

# T&G F R E S H update

A BayWa Company

APRIL 2016



PRESENTING OUR  
PRODUCE @ THE FOODSTUFFS EXPO  
SEE PAGE 15



## Bringing our Mission to Life

Following on from a successful year in 2015 the thought is how we can make this year even better. With our Strategic Pillars as a foundation to guide our business decisions and a strong Mindset to show how we operate, in 2016 we will focus in more detail on our Mission:

*"Consistently delivering the highest quality fresh produce to the world by empowering a customer-centred, collaborative and accountable culture that delivers sustainable growth."*

By 2022 the T&G strategy will see the company double our revenue. Combined with a robust strategy our Mission will enable our great team of employees and passionate horticultural people to make that happen.

In our Mission, being customer-centred is important and for T&G, customers include anyone who interacts with us. That means buyers, suppliers, growers, consumers, internal staff, partners etc... will all be at the heart of our business and the focus of how we operate on a daily basis.

Success can only happen when we work together and that's a huge part of being collaborative. We've already seen great examples of this across our own business and with external partners such as Zespri and M&G Vizzarri who have similar goals and this will look to continue.

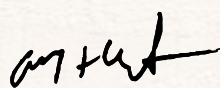
Being accountable for our actions and delivering on our targets is hugely important. To be a market leader we must continue to go above and beyond expectations and do what we say we are going to do. Don't wait to be told or asked, observe, act and deliver!

In today's world you need to ensure that whatever decisions you make today will be sustainable for the future. T&G has been in business since 1897 and in order to be around for the next 100 years, growth needs to be measured and in alignment with the people, products and the environment. We are planning for future generations to continue our great work.

Over the next 12 months we will introduce new innovative, creative and competitive ways to reduce costs and maximise value to our customers. We will leverage technology to help support a positive customer experience 24/7 worldwide, and we will attract, retain and develop the right people with the right skills.

One of the key projects that will underpin this strategy is our investment in new technology. We have already kicked off Project One, which will implement a best practice financial and operational system across the T&G Group, ensuring a one T&G approach and the systems to support our customer-centric strategy.

T&G is a strong global company with passionate people and high quality produce and the next few years will be an exciting time to be part of T&G and the horticulture industry.



**ALASTAIR HULBERT**  
CEO

**T&G Annual Report 2015**  
T&G's Annual Report for 2015 is now available on our internal website- iTAG, under 'About Us' and on our external website at [www.tandg.global](http://www.tandg.global).



**GET IN TOUCH, WE'D LOVE TO HEAR FROM YOU.**

The Fresh Update is always looking for ideas. If you have something to share, or feedback you would like to give, please email: [bernie.ferreira@tandg.global](mailto:bernie.ferreira@tandg.global). You can also find us on Facebook: [facebook.com/turnersandgrowers](https://facebook.com/turnersandgrowers)







## FROM BERLIN TO AUCKLAND

In February there was an exciting new addition to the T&G team in Auckland with Benedikt Mangold, all the way from BayWa in Munich, taking up the role as Export Manager with a focus on kiwifruit, strawberries and kiwiberries.

Benedikt started working for BayWa in 2011 as the Agri Machinery Project Manager and later moved on to become Executive Assistant to BayWa CEO, Klaus Lutz. After two years Benedikt decided to take the opportunity to move away from home in Munich and take up a position in Auckland's T&G Diversified team.

"I am really impressed with the global business that T&G is running and I wanted to be a part of that and gain experience in doing business in Asian markets, therefore I jumped at the opportunity to move to New Zealand and take up a role as Export Manager," says Benedikt.

Benedikt is looking forward to being part of the team for the next two years and is hoping to explore as many places as he can while in New Zealand.



## FRESH NEW LOOK!

Keep an eye out for our new-look T&G NZ produce boxes. Designed by T&G's Graphic Designer, Caleb Lee, these refreshed boxes will be used on cruise ships and to export product to the Pacific Islands.



Ross Bond & Argon Wilson celebrate 20 years with T&G

## MILESTONES

Congratulations to the following T&G employees celebrating milestones during January, February and March.

And a special congratulations to Ikoniotama Kautapa on celebrating 40 years with T&G!

