Sunny Citrus
Note from our CEO

Alastair Hulbert

Horticulture is now a $5.6 billion industry for New Zealand, employing 60,000 people – 20,000 more than dairy. T&G is proud to be a key contributor to the robust growth our industry is experiencing as the country’s largest fresh fruit and vegetable exporter.

The growing demand for quality fruit and vegetables is being driven by an increasing interest in health and wellbeing. People want to know – and rightly so – where the food they buy was grown and how – and be reassured it is good for them and their families.

T&G is fortunate to work with passionate, and often generational growers, who take the utmost care with what they grow and the land it stems from. Like many exporters, T&G is dependent on the value the New Zealand brand carries for enabling export opportunities. Our continued success relies on our shared commitment to bio-security, sustainability and quality.

T&G takes its position within the industry seriously and we’re committed to continuing to present the best of what New Zealand has to offer to our local and international customers over the years to come. It’s an exciting time to be in horticulture and we’re looking forward to sharing the next chapter of T&G’s journey as we celebrate “120 years fresh” in 2017.

T&G
120 years fresh
1997

*Lotatoes™ potatoes contain 40% fewer calories and 40% fewer carbohydrates (per 100gms) than the commonly available Rus and Agria potato varieties.

Visit lotatoes.co.nz for recipes, grower stories and more information.

Get in touch!

Fresh is always looking for good news stories. If you have something to share, or feedback you would like to give, please email our editor, Andy Hunter at andy.hunter@tandg.global.
T&G encourages active living as part of a healthy lifestyle as demonstrated by seven teams from T&G in Hawkes Bay who swapped pipfruit for peddle power in the Tremains Corporate Triathlon at the Esplanade Domain in Napier.

The 21 competitors came together from across all areas of pipfruit including growers, site engineers, T&G Foods, our orchards and office staff. They competed with either a 600m swim or 1700m kayak, followed by a 5km run and a 20km bike.

All the teams performed very well including a second and fourth place overall for the mixed teams. Well done to everyone involved!

In March T&G sponsored produce for the Fulton Swim School Franklin Primary School Triathlon which saw over 400 children take to the start line to swim, bike and run a set course at Clarks Beach in Auckland.

“A big thank you to T&G for donating produce for our event, the apples were a great hit and kept the children energised during the triathlon,” says Tina Fulton of the Fulton Swim School Franklin Primary School Triathlon committee.

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Lemons in the limelight

Pieter Traas from T&G Kerikeri is a Yen Ben specialist - and no it’s not a form of martial arts.

Yen Ben is a variety of lemons T&G grows on 54 hectares of land in Kerikeri, just three hours north of Auckland. Sought after for their thin skins and high juice content, Yen Ben lemons are a popular choice for drink manufacturers including Barkers which has included it in their squeezed lemon with lime, cucumber and mint fruit cordial across Australasia.

Yen Bens are unique as they flower three to four times a year. With around 550 Yen Ben trees planted per hectare, Pieter looks after approximately 30,000 lemon trees in total. Boasting tall canopies three to four metres high, and trees planted some three metres apart, there’s a lot of ladder work involved for the Kerikeri team, and possibly a refreshing Barkers cordial at the end of their day.
**Fruitful visit**

Students from Flaxmere College in Hawkes Bay took learning into the field recently when they visited our apple operations in the region. The level two hospitality class students were given a guided tour of a T&G orchard before viewing a working packhouse and following the fruit journey through to dispatch. The 16 year old students were briefed on health and safety, marketing and the wide range of careers available to them in the horticulture industry during the tour. The students returned to their classrooms impressed by the scale of T&G’s operation and armed with apples. Their level one hospitality colleagues made delicious muffins for a staff morning tea with the fruit taking the tour full-circle.

**T&G proudly supports Ohakune’s Carrot Carnival – because we dig carrots!**

Ohakune, the carrot capital of New Zealand with its own 7.5m tall road side carrot sculpture, hosts the annual Carrot Carnival to celebrate the Ruapehu region’s local market growers. It’s also home to Carrot Park which features a carrot car, cartoon swede, potato, Brussels sprout and parsnip and information on vegetables and growers.

With stalls, competitions, sponsor displays, music, entertainment, carrot themed food and juice - everyone had an amazing day.

