

OUT WITH OLD, IN WITH THE NEW... a facelift for Hinterland!

Over the past year, we at Hinterland have had to pull up the handbrake of the business. We had to stop processes and practices in many respects to evaluate and improve it.

First, we wanted to remove all inefficiencies. We had to limit unnecessary expenses and costs, especially where there was no budget for it, and we had to drastically reduce discounts granted to clients.

We have systematically looked at what works in the branch, what doesn't work at all, why there are gaps and what head office and management can do to better support the business. We have learned so much from our business and were able to identify several best practices that we can now roll out to the branches. This process also served as a training opportunity for our branch managers.

The focus that was applied ensured success. Although this was a painful process, we can finally reap the rewards. Our stock on hand looks much better, dead and slow-moving stock has drastically reduced, sales have increased, costs are decreasing and our margins are better.

All of this testifies to a huge mind shift in our business.

Taking it one step further, one of the new initiatives we have is to unlock the values of an integrated supply chain strategy on overlapping retail and mechanisation products. The shareholders therefore decided to merge the Hinterland and Prodist companies on **1 December 2018**.

The merged business will operate as a new legal entity under the name of **Hinterland SA (Pty) Ltd**. Our staff in the distribution centre and in our Hinterland branches will not see much of a change in their daily operations and further communication will follow. Yet, on a strategic level, the integrated approach to supply management offers new possibilities.

The merger will enable us to have a UNIFIED product strategy, supported by better planning and improved order quantity decisions, better control over stock movements, opportunities for improved margins and availability, as well as access to a broader range of products than any other agri-business. **CONTINUE TO P5**

Hinterland 

&
prodist 
demand · supply · trust

&

Hinterland  fuels

Boodskap van die BD



Mede-Hinterlander,

Hiermee wens ek elke Hinterlander ŉ voorspoedige 2019 toe. My wens vir elkeen van julle is dat die jaar jul persoonlike verwagtinge in alle opsigte sal oortref!

Ek vertrou dat die meeste van ons gedurende die afgelope Kerstyd ook kwaliteit tyd saam met ons geliefdes, familie en vriende kon spandeer en die geboorte van Jesus ons Verlosser, ook op 'n gepaste wyse gevier het. Ek hoop dat elkeen se spreekwoordelike batterye gelaai is sodat julle 2019 met hernude energie en fokus kan aanpak, en daardeur sal voortbou op die suksesse wat ons sover behaal het.

Die nuwe jaar het, soos verwag, nie sonder uitdagings aangebreek nie en ek glo nie daar is iemand wat nie hierdie nuwe jaar op ŉ drafstap begin het nie. Met dié dat die reën eers laat in Desember in groot dele van ons westelike bedieningsgebied geval het, het aanplantingsaktiwiteite ook eers laat in Desember afgeskop. Mielieaanplantings is as gevolg van die laat reën selfs tot die middel van Januarie gedoen. Hierdie laat aanplantings het ŉ weselike effek op ons Desember finansiële resultaat gehad, veral op die insetkommoditeite.

Met dié gebeure in gedagte, is dit belangrik dat alle uitgawes, ongeag die omvang daarvan, kritis geskep moet word, voordat dit aangegaan word. Dit is uitermate belangrik dat ons ook tydens alle klante-interaksie seker sal maak dat dit vir die klant ŉ aangename en positiewe ervaring is. Ons elkeen moet die daarstel van oplossings as ŉ persoonlike missie sien en daarop ingestel wees om die uitdagings wat opduik, uit te presteer. Verder is dit belangrik dat ons positiwiteit moet behou en aanhou om ŉ boodskap van hoop uit te dra. Kom ons bly gefokus op dit wat waarde toevoeg en dit wat werklik saak maak. Laaste, maar beslis nie die minste nie, is dat ons moet aanhou om dit wat ons doen, met volle oorgawe te doen, toegewy aan en in afhanglikheid van ons Skepper, in die wete dat alles wat ons het en alles wat ons ontvang alleen uit Sy genade is.

Sterkte aan elkeen vir die taak op hande, en onthou om nie hoop te verloor nie.

*Hinterland groete
Daan*

Soutkarrels

met Johan Schoeman



Vat jou
uitdagings
vas!!

Matt 5:13

Is jou lewe oorvloedig?