### 10 YEARS

Anthony Hull  
Richard Lyons  
Suzanne Abelson  
David Williams  
Shannon Morrell  
Norman Rushton  
Neil Krammer  
Irfaan Khan  
Jason Mitchell

### 20 YEARS

John Fineanganofa  
Eddy Van Duuren  
Jack Chan  
Argon Wilson  
Ross Bond

### 30 YEARS

Duncan Park

### 40 YEARS

Ikoniotama Kautapa



## ALL GOOD BANANAS

### VOTED BEST KIDS FOOD PRODUCT

Late last year parents across the country voted All Good Bananas, T&G's banana partner, the 'Best Kids Food Product' in New Zealand in the Munch Food Awards 2015. The Awards, run by MunchNZ, give parents a chance to have their say about the food industry in relation to their children by voting for the 'goodies' and 'baddies' in kids' food.

After coming out on top as parents' choice for Best Kids Food Product, one of the voters summed it up nicely, 'promoting healthy, organic, fair trade products with little/ no packaging is the best thing for the health of our kids.'

"We are very proud to be the parents' choice in healthy food for kids. We believe in the power of food that is not only good for growing kids, but is also good for growers' kids too," says All Good Co-Founder, Chris Morrison.

The Munch Awards have been running for three years. MunchNZ is now the number one website for parents to find ideas and information on food for kids and babies in New Zealand.

All Good are now rolling out a nationwide in-store campaign to promote the win.



### GOOD PRACTICE

Over the last year T&G has been working towards becoming 100% GAP approved which means that all our growers' produce meets the requirements under the quality assurance programme.

This programme ensures that best practices are in place for the production, packaging and distribution of produce and provides a traceable and accountable system from seed all the way to the plates of our customers.

"T&G has been working with our growers over the last year to ensure they have had enough time and assistance to meet the requirements of becoming GAP approved," says Steve Higgs, T&G Northern Sales Manager.

"It is very important to us that our produce has been grown ethically, meets compliance and reduces the risk of health and safety issues, giving our customers peace of mind and confidence when buying our products."



# Voted NZ's Best Kids Food



**Voted Best Kids Food Product  
by Kiwi parents in the Munch  
Food Awards 2015. Yippee!  
[allgoodbananas.co.nz](http://allgoodbananas.co.nz)**





## We're RESILIENT



### GOING THE DISTANCE

Our T&G champion Daryl Lewis, Sales Support Supervisor, recently completed the 47km Triple Peaks adventure race touted as 'one of New Zealand's most picturesque runs'.

Daryl, 62 years old and grandmother of six, decided to work towards doing this extreme competition after suffering from a heart attack in early 2013, just one week before she was due to fly to Nepal to make the trek to the Mt Everest base camp.

"My doctor said that I was one of his healthiest patients and that, unfortunately, it was genetic. I have been a vegetarian for 30 years and a regular walker. I had walked a few half marathons and then 'wham', this happened," she said.

After spending a week in hospital and a couple weeks off work, Daryl decided that she needed to make some lifestyle changes.

"I thought about my life ahead and decided that I'm not going to let this happen. I became a raw vegan and took up exercising more."

Just one month after getting out of hospital, Daryl entered her first off-road run and has since done a number of marathons around the world including the 28-day 800km Camino de Santiago walk in Spain.

Earlier this year Daryl's focus had been on training for the Triple Peaks Challenge in Hawke's Bay, New Zealand which she completed in March.

Daryl is a true inspiration to us all and her story is a great example of how you can do anything if you put your mind to it.

### ANGELS TO ENVY

Earlier this year Envy™ apples became the new sponsor of a Canadian world-class touring rugby team, the Aptoella Angels, who play internationally in rugby sevens competitions and are highly visible advocates for other young women athletes.

"The Aptoella Angels are ideal ambassadors for Envy™ apples and are strong, talented individuals who give freely to their communities as coaches, teachers and mentors, while also playing at a very high level in an intensely demanding sport," says David Nelley, Oppy Executive Category Director, Apples and Pears.

The Envy™ brand aligns well with the spirit of the team, associating with the healthy and competitive vibe of the Angels and their supporters.

"The Angels fit well in our ongoing #EarnYourEnvy social media campaign, where we ask our friends and fans to show us the challenges they undertake to 'earn' the special treat of an Envy™ apple. We're positioning it as an apple worth working for, a worthwhile reward for a hard effort," says David Nelley.

