

22<sup>nd</sup> October 2015

The board of Thanet Earth is pleased to confirm that contracts are now complete in a new five year deal with British Sugar at the tomato growing facility, Cornerways Nursery. The agreement gives Thanet Earth the marketing rights to the Cornerways crop for national retailers and links the two companies in a long term arrangement, bringing exciting opportunities for both partners.

At Wissington, near Kings Lynn in Norfolk, Cornerways features 18 hectares of modern glasshouse production area, growing a mix of speciality tomato varieties each year. The site has the largest single tomato glasshouse in the UK, and its focus is on production from February to November.

In addition to the Thanet Earth existing tomato hectareage (18 hectares across two greenhouses), and factoring in the Thanet Earth 52-week lit production model, this deal takes the volume of UK-grown tomatoes marketed by Thanet Earth to some 25%.

We expect to see both Thanet Earth and Cornerways benefit from the synergies between the parties, with the very best experience from both facilities used to drive forward quality and yield levels, with great potential for shared research and innovation.

This arrangement allows Thanet Earth to make a significant increase to the amount of UK-grown crop it can offer customers and helps unlock greater overall programme volumes. This will bring increases in the volume of imported tomatoes, peppers and cucumbers managed by Thanet Earth too.

Plans to continue the expansion of the Thanet Earth site are very much still in hand. Further exciting news is expected soon.

Discussing the deal, Thanet Earth managing director, Des Kingsley, said: "Building on a hugely successful period of operation to date, the team has generated strong momentum and delivered excellence in every respect. This significant new achievement builds on this progress, and we'll be working closely to make sure we make the most of this great opportunity."



Des Kingsley

Patrick Harte, general manager of Cornerways Nursery is also looking forward to working with Thanet Earth. He said, "Cornerways are delighted to have signed a 5-year agreement with Thanet Earth. It is great for us to have a partnership with a forward thinking partner with a similar set of ambitions and values."



Patrick Harte



Cornerways Nursery

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**Information for editors:**

The signed agreement covers marketing rights to 15 hectares of the Cornerways UK 18 hectare production area, and covers sales to national retailers. It comes into force on 1<sup>st</sup> January 2016, with a five year term.

Thanet Earth is a state-of-the-art greenhouse development in Kent. When completed the site will feature seven enormous greenhouses, producing tomatoes, peppers and cucumbers. So far, four of the greenhouses have been constructed and are fully operational alongside an on-site packhouse. The crops are sold to the UK's supermarkets, with speciality tomato production taking place all year round.

Thanet Earth Marketing Ltd is a joint venture, owned jointly by Fresca Group, Kaaij UK, Rainbow Growers and A&A Growers. For information about the business, its background and operations, see [www.thanetearth.com](http://www.thanetearth.com)

Cornerways Nursery is the tomato growing glasshouse business adjacent the British Sugar refinery plant at Wissington, near Kings Lynn in Norfolk. The nursery features the UK's largest single tomato glasshouse, harvesting sustainably-grown tomatoes from February to November each year. An on-site packing factory ensures the tomatoes are packed quickly after harvest and despatched to store.

**Further information available from:**

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