Andersom gestel: **Lewe jy, of bestaan jy?** Dink bietjie: hoe was jou gisters en wat is jou verwagtinge vir 2019 se mōres? As jy 'n gelowige is vir wie God se Woord belangrik is, is jy goed bekend met **Johannes 10:10 waar Jesus sê: ".....Ek het gekom sodat hulle die lewe kan hê, en dit in oorvloed."**

Mag ek jou vra of jy dit werklik beleef, 'n oorvloedige lewe? Miskien is ons verstaan van Jesus se woorde verkeerd, miskien lees ons: 'n lewe **met** oorvloed en nie **in** oorvloed nie?

As jy daarop roem dat Jesus jou Verlosser is, moet Hy die slagaar van jou lewe wees, want dan lêef jy in en deur en vanuit Hom, en Hom alleen! Nijs anders as God se wil rig dan jou lewe nie! Dan getuig jy saam met Paulus in **Filippense 3: "dat dit wat eers vir jou 'n bate was, nou waardeloos geword het"**, omdat jy in God, jou alles gevind het. Dan kry Jesus se belofte van 'n lewe in oorvloed 'n heel nuwe betekenis!

Kom ons strewe in 2019 na Jesus se lewe-in-oorvloed, maar hoe lyk so 'n lewe?

- As jy vrede gemaak het met jou verlede, gefokus is op dié oomblik en optimisties bly oor die toekoms - toon jy tekens van 'n oorvloedige lewe.
- As jy besef dat sukses en besittings nie bepaal wie jy is nie, en mislukking en gebrek ook nie – toon jy tekens van 'n oorvloedige lewe.
- As jy gevul is met geloof, hoop en liefde, en nie met woede, skuldgevoelens en wraakgedagtes leef nie – toon jy tekens van 'n oorvloedige lewe.
- As jy geleer het dat om te gee beter is as om te ontvang – toon jy ook tekens van 'n oorvloedige lewe. **Dis juis die goed wat jy weggee wat jou ryk maak.**
- As jy hoop gee vir wanhopiges, omgee vir verstotenes, hartseer voel saam met die wat treur en bly is saam met die wat bly is – toon jy tekens van 'n oorvloedige lewe.
- As jy sonder bitterheid kan terugkyk na jou gisters en vorentoe kyk met hoop, afkyk in nederigheid en opkyk met dankbaarheid – toon jy tekens van 'n oorvloedige lewe.
- As jy uit jou hart uit kan sê: **Om Christus te ken oortref alles in waarde – dan hét jy lewe in oorvloed.**

Mag jy in 2019 'n lewe in oorvloed beleef!



**FREE
WIFI**

Retail *tales*

4 In-Store Marketing Strategies worth considering

DIDIGITAL MARKETING AND TRADITIONAL ADVERTISING OUTLETS PROVIDE FANTASTIC OPPORTUNITIES TO DRIVE BUSINESS INTO YOUR STORES. HOWEVER, THERE'S A SECRET TOOL THAT IS RESPONSIBLE FOR CONVERTING CUSTOMERS ONCE THEY ARRIVE - IN-STORE MARKETING.

In-store marketing strategies control the customer experience and dictate how visitors engage with their brands and eventually make purchases. With just a few steps, you can improve your in-store experience and convince more customers to buy your brand.

Check out these in-store marketing strategies to increase sales at your Hinterland store.

1. Offer Free WiFi

One of the easiest ways you can market to customers at your branch is with free WiFi. Customers receive your marketing messages when they sign in, allowing you to promote various products and services on offer.

WiFi marketing also has branding benefits that customers appreciate. They are more entertained when they're playing on their phones and will have more patience when waiting for your staff. This means they are likely to be happier and will return to your business again in the future.

2. Share Audio Messages with Shoppers

Overhead messaging is a powerful in-store marketing tool to use to talk about upcoming events and promotion opportunities. You can create quick ten-second sound bytes or store announcements to encourage people to try a new product or sign up for a service.

The nature of audio means everyone will be aware of the information, even if they're not looking at your store's signage or talking to one of your employees. While entertainment is an important part of the customer experience, so is education. Customers turn to your brand because they think it is the most reliable and that you provide something they can't get anywhere else.

Make sure you're providing the right information to customers and positioning yourself as an expert in the field.