Oppy was excited to introduce the team on the international stage last month, right in their hometown where Envy™ apples are fairly well established.

Following on, the Angels will stage rugby clinics for young athletes and play in Envy™ kit throughout the U.S. and Canada all year long.





## Oppy receives Fair for Life certification

In an exciting new phase of its commitment to socially responsible fresh produce, Oppy has earned Fair for Life Fair Trade Certification, creating new opportunities for the marketer and its growers and customers.

"Fair for Life examines the entire supply chain, assuring that certified products are handled exclusively by companies that demonstrate ethical working conditions from farm to final delivery," says Jason Fung, Oppy Director of Category Development.

"It's another opportunity for us to support producers and service providers who share our values while offering our customers meaningful differentiation."

Oppy's Fair for Life certification makes it one of very few North American produce companies licensed to bring Fair for Life labeled products to market. Oppy plans to deliver Fair for Life grapes from Peru next autumn, and is actively seeking to grow its Fair for Life programme via new partnerships.

"This certification helps develop our business, but more importantly it helps develop the grower communities that our products come from," says Jason Fung.



ARE YOU LOOKING TO CHALLENGE YOURSELF BY TALKING UP A NEW ACTIVITY?

THINKING OF PARTICIPATING IN A SPORTING EVENT?

LET US KNOW AND WE'LL TRY AND GET YOU THERE.

## A HEALTHY LIFESTYLE

T&G believes in encouraging staff to lead a healthy lifestyle by supporting them with various activities in their personal lives. Throughout 2015 our staff participated in a number of activities including marathons, off-road runs, cycling challenges and sporting events.

One staff member in particular who caught the running bug is Jason Greene, Grower Manager Covered Crops. Last year Jason set out to complete his very first half marathon and never looked back. Two marathons and 19 half marathons later, he has achieved a mammoth goal that even he never thought possible.

"A big thank you to T&G for supporting me throughout my journey. Three pairs of running shoes and many new roads run, I have never felt healthier," says Jason.

## A FRIEND OF T&G

T&G was delighted to receive an email from Raphael Martinet, former T&G intern and son of one of T&G's first ever Envy™ apple growers in France, reflecting on his time at T&G.

"I just want to thank T&G for the internship last summer, I enjoyed it a lot and it helped me find my way for a job as well as my studies," says Raphael.

"When I returned home I received the T&G Fresh Update magazine with the article about my sister and I – it was my very first Christmas present."







Angus Curry



Sam Paulin



Reuben Crowther



Stephanie Cavell

## GRADUATES – A REAL ASSET TO T&G

*We're willing.*



T&G recognises the value in hiring graduates as they bring fresh, out of the box thinking, enthusiasm, innovation and up to-date skills helping move the industry forward. Four university graduates who have grabbed the opportunity to work for us with both hands are Angus Curry, Reuben Crowther, Sam Paulin and Stephanie Cavell.

With a Bachelor of Agriculture Commerce degree under his belt, Angus looked for a way to get into the horticulture sector with a company that had strong industry connections and a good reputation, and therefore took an internship with T&G.

"T&G felt like the right fit as they are involved in many markets and are industry innovators who have been pushing the sector forward. T&G's plans for the future are also exciting and the company has a good culture where staff are interested in passing down the skills they have acquired to the younger workers who are entering the business," says Angus.

After spending a few months gaining an understanding of logistics, stores and order processing, Angus moved into the Sales team where he now deals directly with customers, being both independents and larger supermarkets.

Reuben Crowther also joined the T&G family with a position in the Covered Crops team. While studying, Reuben was able to work part-time on T&G's market floor as a stores person, experiencing the highly relational service of delivering fresh produce to customers.

"The experience opened my eyes to the fresh

produce industry and gave me a better understanding of how T&G operate and what the company's vision is. T&G have a strong mindset that has attracted me to want to be a part of their team and to go further within the company," says Reuben.

T&G Sales and Marketing assistant, Sam Paulin, grew up on a stonefruit orchard which fuelled his passion for the horticulture industry, and after graduating from Otago University, he took up a role with T&G's market floor in Auckland.

