at the Motibhai Group head-office.

Prouds sales force sharpen their skills

MOTIBHAI Group strongly believes that the investment provided in training the staff goes a long way in overall improvement in performance of staff which leads to customer delight, efficiency of the operations and moreover helps in achieving desired results.

This is only achieved by appropriate trainings to develop employee's knowledge, skills and attitude that they require to carry out their jobs efficiently and moreover given every opportunity for career development within the company.

Fundamentals of Selling In-House Training was organised by the Human Resources Department and was conducted by Miss Radhika Sami – Training Officer of Fiji National University on Friday 4th March '16 at Motibhai Head Office Training Room.

Total of 21 Sales Assistants including new recruits were nominated to attend this training, staff mainly from Prouds Nadi, Prouds Sheraton, Prouds Hilton, Prouds Westin, Prouds Airport Duty Free Store, Prouds Sigatoka, Prouds Outrigger, Prouds Fijian & Prouds Intercontinental. Fundamental of Selling is all about establishing and understanding the basic tools in selling, creating awareness of having positive attitude; learning common mistakes made by frontline staff and how to improve sales and after sale process.



Team BK

The highly professional staff of Burger King, also engage in regular training to stay on top of the service ladder.