Kicking off at 10am on Goldfinch St, this year’s carnival saw carrots used in a variety of unique ways by locals and tourists alike - from team carrot stacking and wrapping races, to baking competitions and free carrots for everyone.

Carnival Coordinator Kandy Mott said carrots are Ohakune’s most popular produce and vital to the towns’ economy, and the Carnival provides a great way for the community to come together every year and have some fun.

“We love vegetables here in Ohakune, especially during Ohakune Carrot Carnival,” says Kandy.

“We’ve had the carnival in early June for over 20 years - it’s a fantastic local community event full of laughter, singing, and dancing in the street with locals dressing up in orange!”

**Conserving energy**

T&G Global clocked up an energy saving milestone recently with the signing of a new collaboration agreement with EECA at its Whakatū pippin packing and storage site near Hastings.

T&G Global chief executive officer Alastair Hulbert and EECA chief executive Andrew Caseley visited T&G orchards and cool store facilities, where energy usage improvements have been made over the past year, before signing the new agreement.

Alastair says T&G formalised its relationship with EECA in late 2015 and set an initial target of reducing energy use by two GWh by 2018 however that target has exceeded after 12 months with EECA’s support.

“The team at EECA has been hugely instrumental in enabling us to reach our energy reduction target early and it’s exciting to be signing a new collaboration agreement with them to identify areas where we can make further energy savings and reduce emissions.”

Over the past year, T&G has made improvements in high energy areas at 16 of its offices, growing and market sites across New Zealand. The power savings, which equates to the annual energy usage of 280 homes, were achieved through changes to lighting, fans, refrigeration and by introducing heat recovery technology.

T&G is focused on reducing energy use and emissions across its business but also water, waste and land care. “Our biggest business partner is the land on which we grow,” says Alastair. “We’re committed to treating it gently and balancing what we take out of it with what we give back through our sustainability commitment, Growing Green, which also covers riparian plantings on our orchards including those in Hawkins Bay.”

EECA chief executive Andrew Caseley says T&G has made great strides in a short space of time. This new agreement proves how serious it is about achieving sustained savings in the future. “When large energy using businesses save energy and emissions, it’s good for the economy and good for New Zealand.”

The team at T&G are committed to treating the earth gently and balancing what we take out of it with what we give back. Growing Green is our philosophy for achieving this.

Our goal is healthy produce that is grown, harvested, transported and sold with as little impact on the environment as possible. To ensure what we do is sustainable and responsible, we’ve put in place some important policies, measurements and standards to live up to every day.

Our approach includes reducing water use, food waste and conserving energy. Look out for our Growing Green electric car on the roads and follow our journey at tandg.global/green
The T&G team in Thailand combined the occasion with an in-market launch in Bangkok with the refreshed JAZZ™ apple brand. Around 60 people joined T&G at Hotel Indigo including customers, New Zealand Trade and Enterprise representatives and the New Zealand Ambassador to Thailand, Mr Ben King.

The event was hosted by T&G’s regional manager South East Asia, Victor Anderson who was joined by T&G executive general managers Sarah McCormack and Darren Drury from New Zealand.

Thailand is an increasingly important market for T&G says Victor who moved from New Zealand to help set-up the Bangkok-based office two years ago. “Thailand has exceeded our expectations in volume for kiwifruit, through our memorandum of understanding with Zespri, plus growth in table grapes. Our JAZZ™ and Envy™ apples are also performing very well in this market.”

Sarah says reaching 120 years is an exciting milestone and she and her colleagues were delighted to be there to mark the occasion in Thailand. “It’s exciting to be celebrating our 120th year in business with our partners in Thailand given the hugely important role this market is playing in our ongoing success.”

Sarah, T&G Executive Manager

T&G’s US team marked our 120th milestone as well as the official opening of our Wenatchee office in Washington State. T&G North America, better known in market as Enzfruit products or EPI, hosted customers and key partners including T&G sales agents, CMI Orchards, David Oppenheimer Company and Rainier Fruit Company alongside packing partners Allan Bros, McDougall & Sims, and Crane and Crane.

A celebration for T&G’s 120th year is being held in Auckland in June and images from all events can be found on our website tandg.global
While cold winter weather and comfort foods go together like peas and carrots, it’s no excuse to let your healthy habits slide.