3. Make Your Entertainment Related to Your Brand

If you distract customers while they wait with music, TV, digital trivia and other entertainment options, make sure the content is relevant to your brand and supports your overall vision. Setting up a public radio or broadcasting a television channel means you're at the mercy of other content creators. They might play an inappropriate song or broadcast a competitor's commercial.

4. Reach Out to Customers for Surveys

Many companies rely on customer surveys to solicit feedback on performance and potential improvements. The cashier typically gives instructions to customers with survey codes on their receipts. However, by the time the customer gets home, they have long forgotten about the survey and won't make the effort to complete it.

Instead, consider setting up in-store surveys where customers can offer feedback before they leave your location. This could be as simple as setting up a few interactive touchscreens at the exit or asking an employee to survey people before they leave. You can even offer a discount on future services after they complete it. This shows that you're listening.

Edited for the Hinterland perspective from spectrio.com

SPEAK OUT

against unethical behaviour!

ethic notes

new RECRUITS

New faces were welcomed to the Hinterland family in November and December across all branches. While we don't have enough space to feature all of you, we'd like to bid you a warm welcome and a happy stay at Hinterland. The featured new recruits in this edition are Gladys Bender, who joined the Hinterland Nelspruit team as sales clerk, Xolly Khumalo, cashier at Hinterland Newcastle and Michalin Simanathan, receiving assistant at Hinterland Klerksdorp. Joining them are Vusi Mthethwa, general worker at Vryheid, Leon Van Rooyen, Nelspruit branch manager, Naomi Williams, sales clerk at Kinross, Aubrey Matukane, sales clerk at Ermelo and Johannes Bayo, shelf packer at Wesselsbron. Welcome to the family! All staff, new and old, are reminded to upload a recent photo of themselves onto their profiles on the company intranet. **Lekker werk julle!**



Gladys Bender



Michalin Simanathan



Xolly Khumalo



NEW Gift Policy

Hinterland has signed off a gift policy that intends to provide guidance to company employees about what is and isn't appropriate to accept as gifts or tokens of appreciation from a customer, vendor, supplier, potential employee or a potential vendor or supplier.

The policy can be read at <https://www2.my-intranet.co.za/applications/human-resources/hr-landing-page#>

Employees are encouraged to make sure that all gifts received are approved by supervisors before the gifts are accepted and then registered on the Intranet.

It is important to note that provision is made for suppliers leave in this policy, to cater for invites such as golf days, etc. Failure to disclose that suppliers leave was taken on both this system and the HR leave system, is considered as fraud and could lead to disciplinary action. All applications for suppliers leave on the Intranet should be accompanied by an electronic leave approval from the gift policy system. This will be received in your inbox once your supervisor has approved the suppliers leave. Your supervisor will be notified that leave needs to be approved by the gift policy system.

Employees are encouraged to acquaint themselves with the gift policy.

COMPARISON OF CASES REPORTED, DISMISSELS AND LOSSES

September to December 2018

Department	Cases reported	Dismissals	Loss
Shop	4	1	182 555
Fuel	3	13	76 094
Warehouse	2	23	
Head Office	1		
Total:	10	37	258 649

September to December 2017

Department	Cases reported	Dismissals	Loss
Shop	5	5	8 313
Fuel	2	8	1 500
Warehouse	1	1	3 475
Head Office			
Total:	8	14	13 288

ALFA HANDLER

'n Touleier? mag die gewone ou vra. Wel dit is die persoon met letterlik en figuurlik die leisels in sy hande wanneer dit by die beoordeling van bulle en koeie by landbouskoue kom. Ons ontmoet vir Barend van Staden, die nuwe 2018 Hinterland Nasionale Touleier van die Jaar @ ALFA. 'n Titel wat hy by die ALFA Ekspo in Parys ingepalm het en hopelik in 2019 kan gaan verdedig.

Vir die wat gereeld landbouskoue bywoon, breek Barend werlik die grense van sy verantwoordelikhede. Hy was immers slegs die trokdrywer vir Willie wat die diere rondgekarwei het. Maar hy het ingeklim en allerhande take begin verrig. Die hokke skoongemaak, die diere gevoer en ook so die pligte van touleier aangeleer.

Die dag toe hy die 2018 Hinterland Nasionale Touleier van die Jaar @ALFA ingepalm het, beskou hy as die heel grootste dag van sy lewe en om dit alles te kroon het hy nie eens elke keer geweet dat hy beoordeel word nie. Want tydens die geleentheid is hy nie net in die ring beoordeel nie, maar ook op hoe hy vir die diere sorg en hoe hy hulle hanteer. En sy oomblik was groot nadat hy omrent met 'n groter applaus as die Nasionale Bul-en Koeikampioene begroet is.