"I really enjoy the fast paced nature of the industry and sales floor. Since starting at T&G I have had the opportunity to visit the citrus team in Kerikeri as well as the larger apple operation in the Hawkes Bay and the packhouse in Pukekohe which has given me a good understanding of the different business divisions," says Sam.

Also having grown up on an orchard, Stephanie Cavell, always had an interest in getting involved in the horticulture industry and T&G was always a company that she wanted to affiliate herself with and grow her career.

Stephanie started off as a Sales Assistant trained on selling mushrooms and has since received her own portfolio, including sub-tropics and eggs, which she sells to mainly independent stores.

"I want to continue to grow my career with T&G, as it's a brilliant company to work for, and I look forward to taking on future opportunities whether it be offshore or in New Zealand," says Stephanie.



# ASPARAGUS FACTS

TOP 5 T&G GROWING  
LOCATIONS:

AUSTRALIA  
PERU  
USA  
MEXICO  
NEW ZEALAND

ASPARAGUS CONTAINS  
NO FAT OR CHOLESTEROL

## GROWTH

IT TAKES 2-3 YEARS  
TO GROW FROM CROWN  
READY FOR HARVEST

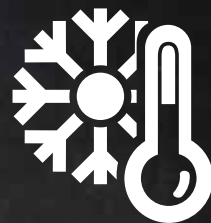


ASPARAGUS IS THE  
SECOND BIGGEST KEY  
CATEGORY FOR T&G



## GROWING CONDITIONS

GOOD WARMTH AND SUNLIGHT DURING THE DAY AND COOLER TEMPERATURES  
AT NIGHT- IN SOME CLIMATES THERE ARE VARYING SEASONS BUT GENERALLY  
SPRING THROUGH TO EARLY SUMMER ARE THE BEST MONTHS TO HARVEST



ASPARAGUS SHOULD  
BE STORED IN A FRIDGE  
BETWEEN 0-3°C

ONLY THE YOUNG  
SHOOTS ARE EATEN



T&G VIZZARRI FARMS  
IS ONE OF THE LEADING  
ASPARAGUS TRADERS  
IN THE SOUTHERN  
HEMISPHERE



ASPARAGUS IS LOW IN  
CALORIES & SODIUM

IT'S A GOOD SOURCE OF DIETARY FIBRE, PROTEIN, VITAMIN A, C & E AND IRON.



## ONWARDS & UPWARDS

Creating opportunities for our people.

At T&G, our goal with any new business initiative, is to create opportunities for our people to take on new challenges and grow their careers. With our mindset of grounded, resilient, open and willing, we encourage everyone to put their hand up when opportunities present themselves. The right attitude, combined with the right set of skills, and we have a winning combination.

A great example of the benefits of developing the potential of your own people is the success of both Victor Anderson, T&G Regional Manager South East Asia, and Nick Bright, T&G Export Manager who have moved away from New Zealand to taken up new positions in the company.

### Victor Anderson

Victor's career history began with frozen fish trading, but was largely commodity based so he yearned for an opportunity to move into something involving premium branded products such as T&G.

After three years selling apples in Asia with T&G, Victor was ready for the next step in his career.

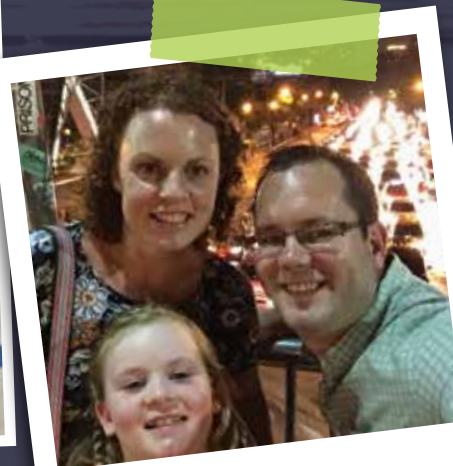
"When I learned that the new role would be responsible for setting up a new office, establishing the Zespri Kiwi programme and leading the in-market support for customers and our global offices I was very excited; this is a fantastic opportunity not only for me, but also my family who are eager to start this new journey with me," says Victor Anderson.



### Nick Bright

In 2005 Nick joined T&G Nelson as a Sales Specialist, specialising in Citrus, Grapes, Kiwifruit and Berries. In 2007 he was promoted to Branch Manager, extending his responsibilities to include managing a small team, and extending his portfolio to include Greens and Avocados.