And to keep on track, many kiwis will be participating in the Cancer Society’s Junk Free June which encourages people to raise money for cancer research by going ‘junk food free’ for the month of June.

Perhaps the easiest way to go junk free is by making better food choices, replacing salty and sugary snacks and with fast, easy and convenient fresh fruit and veges options to keep you on track.

- **Beekist Angel and Tasty Mix tomatoes** – bite-sized and beautiful you can eat these on the go as a sweet, healthy snack.
- **Mandarins** – low calorie, full of vitamin C and sweet, try replacing sugary snacks with this in season fruit to curb your cravings without feeling guilty.
- **Bananas** – portable, satisfying and packed with good nutrition, bananas are full of fibre, potassium and vitamin C that can be snacked on just about anywhere.
- **Apples** – JAZZ™, Pacific Rose™ and Envy™ apples are an extraordinarily crunchy, refreshingly sweet snack that’s good for you. Apples are a fast and delicious snack you can enjoy on the go.
- **Carrot sticks** – a crunchy, sweet and convenient snack on their own, you can also dip them into natural peanut butter to make a surprisingly delicious snack.

So, if you want to feel healthier and happier by kicking the junk this June, make healthier food choices by trying these delicious vegetables and fruit options that are in season (down under) and available now!

Low-down on our new potato - Lotatoes™

Packed full of flavour, with a creamy, delicious mouthfeel, Lotatoes™ are T&G’s first low carb potato.

Grown sustainably and naturally bred on rolling farms in Pukekohe and Ohakune, the innovation was inspired by nature.

Just like our apples, kiwifruit and other produce that we grow, Lotatoes™ have been bred using different varieties of potato to create New Zealand’s first low carb potato. Lotatoes™ have 41% less carbs and less calories than other commonly available potato varieties (Rua and Agria).

“Lotatoes™ have been a long time in the making and perfect for consumers who are looking for healthier options,” says Michelle Singh, marketing manager – NZ.

“Consumer trends have put potatoes out of favour with many people, often replaced by kumara or simply forgotten about. But Lotatoes™ will put spuds back on the shopping list.

“They’re nutritious, delicious with lower carbs and calories. We’re so excited that Kiwis get to bring their love of potatoes back to the dinner table” says Michelle.

Look out for Lotatoes™ in selected Countdown stores (Auckland and the upper North Island in New Zealand).

OUTSTANDING AWARDS

T&G was truly honoured to support the Outstanding Food Producers Awards held in New Zealand for the first time recently. The awards celebrated seven categories of amazing New Zealand produce from 150 producers of everything from meats and cheeses to seafood and fruit.

The overall winner was Absolute NZ Meat with its Absolute Angus Porterhouse. Our very own Beekist tomatoes were runner-up to Fix and Fogg peanut butter in the L’affare Outstanding People’s Choice Producer Award while Hawkes Bay came up on top of the best food region section which was supported by T&G. Hawkes Bay is one of our growing regions for wonderful apples and stonefruit. The region, known as the fruit bowl of New Zealand, is home to our wonderful JAZZ™, Envy™ and Pacific Rose™ apples that are in store now so everyone can enjoy a taste of the Bay wherever they are.

Right: T&G’s general manager global marketing, Matt Adams receives the people’s choice award for Beekist tomatoes.
T&G has had a presence in Australia for 23 years with offices in Brisbane, Sydney and Melbourne.

The team recently ventured to South Australia to fly the T&G flag at the first AUSVEG and PMA Australia-New Zealand combined industry conference and tradeshow.

Known as Hort Connections, the three-day show was held at the Adelaide Convention Centre which hosted growers and whole-of-supply-chain companies. Combining the established National Horticulture Convention and PMA Fresh Connections for the first time, Hort Connections looks set to become an influential event for networking, education and business for the entire fresh produce industry.

T&G made the most of the show with valuable meetings with growers, suppliers, customers and media as well as a busy trade stand where T&G’s blueberries and freshly imported Californian cherries proved popular.

T&G’s Australian team both import and export fruit and vegetables and supply all major in-market retailers including Woolworths, Coles and ALDI.

Hort Connections looks set to become an influential event for networking, education and business for the entire fresh produce industry.

T&G’s Annalese Walker with Sybrand Visagie from T&G Vizzari Farms and Mark Robinson from Lindsay Fresh Logistics.