Maar hy gaan nie op sy louere rus nie. Hy het immers 'n passie vir diere en beskou dit as 'n liefdestaan – "Ek is lief vir daai diere." Hy praat ook met hulle, soos hy spottenderwys verwys dat hulle Afrikaans praat. Hy is baie ferm maar gee die beste ook ruimte om hulle beste... hoof voor te sit sodat die beoordelaars hulle beste eienskappe kan besigtig. Hy raas en skree nie op hulle nie en volgens Willie het Barend verseker 'n aanvoeling hiervoor. En wat beplan hy vir 2019? Wel, hy het 'n mak span geërf en sal die nuwe moet inbrek en sy staal so moet wys.



Barend van Staden by sy mentor en stoetteler, Willie Jacobs.



Hinterland

NATIONAL INTERBREED BULL CHAMPION

At the 2018 Alfa Expo in Parys, a relatively new breeder, Raymund de Villiers, won this year's title as Hinterland National Interbreed Bull Champion. Raymund attained this accolade with his ????

He achieved this with his bull named Ace. Raymund is very pleased. "It is unbelievable, that is the only way I can describe it." Raymund is from the farm Joubertsrus in the Sannieshof district, where he farms with SantaRay Santa Gertrudis stud animals. He is very proud, as he puts it, "to have won the Nampo of the cattle world - there is nothing better."

When quizzed about who he looks up to in the breeding industry, De Villiers mentioned Willie de Jager, also a big Santa breeder and judge - "I have never received bad advice from Willie." It is a competitive industry and little bits of information are gathered as breeders phone one another and exchange information. Raymund says that his wife Irma, who has a B.Sc Animal Science degree behind her name, supports him a lot.

The question on everyone's lips is, why did his bull win the title this year? "He has a very strong loin area and his hair quality was exceptional on the day," Raymond said proudly.

Hinterland's Phillip Lee, Manager, Livestock Farming Solutions, who visited Raymund with Senwes Scenario, said: "There were no poor quality bulls. Ace is one of only a few bulls within his huge meat capacity which is not overly fat. That is what carried him through. He is definitely a bull with strong muscles and he carries a lot of meat. Raymond added: "I did something right here."

The title is not for him only. The Hinterland Interbreed Bull Champion prize opens doors for the industry and it makes one excited to show and to lend prestige to the shows.

His advice to other breeders is to love what they do. If you like the breed which you work with, you will be successful. The next step? I would really love to win the Hinterland Interbreed Cow Championships as well.

Congratulations on this huge achievement Raymund! Keep on breeding!



Caption

Out with old, In with the new... A facelift for Hinterland!



Continued from Front page. Another opportunity which is quite exciting is in our fuel business. To date, we have only been able to trade on a very limited basis in this business. We could only focus on keeping the business as cost-effective as possible and to grow litres through marketing actions.

However, Hinterland has now established its own fuel trading business (Hinterland Fuels) as an independent entity and obtained a trading license. This enables us to expand our footprint as and where the opportunity arises. Now we can buy, build and expand fuel stations outside our traditional networks.

In addition, we have partnered with OK Grocer, a high margin business, which enables us to establish convenience stores at filling stations where market needs exist.

With these initiatives we will be able to take the fuel business, that has shown increasing profitability over the past year, to unprecedented heights.

We are on our way to taking our company to new levels and we ask each member of the team to continue to focus on expanding good customer relationships and service, increase sales and margins, apply controls and improve processes. We wish all staff prosperity and strength with their duties and trust that everyone will be part of the solutions and success of the company.



Hinterland fuels™

Rediscover what matters

Nuus VAN ONS TAKKE

Liggiefees en feesvreugde

Die Hinterland Klerksdorp tak het hul eerste Kersfees Liggiefees gehou van **19-23 November**. Uitstekende daaglikse uitvoerings is gelewer deur skoolkore, kerkkore, samespel en solo-uitvoerings gedurende die week.