Nick's passion and performance got him noticed and after 10 years working at the T&G Nelson site he was given the opportunity to take up an exciting new role as Export Manager in the North American office. Nick and his family are now enjoying their new lifestyle in sunny California.



Victor & family





# What do T&G's Mindsets mean to you?



**KARLA MAREE, T&G Admin and Logistics Manager  
South Africa (Cape Town)**

The fresh produce industry, a fast-paced, competitive and challenging environment to work in, can sometimes be very tough. In my role and from a logistical point of view, I need to be 'Resilient' in order to adapt to a constantly changing environment such as staying up to date with global trends throughout the supply chain, market protocols, transport challenges, new varieties, customer needs and environmental elements across the globe, to name a few. But staying resilient through the constant changes and challenging times, we learn from the past, grow and advance to do our job better than before.



**HEATHER VANGINKLE, T&G Accounting Assistant  
North America (Los Angeles)**

The Mindset I identify with most is "Willing." Being willing to go above and beyond expectations is very important. Since I started in the North American office I have strived to learn about our customers and vendors and the best ways we can keep them happy. This means being quick to respond to every request no matter how small, being willing to try a new approach if our current ones are not getting results, taking the extra time to check for accuracy and putting forth our best effort at all times. Having the support of great coworkers and managers makes this even easier, as we are all willing to go the extra mile to exceed expectations.



**RODRIGO AGURTO, T&G Export Documentation Coordinator  
South America (Peru)**

Although all Mindsets are present in our work and life, I personally think that the most applied in my daily work is being willing. There is always something to do and it must be done, I do not like to see myself doing nothing and if I don't find something to do, then I ask around if anyone needs help. A good attitude and responsibility are basic to accomplish our functions in the best way possible and lend a hand once in a while to encourage a good working environment. Every one of us is an important part of this big family and we have a course to follow together: to be the best above all the expectations.



We're  
willing

We're  
RESILIENT



**CAROL HODGSON , Customer Service/Sales Support  
New Zealand (Auckland)**

Being 'Resilient' in my role and day-to-day responsibilities helps me to utilise my skills and gives me strength to cope and recover from challenges I experience with different departments and also our external customers. It provides me with an opportunity to be part of the solution – I love to see people winning. People are the reason why resilience is so important.



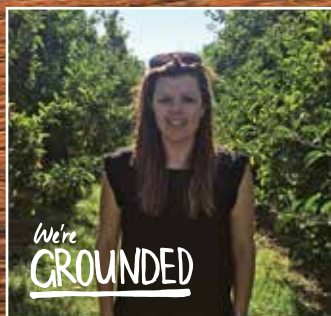
**ZOE ZHU, T&G Sales Support  
China (Shanghai)**

I can still remember the first day I joined T&G – the company and people really made me feel at home, and although it has been over year since I started I still feel the same passion I had from day one. The Mindset I like the best is "Open" as I practice this every day in my role. Our GM, Ignacio Smith, always encourages me to be open to trying new things and to create my own understanding- this gives me a lot more confidence. To me, T&G is not just a place that connects consumers with growers, but is a place that gives me more opportunities and possibilities to better myself. It is what being 'Open' is all about.



**GABBY BATE, T&G Export Documentation Administrator- Australia  
(Melbourne)**

I would have to say out of the four T&G Mindsets, 'Resilient' would have to be one which relates very closely to my role as Export Documentation Administrator. At the moment, here in our T&G Melbourne office, we are experiencing an amazing grape season which brings with it an increased workload, obstacles which pop out from every corner, people tugging at you from all directions. But at the end of the whole process you have one main goal and that is to service your customer efficiently and effectively. You need to do whatever it takes to get over those obstacles, tackle those new challenges, and know, as the old saying goes, 'there is light at the end of the tunnel'. Crazy as it may sound, this is why I enjoy my job.



**AMY KNIGHT, T&G Production Planner  
New Zealand (Hastings)**

The Mindset that I feel relates most to my role is 'Grounded'. I co-ordinate the packing of ENZA product from 33 packhouses across the country. This varies from the state-of-the-art modern facilities, to some boutique family run sheds, who all pride themselves in getting premium pipfruit to our markets around the world.