T&G’s Mark Romeo with Chaise Pensini and Joe Perry from Nutrano.
**JAZZ™ refreshes North America**

With the New Zealand JAZZ™ apple season unfolding now, the T&G pipfruit team is engaging with retailers in key markets including North America to promote and showcase the freshly rebranded JAZZ™ apples through the summer. Social media contests and other promotional enterprises are in the wings, poised to generate further excitement and drive sales throughout the season.

**SUCCESSFUL SUMMIT**

T&G recently met with its North American apple growers for a grower and sales agent summit. The annual summit, held this year at Sun Mountain Lodge, Winthrop in Washington State, was a chance for both parties to review the coming North American fruit season and discuss future growing, marketing and sales activity. T&G is on track to increase its apple production from 10 million cartons to 20 million by 2020 thanks to strong demand for JAZZ™, Envy™ and Pacific Rose™ apples in T&G’s key markets including the USA.

**American’s recently picked T&G’s New Zealand-born Envy™ as their favourite apple in a consumer competition run by the U.S Apple Association.**

A total of 32 apple varieties vied for the top spot in the competition which called on apple fans across the States to pick their favourite. A few weeks in and candidates had been whittled down to the final four before Envy™ was named the overall winner.

The U.S Apple Association’s Korenna Wilson, director of consumer health, says the competition ran for five weeks with everything from Granny Smith to Honeycrisp and Fuji apples being voted on.

“It was fun to see apple fans’ passion for their favourite varieties play out on social media. Congrats however to Envy™,” she says.

Envy™ was born using natural plant-breeding methods, crossing Braeburn with Royal Gala apples. Social media contests and other promotional enterprises are in the wings, poised to generate further excitement and drive sales throughout the season.

**Research in New Zealand.**

T&G Global now owns the trademark for Envy™ and first planted it in New Zealand nine years ago. A year later T&G planted Envy™ in the USA and the company expects to harvest more than two million cartons in the USA alone by 2020.

T&G Global’s executive general manager, pipfruit, Darren Drury is thrilled Envy™ has been chosen by so many in the USA as their favourite apple.

“Envy™ is selling extremely well in the US but also our other key overseas markets such as Thailand, China and Vietnam. We’re intending to increase global production significantly over the next eight years to keep up with the growing demand for this premium apple. “New-season Envy™ apples from Hawkes Bay, Nelson and Gisborne are in New Zealand stores so kiwis can enjoy the apple that is the envy of others around the world this winter,” adds Darren.

**Envy of others**

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Going bananas in South America

T&G’s executive general manager, New Zealand Andrew Keaney and T&G’s commercial manager, tropical imports, Shane O’Brien clocked up some serious air miles on their recent visited to South America, meeting and sharing knowledge with key South American banana suppliers.

Visiting Ecuador, the team met banana suppliers Frutadeli, Pirecuasa and Agro Fair who have grown their banana business with T&G over the last two years by introducing their brands to the New Zealand market.

“Visiting their banana plantations and pack houses gave us great insight into the world of banana production,” says Shane.

Kiwis love bananas, eating around 18kgs per person per year and they’re a key product to New Zealand’s produce trade, making up 10% of a retailer’s store turnover.

T&G imported over one million boxes of bananas from Ecuador in 2016 and is forecasted to do more in 2017 – with bananas currently sitting in T&G New Zealand’s top five produce lines.

“We were able to see containers of bananas being loaded for New Zealand and have great discussions around biosecurity, grading and sizing,” says Shane.

During their pack house visit, the team noted many single bananas getting wasted through the grading and packing process. The challenge is to now come up with a value add solution and develop a single banana category in New Zealand.

A visit to Fair Trade suppliers Agro Fair, who pack organically grown and fair trade bananas under the All Good brand, was also insightful. Agro Fair provide farmers with fair pay, the opportunity to tap into international markets and education on good agricultural practices and packing at an international standard.

T&G signed an exclusive sales and distribution partnership with All Good Fairtrade for organic bananas in 2015.

“We left Ecuador, proud in the knowledge that T&G partners helped to make a difference in Ecuador’s farming community, which needs support.

“Overall it was a successful trip and now provides us an opportunity to adopt some new ideas to our business,” says Shane.

While the trip focused on produce, the team also got to know their South American counterparts on a personal level.