Daar was 'n wonderlike tentoonstelling van Kersversierings en -liggies en 'n boeremark waar alles, vanaf lekker-goed tot snuisterye en klere, verkoop is. Kersvader was ook daar en kinders kon op sy skoot sit en hul Kersfeeswenslys aan hom oorhandig. Dit was beslis die eerste van vele liggiefeste om te kom. Wel gedaan, Klerksdorp!



Hinterland Crown Braaipromosie

Die Hinterland Crown braaipromosie was 'n groot sukses! Hinterland klante by alle takke is aangemoedig om enige Crown produk te koop om 'n kans te staan om een van twintig Crown braaistellte te wen. Produkverkope het met indrukwekkende syfers verhoog toe klante by Jan Kemp en Oberholzer meegeding het om een van die twintig te wees. Die uiteindelike wenners was verheug met hul pryse. Op die dag van die oorhandiging het die Oberholzer span al vier wenners genooi vir die prysuitdelingsfunksie, waar hulle hul braaiers met groot opgewondenheid in ontvangs geneem het. Cedrick van Vollehoven, Hoof van Verkope by Oberholzer, het sy dank oorgedra aan al die Hinterland klante wat aan die promosie deelgeneem het. **Baie geluk aan al ons gelukkige wenners.**



Tutus Ginger Beer Samoosas

In the spirit of Friday funday, the Hinterland Ladysmith branch had a fun-filled themed promotion for their customers. Staff looked cute as buttons dressed up in tutus and handed out samoosas and ginger beer to all customers who elected to do their shopping at Hinterland on the day. According to branch manager Graham Fourie, the event was super successful and they saw a 12 percent increase in sales.



Ladysmith branch staff wearing their tutus.

Hay Hay Hay!!

The annual Balfour Hayday took place on **16 January** on GJ LKriek's farm in Balfour. Over a thousand Hinterland customers showed up to witness the spectacular demonstrations of the latest state of the art machinery and equipment. It was a day full of festivities and good old "platteiland" cheer. Hinterland Balfour branch manager expressed his deep satisfaction at the turnout and the success of the event. See you next year.



Caption

Van Toeka Tot Nou 2018



Bloemfontein



Bultfontein



Heidelberg



Viljoenskroon



Hartebeesfontein

Hinterland Klerksdorp tak het hul 'Van Toeka Tot Nou' promosie op Saterdag, 10 November, afgesluit met 'n wonderlike "Veteraanmotorskou" in die tak se parkeerarea. Twee veteraanmotorklubs, naamlik Noordwes Veteraanmotorklub en Mytrix Motorklub, het hul motors kom skou reg voor ons deur in die parkeerarea - dit was bepaald 'n wonderlike skou.



Wolmaranstad



Middleburg Damestee

Hinterland was die trotse borg van die VLU Kosmoss-treek se jaareindfunksie wat by die La-di-da Restaurant in Middelburg gehou is. Hinterland het die geleentheid baie spesial gemaak deur Protek en Stark Ayers te betrek, wat die dames bederf het met produkte, tuinbouwenke en baie ander verrassings. Cobus Kriel, wat die vermaak verskaf het, het pragtig gesing, tot groot vreugde van die dames. Aan die einde van die dag het al die dames 'n potplant ontvang van Lecia Steele, VLU Streeksvoorsitter, as dankbetuiging.

Baie dankie Hinterland, vir die wonderlike funksie.

RCL FOODS PRIZE GIVING



Top:

Bottom:

Hinterland STAFF AWARDS



Nuus VAN ONS TAKKE



Wellness Day 2018

Wellness Day at Hinterland Klerksdorp Head Office was a magnificent affair. Hinterlanders were reminded of the importance of not only putting your best foot forward at work, but also of keeping a healthy body and soul. The day was jam-packed with fun activities and everyone participated enthusiastically, putting their hearts into the heated competitions. Spinning, kayaking, and a 2km fun run/walk were some of the activities that participants enjoyed on the day. They were also presented with the opportunity to test their cholesterol, blood and sugar levels as well as to talk with various health practitioners like a biokineticist and a dietician that had valuable information about how to improve physical and emotional health. Ultimately, the day turned out to be a great display of team spirit and camaraderie. Staff learned the importance of having fun, working together, supporting each other, making the best of every moment and enjoying life fully. Thanks to every Hinterlander who participated, you are **ysters!**

Nuus VAN ONS TAKKE



Christmas Tree Project a Success

Hinterland was a proud Sponsor of the Senwes Group eleventh annual Christmas Tree Project. The event is aimed at treating local children from institutions caring for abused, special needs and abandoned children. It began with three institutions - House Rethabile, House Adonai and Matlosana Childcare in Klerksdorp.