With the demands on packhouses and coolstores and vagaries of the crop, planning constantly changes which can be frustrating to all involved in the process. As the contact point for the packhouses, remaining grounded and professional is very important as it ensures T&G remains in a positive position.





Greta Knapen from Enza with Peter Bracher and Jurg Burri from Geiser.



## FRUIT LOGISTICA 2016

Joining forces to create value for growers and shareholders.

For Enza Continent the 2016 Fruit Logistica, held in Berlin, was a great success with even more visitors from Europe, Asia, and the Americas than last year.

"We met a lot of customers and had good business discussions," says Greta Knapen, Sales and Marketing Manager, Enza.

"The Jazz™ and Envy™ tastings we did at our stand were very much appreciated by everyone who passed by. The positive comments we received on Jazz™ and Envy™ confirm that there are certainly growing opportunities for both varieties."

It was positive to see the commercial interest from new markets and customers wanting to develop distribution of both Jazz™ and Envy™.

"We had a number of positive discussions that should develop into launching in a number of completely new markets for the 2016 season," says Simon Beck, T&G Global Commercials Sales Manager.

**Fruit Logistica is the top exhibition for fresh fruit and vegetables in Europe**



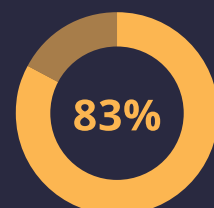
**2624 exhibiting companies attend from 83 countries**



**Over 70,000 trade visitors from 138 countries attended**



**The average number of foreign trade visitors stand at 83%**





Zespri chairman, Peter McBride, and T&G Global chairman & BayWa CEO, Professor Klaus Josef Lutz



## T&G AND ZESPRI

Joining forces to create growth in Southeast Asia.

In February T&G and Zespri signed a Memorandum of Understanding at the 2016 Fruit Logistica in Berlin confirming their intention to collaborate.

From the 2016 kiwifruit season, T&G and Zespri will be working together to leverage our strengths – strong brand reputations, quality products and regional knowledge in the Southeast Asia region.

“We had been in discussions with Zespri for the past 12-18 months regarding potential collaboration in some of our off-shore markets. Late last year we reached agreement with Zespri that T&G would market all of Zespri kiwifruit into Thailand, Cambodia, Myanmar and Laos,” says Sarah McCormack, T&G Executive General Manager International.

The agreement is for a three year period and the total volume to be marketed by T&G in 2016 will be 1.1 million trays of kiwifruit. As part of the arrangement T&G will be able to market small volumes of ENZA Gold kiwifruit into Southeast Asia, however the majority of T&G’s New Zealand grown kiwifruit will continue to be marketed into Australia.

To support and represent the two company’s sales and marketing activities T&G will be opening a new office in Thailand which will be headed up by Victor Anderson, T&G Regional Manager Southeast Asia.

“Victor began working for Delica in the New Zealand apple sales team in 2013 and has held the role of Senior Export Manager for the past 12 months. His experience marketing ENZA branded apples to key customers across Asia will serve him well in his new role,” says Sarah.

This is a very exciting development for T&G’s International business and being able to offer our key customers in Southeast Asia two of New Zealand’s best fresh produce brands will help strengthen relationships and enable us to focus on the growth of our business.

The new office is expected to be set-up ready for the first arrivals of New Zealand pipfruit and kiwifruit in April/May.

.....  
**1.1 million trays of kiwifruit will be marketed by T&G in 2016**



 = 100,000 trays

.....  
**The majority of T&G’s New Zealand grown kiwifruit is marketed in Australia**









# WHERE SUPPLIER MEETS CUSTOMER

Showcasing our best products at the annual Foodstuffs Expo.



Earlier in April T&G attended the annual Foodstuffs Expo where we had the opportunity to showcase some of our best products and learn more about what's happening across the entire Foodstuffs range.

The expo brings together seller, buyer and product and is a great platform for suppliers like T&G to demonstrate and experience new ways of promoting and presenting products to customers while strengthening business relationships.

This year T&G had a fantastic stand with a number of products on display including Jazz™, Highlander potato and the new look Beekist range which featured two new products, Y.E.L.O. and Tasty Mix as well as showcasing some future concepts being Beekist twin pack Cucumbers and Sweet Mini Capsicum's. For sampling, there were delicious options on the menu including Highlander hashbrowns, Beekist Y.E.L.O. cream cheese bagels, Beekist Tasty Mix halloumi skewers and Jazz™ apple pies which were all a big hit with visitors who stopped by the T&G stand.