“We had a great time meeting our colleagues, understanding each other’s business and experiencing each other’s culture - which plays a vital role in doing business together.

“It also strengthened our relationships with our growers and our own staff - and I’m sure we will see more business in New Zealand involving our international teams,” concludes Shane.

“Lastly, the driving in Ecuador is just...wow! I’m glad we lived to tell the tale!”

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Grower Profile

JASON GREENE
T&G Grower Manager for Covered Crops

“My passion for growing comes from the respect I have for plants. It is incredible to watch how a tiny seed can grow to produce the amount of fruit that it does.”
- Jason Greene

T&G Global is full of passionate growers. Fresh interviewed Jason Greene, T&G grower manager for Covered Crops based in Tuakau New Zealand, about his role and passion for plants.

Jason’s passion for horticulture started at an early age when his school science teacher got him working with his hands, growing his own produce.

After finishing school, Jason decided to further his interest in plants and growing enrolling to study Applied Science at Massey University in 2004, majoring in Horticulture. He then moved to Auckland and started his first job in sales and marketing in the nursery and garden sector at Rainbow Park Nurseries.

Jason has since excelled in the horticulture industry and was named Young Horticulturist of the Year in 2008, winning a number of regional competitions before coming out on top at the national final. Another accomplishment under his belt is winning the Young Achiever - Nurseryman of the Year award in 2008.

In 2010 Jason started working at T&G as an assistant grower in one of our two glasshouses in Tuakau where his career in growing has blossomed. Since then he has become grower manager, leading 42 staff members and managing 5.6 hectares of glasshouse which produces an impressive two million kilograms of specialty tomatoes, namely Angel, Red Delight and Y.E.L.O, per year.

“I love what I do, challenges and all. From the diversity of crops and having seven different varieties under the same glass, to watching how each variety reacts differently from changes in fertilisers, controlled environmental elements and glasshouse structure - no day is the same,” says Jason.

Although tomatoes are grown all year round in the glasshouses, crop strength increases in spring and ramps up in summer, which is the busiest season for Jason and his staff.

“Growing is a 24/7 job which comes with a lot of challenges to produce quality tomatoes. Having a great team, open relationships, trust in your colleagues, your equipment while owning and learning from mistakes, makes the job a lot easier.”

The future looks bright for Jason who says that the next step in his career would be becoming head grower and possibly moving into other sectors or even taking up a role with T&G in a different country.

“There are so many options for growers and once you have the necessary skills and experience, you can adapt to whichever category you choose to work with - the sky is the limit.”
Growing T&G’s professional future

T&G is one of New Zealand’s largest horticulture growers and exporters but not all our staff are involved in the growing of produce. We employ people across the entire job spectrum and we recently attended careers fairs in Auckland to showcase the wide range of work opportunities our company offers.

FMCG Futures: Food and Grocery Industry Expo 2017 saw T&G exhibiting alongside FMCG Futures: Food and Grocery Industry opportunities our company offers.

30 others from major consumer goods firms to supermarkets. T&G recruitment manager Paula Henriques says the expo was a great opportunity to talk to a range of graduates, from various disciplines, about our industry, possible career options and entry roles into our company as well as our two-year graduate programme. “The event, attended by close on 2000 students, really gave us great insights into this young generations’ interest in health and wellness, sustainability and social responsibility – all areas T&G is focused on.”

The other recent event T&G recently had a presence at was the ‘Meet the Future of Business at Employment Evening 2017’ organized by the Chartered Accountants Australia New Zealand (CAANZ). “Our finance team has a strong association with CAANZ and we took this great opportunity to talk to young business and finance graduates and leaders,” explains Paula. “T&G’s finance team participated in a round-table discussion covering careers, sustainability and social responsibility – all generation’s interest in health and wellness, really gave us great insights into this young, vibrant workforce.”

Find out more about career opportunities at T&G at tandg.global/about/careers.

New Zealand’s horticulture industry is enjoying a period of exceptional growth in categories T&G Global is strong in including apples, berries and tomatoes yet attracting people to our burgeoning industry is an ongoing challenge.

The tide on that trend maybe slowly changing however as T&G recently had its highest ever recorded number of staff enrolled into the Advanced Certificate in Horticulture Production (level 4).