600 children and special needs adults

from Manu Dei, Triest Training Centre, Janie Schneider, Rethabile Children's Home, Viljoenskroon Youth Care, Khaya Tshepo, Daphne-Lee, Voetlig Kinders, House Adonai and the Atamelang Child and Youth Care Centre attended the Christmas party. Hinterland staff hosted the little ones from Khaya Tshepo and had a ball of a time.

Not only does the event generate enormous goodwill amongst the recipients, it also involves the local community and businesses. Hinterland is very proud to bring festive cheer and joy to everyone involved every year.

We look forward to putting smiles on the faces of all concerned again in 2019!

Hinterland Supplier Golf Day one for the books!



Hinterland held their annual supplier golf day at Vaal de Grâce Golf Estate and Parys Golf & Country Estate in Parys on November 23, where about 100 vendors tackled the two lanes. After the golf, the prize-giving function at De Vette Mossel was presented with food and drinks from the upper shelves. Hinterland also made sure that no-one went empty-handed with fantastic prizes for everyone.

On the day, Hinterland also made a donation of more than R100 000 to Rata Social Services, a charity from Lydenburg, which does incredible work in the community. Thank you to every supplier who showed up to spend the day with us.

Die Hinterland NW Jagters se skietdag

Die Hinterland NW Jagters se skietdag

het op 'n sonnige Novemberdag in Klerksdorp plaasgevind. Volgens Wentzel Jonker, wapenaanbieder by Hinterland, was die dag 'n uitstekende bemarkingsgeleentheid vir die Hinterland wapentakke. Die mense wat na die geleentheid genooi is, was spesifiek Hinterland klante wat ons wil teiken vir promosies en winskope in die wapentakke. By die geleentheid kon Hinterland ook klante-inligting en kontakbesonderhede bekom van elke deelnemer.

Mense kon deelneem aan verskeie skietdissiplines. Die stemming was joviaal en braafasilitete is verskaf waar mense kon braai en ontspan na deelname aan die onderskeie items. Die jongste skut van die dag was slegs vier jaar oud en het met 'n .22 deelgeneem, onder toesig van sy pa en die RO. Hawks Binoculars was ook teenwoordig om hul reeks ten toon te stel. Die .22 skietitem by die demonstrasiebaan het baie voete en aandag getrek. Deelnemers moes swaaiende gholfballe raakskiet op afstande van 5,75 en 100m.

Voorwaar 'n pretdag!



20

Questions with...

Estelle Benadie

**1. What do you do at Hinterland and how long have you been doing it?**

Acting branch manager, from July 2018.

2. What is the coolest thing about your job?

Never a dull moment!

3. What are some of the daily challenges of the job?

Managing staff.

4. Besides your job, what other passions do you have?

All Blacks rugby team and my garden.

5. House catches fire, all the humans are out, what do you save?

My piano.

6. What is your go-to dance move?

Despacito.

7. Blue pill gives you a million dollars, red pill brings back a lost loved one, which do you take?

Red.

8. What is your favourite food?

Oxtail and pasta.

9. Which is your favourite season? Why?

Autumn - anyone who thinks fallen leaves are dead...has never watched them dancing on a windy day...

10. Who is your celebrity crush?

George Clooney...'what else'.

11. Which city in the world would you most like to visit and why?

Edinburgh, Scotland - weather, Highlands, shortbread and whiskey.

12. What two questions would you ask to get the most information about who a person truly is?

What questions do you hate to answer? What pet do you have?

13. Name two things that all Hinterlanders have in common?

1. *Patience*...the key to everything 2. *Kindness*...should be shown to unkind people, they need it the most.

14. How would you like to be remembered?

When it rains look for rainbows, when its dark look for stars!

15. What do you attribute the biggest successes in your life to?

Attitude and passion.

16. For what in your life do you feel most grateful?

To be able to live my life.

17. Who is your favourite person on earth?

Richie McCaw.

18. What is your dream holiday destination?

Sakarun Beach, Croatia.

19. Wine, Vodka, Gin or Tequila?

Wine is the answer, whats the question.

20. Who is your favourite superhero and why?

Dora the Explorer - love for embarking on quests.