**"T&G BEING ABLE TO SHOWCASE THE BEEKIST RANGE AND DISCUSS WITH RETAILERS THE BENEFITS TO THEIR STORE SALES, AS WELL AS WHAT MAKES THE BEEKIST RANGE DIFFERENT TO COMPETITOR PRODUCTS, WAS ALL TOO BIG AN OPPORTUNITY TO MISS – WHICH IS WHAT MAKES THESE EXPOS SO WORTHWHILE,"**

*- Anthony Stone, T&G Commercial Manager Covered Crops.*



"Being present at the Foodstuffs expo is very important for us as it gives us the opportunity to meet with our customers face-to-face and discuss not only the product itself but the manufacturing, supply and delivery process," says Michelle Singh, T&G Marketing Manager.

Customers also had the opportunity to enter a competition and win a \$1000 shopping voucher for their store by rating the T&G stand and learning about our commitment to research and development through our ongoing videos playing throughout the expo.

"Overall the feedback from the T&G team and Foodstuffs regarding the stand was really positive and the samples and videos were also a big hit," says Amy Batty, T&G Marketing Assistant.

Also for the first time at our stand, T&G had a 360 video on display, created by T&G Graphic Designer, Caleb Lee, where visitors could put on a pair of goggles and be taken on a virtual tour of our glasshouses and orchards, giving them insight into the process of picking apples and tomatoes.

"The videos are a great way to create transparency in the way we grow our produce, giving our customers peace of mind knowing where the products come from," says Caleb.





## JAZZ™ JOIN U.S. VP FOR A WORTHY CAUSE

In March, Oppy and our very own Jazz™ apples joined Joe Biden, US Vice President, at the annual Beau Biden Memorial Trail Race in Delaware, US to raise funds and awareness for abused children.

"Vice President Biden was touched by the outpouring of support and loyalty to his son, Beau's crusade demonstrated by the number of participants taking part in this year's Memorial Trail Race," said Oppy BDR TJ Wilson. "We were honored to be part of the event."

Participants and their families got to sample the delicious Jazz™ apples before and after the race and gave very positive feedback on the variety.

"For many, one slice just wasn't enough. Lots of people came back for seconds, thirds, and even whole apples to satisfy their newly found Jazz™ apple cravings."

*Oppy Sales Representative Rob Campbell greets U.S. Vice President Joe Biden at the JAZZ™ apple tent.*

## EXPERIENCING ASIA

T&G Export Manager Nikki Craig shares her experiences from a recent trip to Asia.

### What was the purpose of your trip?

We met with customers in Thailand and Myanmar to explain the new T&G and Zespri arrangement and took the opportunity to explain the benefits of the new office T&G will be establishing in Bangkok. We also caught up with the Zespri team in Singapore

### What was your favourite place to visit and why?

I really enjoyed visiting all three countries, they are all very different and have their own unique attractions. Although I enjoyed all cuisines across the different countries, especially the chilli crab in Singapore, the most interesting country was Myanmar due to the future potential of this market. The retail stores are very impressive and the standard of these stores is just as good as high end stores in other parts of Southeast Asia.

### What was the best experience for you?

Although we didn't have too much time to do any sightseeing, a standout experience for me was travelling via cable car from Singapore to Sentosa Island - the view was spectacular!







## BRETT HALLAM

Based at the Fruitmark office in Melbourne, Brett has recently joined the T&G team managing the Dehydrate sector for Fruitmark in Australia.

As a qualified Food Technologist, Brett brings with him the best part of 20 years of experience covering technical, procurement, commercial development and food ingredient trading roles.

Most recently, Brett was employed by the company that developed and sold the technology to Ocean Spray in the USA to enable their Sweet Dried Cranberry (SDC) product to become a continuous manufacturing process. To prove how small the world is, Brett now manages the trading of the Ocean Spray SDC's into Australia for Fruitmark.

Brett has a strong background in product development with beverages being his speciality. He started learning his craft in the juice industry at Berri Limited (now Lion) and fine-tuned it at The Product Makers. He has also developed new products for various markets in Australia, New Zealand and South East Asia.