T&G’s capability manager, Greg Turrell says the trend suggests strong development conversations are happening in the two areas that T&G people enrolled from namely pipfruit and covered crops.

“It’s early days, but we’re in conversation with the Manukau Institute of Technology about offering degree level apprenticeships so potentially some of these graduates could move into this scheme and achieve their Degree in Horticulture while remaining in full-time employment which would be great for them and us as their employer.”

Among those to graduate with the Advanced Certificate in Horticulture Production (level 4) were Katrina Opetaia. Matt Couling, irrigation manager, kiwifruit and berryfruit says he put Katrina’s name forward to ensure she was retained in the horticulture industry.

“Katrina has worked her way up from a casual worker to a full-time valued irrigation supervisor and produce retailing. The 2017 Young Horticulturist of the Year competition is now underway with fresh contenders taking part in various national competitions including vegetable/fruit, landscaping, amenities, viticulture and flowers. The competition encourages young people in horticulture to further develop their skills and knowledge and to increase the opportunities for long term careers in the burgeoning industry.

T&G is proud to support the future of the New Zealand horticulture industry through this competition. The finals for 2017’s Young Horticulturist of the Year take place on 15 November with the awards dinner in Auckland on 16 November.

Katrina has worked her way up from a casual worker to a full-time valued irrigation supervisor with T&G in four years by showing leadership, commitment and a ‘can-do’ attitude. As the irrigation season is not all year, Trina willingly takes on any manner of tasks within our operations here in Kerikeri and completes them professionally, with pride, and always with a smile. Trina is exactly the sort of person we need to encourage to stay with T&G, or indeed the larger horticultural industry as she adds value to which ever field she is involved with.”

Dillon Green, assistance orchard manager, Karamu sector also completed the same certificate as Katrina and says it was a great result for him personally after he nearly ended up working for another business. “I didn’t finish school and started working full-time in orchards at 16 so having a National Certificate behind me is huge. Completing this certificate now means I have a backing behind me to go forward in my career and push for an orchard managers position in the future with confidence.”

T&G currently has 13 staff from covered crops, 26 from pipfruit and one from Kerikeri, which is largely berries and citrus, enrolled in horticulture study. Their study is a blend of onsite and external training delivered in conjunction with the Primary ITO, and on the job projects and application.
Grahame Harvey Turner was born on 5 April 1923 and died on 19 March 2017. He was the fourth of five children of Harvey and Ethel Turner. After Jack, Marnie and David, and in front of Audrey, who is with us today, Harvey was the third of the nine Turner brothers, and the outstanding leader of T&G since 1920, and of his father’s business, before that.

His father Edward Turner had come from Cambridge in 1883 with Maude. She gave him a daughter who died in her first year, then nine sons.

Jack Turner enlisted at 19 on the first day for enlistment in 1939. Captured on Crete in 1941, he had four years as a POW in Poland. This deeply affected brothers David and Grahame, who both enlisted as soon as they could. Grahame chose the air force in England because he thought it was a way to help free his brother. They went to war by sea to San Francisco and ended, back home at 23.

They were to war by sea to San Francisco and then by rail to New York where they crossed the Atlantic, zigzagging to avoid subs, on the Queen Mary. On arrival the RAF said they knew he was a fighter pilot, but they were losing bombers. So, he became a bomber pilot, training on Wellingtons. He did his bombing on the Queen Mary. On arrival the RAF said they knew he was a fighter pilot, but they were losing bombers. So, he became a bomber pilot, training on Wellingtons. He did his full tour flying Lancasters across Europe, sometimes all the way to Poland, seven hour flights. By the end of his tour of 30 flights he was 21. And then he instructed until the war ended, back home at 23.

He journeyed back to London a few years ago by invitation for the official unveiling by the Queen of the Hyde Park Memorial to Bomber Command, a moving experience. A belated recognition of their vital influence on the outcome of the war.

Grahame stayed close to his loyal crew for decades after the war. His logbook is replicated at MOTAT (the Museum of Transport and Technology in Auckland).

After the war, Jack, Grahame and David set out to rebuild T&G as best they could. Harvey formed FDL and gradually kiwis became the world’s highest per capita eaters of bananas. Jack focused on vegetables. Grahame focused on fruit, and came to know the Auckland Dalmatian community who pioneered strawberry and fruit production, as well as Hawkes Bay and Central Otago families, like the Paynters and Hintons, Ivorys and Taylors, with whom he maintained close connections. He saw the deficiencies in Auckland strawberry varieties, and initiated contact with the UC Davis people, starting the importation of their varieties which now dominate New Zealand production.