Brett's previous trading roles included food flavours, colours, fruit fibre, infused fruit, IQF fruit and vegetables, and other processed fruit and vegetable formats. including NFC juices and concentrates. He is

certainly no stranger to our clients here in Australia.

Outside of the office, Brett enjoys running, tennis and golf (complete hacker) while supporting the Richmond Tigers in the AFL. Although he respects and accepts the All Blacks are the best at rugby in the world, he's a Wallaby through and through. Brett has been settled in Melbourne now for fifteen years with his wife, Anne, and is enjoying raising two daughters who are both in primary school.

Together, the Hallam family support the Melbourne Royal Childrens Hospital by partaking in the annual Run for the Kids. They have raised over \$70,000 for the hospital's Good Friday Appeal in the last 5 years. Brett sees this as a small "payback gesture" for the lifesaving treatment the RCH gave their youngest daughter when she started her battle with Leukaemia at seventeen months of age.

Brett is looking forward to working with the Fruitmark team to help build upon the strong footing that we have in the Australian food industry. Don't be a stranger, send an email or call Brett anytime to say G'day.





*We're*  
**GROUNDED**



*We're*  
**willing.**

## ROUND THE BAYS

The annual Ports of Auckland Round the Bays is an 8.4km course from the Auckland CBD to St Heliers Bay.

This year's Round the Bays Auckland charity event brought 25,000 people to the Waitemata harbour to run, walk and wheel the race around the city's waterfront whilst fundraising over \$133,000 for five different charities around New Zealand.

Whether it was competitive or just for fun, over 70 of our T&G people took on the 8.4km race.

A big thank you to Bernie Ferreira, Annalese Walker, Nikki Craig and Alison Lamb for all their hard work in ensuring the runners, their families and friends had an enjoyable BBQ after crossing the finish line.

"The ladies really put a lot of work into organising Round the Bays 2016 and holding the T&G fort- we all had a great time," says Anu Krishna, T&G Transport Data Admin Supervisor.

Congratulations go out to everyone who participated on the day and a special mention to Shaun Campbell, T&G Supply Chain Improvement Manager, who came first out of all the T&G runners with a time of 39.03 minutes followed closely by Hector Pantano, T&G Kerikeri Production Manager with 40.29 minutes and Elle Williams, T&G Financial Analyst, in third place with a finishing time of 40.40 minutes.

We look forward to the next Round the Bays and hope to have even more T&G people taking to the streets of Auckland for this great cause.





## INCREASED FOCUS ON SUSTAINABILITY

Having been in business for over 100 years, sustainable business operations are not new to T&G, but they are worth focusing on...

Sustainability is fundamental to business today. Customers, employees, governments and other stakeholders all want to know that sustainability is a focus. Therefore, T&G has continued to increase the focus on sustainability and has employed a Sustainability Analyst, Lissy Fehnker, to help drive this.

Lissy's role will include bringing together and driving sustainability projects across T&G to continue to underpin the views of our employees, customers and other stakeholders of T&G as a sustainability focused business.

"T&G's sustainability focus fits in well with our strategy for 2022 as it entails being customer-centred, having a collaborative and accountable culture that delivers sustainable growth. This means working with our earth, our people and our economy," says Lissy.

We already have a number of sustainability initiatives underway, including the 'Energy Efficiency Programme'. This focuses on energy monitoring so energy usage can be tracked across T&G's sites which

combined with an energy assessment, highlights areas of potential improvement. Following through on these actions has led to a reduction of 257 tonnes CO2 per year since 2013. Not only has this reduced our impact on the environment but the installation of energy efficient lighting which was one of the key outcomes of the energy assessment is safer, and has a much lower cost to run. That's a win all around.

"Our key focus going forward is how we can continue to help more people enjoy the benefits of fresh produce through better stewardship of our resources. It's all about creating more with less so more consumers around the world can enjoy our great products," says Lissy.

**If you're interested in becoming a "sustainability champion" or have ideas on sustainability initiatives, please get in touch with Lissy Fehnker at [lissy.fehnker@tandg.global](mailto:lissy.fehnker@tandg.global). Or simply look out for regular updates in the Fresh Press at your local sites.**





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