Apart from imported fruit, and pipfruit, most of the trade was done selling under the hammer. Grahame took over the company auctioneer mantle from Edward at a very young age. His instant understanding of the day’s values, a sense of fairness, a strong presence and control of his sale, coupled with the best auctioneers voice, penetrating, yet effortless and audible across the entire market building engendered confidence among buyers. Several of those buyers are still in the industry like Michael and Lawrence Chong of the Shore, and Peter and Ronald Chan, whom Grahame introduced to Albert Guibay of 3 Guys, the forerunner of Fruitworld, and Peter Stott.

Jack and Grahame formed a wonderful management team and presided over the glory days of T&G’s growth throughout New Zealand. They were unfailingly loyal to each other and as far and considerate a management force as you would ever find.

Together they named kiwifruit in 1959. They gave it the new name because they wanted to export it to the USA who told them they needed a different name from Chinese Gooseberries. Who else in the world can claim they named a major fruit?

Perhaps having seen his dad carry on too long, Grahame retired from chairman of T&G at 69 in 1992. He was still very active, and travelled widely. He enjoyed a wonderful quality of retirement life, always there for his grandchildren safe in the homestead that Raleigh Road had always been from the time they came and bought land and built there in 1947.

A life well lived. He went at 93, the right time for him, after a great innings.

T&G grower among NZ’s best

Chris Cowie, 26, from T&G in Reporoa has placed runner up in New Zealand’s Young Vegetable Grower of 2017 competition.

The annual Young Vegetable Grower competition showcases and celebrates the industry’s top young talent with the overall winner competing against other regional winners at the annual Young Grower of The Year final later this year.

Despite coming a very close second, Chris didn’t leave empty handed – winning the best business category, taking home $500 and invaluable lessons from the experience, leaving him confident about competing again next year.

“It was a tough battle against some great young growers from around New Zealand,” he says. “I took some key learnings from the competition and will be stepping up my preparation to compete again next year.”

As one of six competitors, Chris was judged on a series of practical and theoretical exercises designed to test the skills needed to run a successful vegetable growing business.

These included demonstrating his knowledge of agri-chemicals, successfully completing finance and marketing exercises and operating a tractor.

“Chris is a great representative of T&G, he’s passionate about the industry, his role within it and producing a great product for our customers,” says Jason Greene, Grower Manager covered crops. “T&G is on a journey to consistently deliver the highest quality fresh produce to the world, and our ability to attract world class growers like Chris, who is one of the best young vegetable growers in the country, puts us in good stead to achieve our goal,” says Jason.

“T&G’s Chris Cowie, assistant grower, Covered Crops at New Zealand’s Young Vegetable Grower 2017 Competition. Photo credit: Jo Boyd, Riverlea Photography.”

Our People
Flourishing at T&G for 40 years

Barbara Ingley
NATIONAL BUSINESS ADMINISTRATOR

T&G has a growing footprint around the globe and a strong foothold in New Zealand with people the length of the country. One person who has been fundamental in ensuring the smooth operation of our business in several locations over the past 40 years is Barbara Ingley, T&G's national business administrator. Barbara is retiring from T&G in September and fresh gratefully chatted with her about her career and work most closely with her, will share this farewell with him. “We were delighted to honour and acknowledge Frank at his special event and recognise his contribution to our company over such a long time. He was truly valued and respected as not only an employee but a wonderful man. We wish him all the best in the next exciting chapter of his life.”

“Barbara optimises the mindset of T&G of being grounded, resilient, open and willing. She has taken on several roles within our business with the utmost dedication and care and been a truly valued and respected member of the T&G family.”

Paul, head of sales for T&G

“Barbara's time at T&G will be formally acknowledged when she leaves in late September.”

Farewell Frank
Back in 1990, New Zealand was riding wallets of pesky one and two cent coins while Jim Bolger was heading into the Beehive as Prime Minister.

Closer to home, an already experienced produce expert, Frank Williams was joining T&G and embarking on a career that would last 27 years.

Frank joined the T&G team as an auctioneer at our Napier market having worked as produce manager at Foodlands Supermarket for 23 years in Napier.

Three years later he joined the New Zealand produce team in Hastings in 1993, following the merger of our Hawkes Bay and Napier branches.

A few years later, auctioning at our markets was phased out and Frank moved into a sales specialist role where he excelled. He was a natural with customers and knew his produce inside out and thanks to years’ experience and knowledge in the field.

Frank retired from T&G recently leaving behind a reputation he should be proud of.

“Frank has been a tremendous member of our team for every day of his 27-year career. His great knowledge of the industry, his integrity, enthusiasm and positive attitude has gained him the respect of our buyers and suppliers alike as well as the many fellow staff that have passed through the Hastings business unit through that time,” says John Crowther, T&G regional sales manager - central.

Frank was formally recognised with a dinner for him and his family alongside 40 customers and staff in Hastings.

Head of Sales at T&G, Paul Rewha says Frank was very humble when leaving and those he worked with were grateful to share this farewell with him. “We were delighted to honour and acknowledge Frank at his special event and recognise his contribution to our company over such a long time. He was truly valued and respected as not only an employee but a wonderful man. We wish him all the best in the next exciting chapter of his life.”

Paul Rewha, head of sales for T&G, says he has had the pleasure to work with Barbara for just three years but says he is well aware of the substantial contribution she has made to the business.

“Barbara optimises the mindset of T&G of being grounded, resilient, open and willing. She has taken on several roles within our business with the utmost dedication and care and been a truly valued and respected member of the T&G family.”

Frank Williams with Blake McNeill, produce manager Hastings City, New World, and Stuart Jones, sales specialist Hastings market.

Frank Williams
Produce manager, Hastings City, New World, and Stuart Jones, sales specialist Hastings market.
Sharleen Davis

To say Sharleen Davis likes being busy is an understatement. Since joining T&G in 1982, as an auctioneer’s clerk, she’s been coming into work at the crack of dawn for the past 35 years!

Her most memorable moment from the auction floor was when two buyers, who didn’t like each other, fought over seven kilos of tomatoes – with the final bid getting up to $110 – almost $400 in today’s money.

Having been with T&G for so long, Sharleen has also seen a fair amount of change to the business. “Technology has made some dramatic changes, that’s for sure,” she says.

“When computers came along, we no longer had to write anything down or calculate things in our heads – which was good because this business is all about getting things done fast.”

And with technology enabling the business to do more, Sharleen was given the opportunity to travel all around New Zealand helping kiwi growers and suppliers imbed a new purchase ordering system.

“I went all over the country and met our people, making lifelong friends from all over the business along the way. We still catch up now to chat about our kids, grand kids and holidays we’ve been on,” she says.

After being part of T&G for the past 35 years, Sharleen thinks the future is bright as she heads to retirement.

“The more things change, the more they stay the same. Despite all this new technology - people still need feeding, and T&G is likely to be successful because it sells what customers need,” she says.

Sharleen joined T&G for its work/life balance and she’s leaving for very similar reasons.

“I’m not slowing down. I’ll be keeping my brain active, helping my daughter with her accounting business – which will allow her to get home earlier and spend some time with her kids.”

Sharleen doubled as clerk in the mornings and an accountant’s assistant in the afternoons - allowing her to later join T&G’s finance team, where she’s spent most her career.

“I started at 5am and finished at 2pm, which allowed for work/life balance,” she says.

“Standing for three to four hours each morning with an auctioneer yelling on one ear, frantically writing things down in pencil, and kicking the occasional grumpy buyer out, often all at the same time, it was a full-on start to the day!”

Starting with T&G in Auckland’s Viaduct, Sharleen now to chat about our kids, grand kids and holidays we’ve been on,” she says.

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Celebrating our Staff

Congratulations to the following T&G employees celebrating milestones from April – June 2017.

30 YEARS
- JOHN HALL

20 YEARS
- DOUG BYGRAVE
- DARYL PARKER
- MARY TE ANAU-LAWRENCE

10 YEARS
- VIOLET TIMU
- JUDY TRANCHELL
- MIKE FOX
- JACO SWANEVELDER
- ADRIAN RIHARI
- TULE FOLIMA
- MURRAY ADAM
- MICHAEL APIATA

Congratulations team!
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