

T&G Fresh

MAGAZINE

A BayWa Company

JUNE 2017



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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 upmost 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 take 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.

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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

Community News

Mucking in

The team at T&G Kerikeri swapped harvesting Satsuma's and kiwifruit recently to pitch-in and help rebuild garden beds at a local primary school.

Riverview Primary School is a member of the Garden to Table programme which T&G is proud to support as its 'Official Grower Partner'. When the team at T&G heard the school needed help clearing beds for new plantings they didn't hesitate getting stuck in.

Gill West from Garden to Table says she met with Todd Jackson (T&G's regional manager, Kerikeri) a couple of months ago, to discuss the possibility of a working bee with help from T&G's Kerikeri office.

"A month later Todd and his team fully delivered with a crew of people ranging from scientists, finance to orchard experts and everyone in between. They all got stuck into the task with smiles on a warm sunny morning. Bamboo came crashing down, beds were cleared, frames were placed and compost sifted and shifted. They also helped clear disused land and cut down bamboo and trees impeding on garden light. They did a fantastic job and the school and I are hugely grateful for their help."

Todd Jackson says he and 14 staff were delighted to help-out at the school which is a central hub

for the tight-knit community. "Many of our team have children that have attended the school, or are attending and it's a pleasure to be able to help the teachers and kids to grow their own fruit and vegetables giving them a healthy start in life."

Principal of Riverview School, Ken McLeay says the staff and students at his school greatly appreciated the practical work and resourcing provided by T&G as it establishes its Garden to Table programme.

"We have begun with one classroom (Room 11) as a pilot programme with the hope of expanding it to other classes in 2018. The programme has great benefit in helping children to learn about the complete process of food production, through to preparing delicious (hopefully) and healthy meals. We are off to an exciting start!"



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!

T&G was pleased to support the Optimist Nationals with a healthy supply of apples recently. The competition took place in Napier and involved around 250 young sailors competing with two fleets - the nationals (gold fleet) and newer sailors not racing for New Zealand honours (the Green fleet). Australia, New Caledonia and Tahiti also entered sailors even though it's a New Zealand specific regatta. Competitors, who aged in range from 8 to 15, (as well as the volunteers) got to enjoy T&G apples back at the Napier Sailing Club after a tough few days competing on the water.

Supporting local community events

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.

Supporting children in our community is very important to T&G as we try to encourage healthy eating and active living through our sponsorship programme, while helping the community to develop a love for produce.

"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."

Tina, Fulton Swim School



Left: Mucking in at Riverview Primary School. Below: Riverview Primary School pupils help build their new garden.





Lemons in the limelight



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.



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.



Flaxmere College hospitality students and T&G apple muffins.

Conserving energy

T&G Global clocked up an energy saving milestone recently with the signing of a new collaboration agreement with EECA at its Whakatu pipfruit 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 Hawkes 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."

GROWING GREEN

T&G lives by the land so doing the right thing by it is in our nature.

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



Fun carrot fact
Did you know, carrots have only been orange for 500 years? Throughout human agricultural history carrots have been white, yellow, red, and purple but never orange until recently!

T&G proudly supports Ohakune's Carrot Carnival - because we dig carrots!

T&G was proud to once again support Ohakune's annual Carrot Carnival in early June.

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 kiwi community event full of laughter, singing, and dancing in the street with locals dressing up in orange!"



Alastair Hulbert and EECA chief executive Andrew Caseley.



The EECA and T&G teams.

T&G marks milestone



Joe Barsi and Darren Drury cut a cake to celebrate 120 years fresh and the official opening of T&G's Wenatchee office.

T&G's 120th year is being celebrated across the globe over 2017 with our customers, distributors, suppliers, growers and people.

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

"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

with our partners in Thailand given the hugely important role this market is playing in our ongoing success. The feedback we have had so far to our refreshed JAZZ™ branding has also been very positive and we're excited about our future in Thailand, and our other key markets."

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 Enzafruit 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 & Sons, 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



Left to right: Saitip Wacharothayank, Satima Phanthumkomol and Onvisarinee Sirinjirans from Tesco with Chatjen Tantakhom from New Zealand Trade and Enterprise.



Left to right: Anchalee Suttawattanakun (T&G South-East Asia) and Jaruwat Sattapunkiri from (Food Gallery).



Left to right: Ben King (New Zealand Ambassador to Thailand) and Karen Campbell (New Zealand Trade Commissioner) with T&G Global executive general managers, Sarah McCormack and Darren Drury.

While cold winter weather and comfort food 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 (downunder) and available now!



Junk free June

PRODUCE



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 40% 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'affaire 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.



Adelaide connection

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.



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

JAZZ™ apples are refreshing American consumers with New Zealand produce arriving on the continent.

This special apple also took the spotlight recently at the annual Canadian Produce Marketing Association convention where nearly 4000 North American trade media, retailers and industry leaders enjoyed their first glimpse of the refreshed new brand.

Timed perfectly with the arrival of fresh-crop New Zealand JAZZ™ to the market, the refresh announcement drew a very positive response to the signature blue JAZZ™ colour, fresh support imagery, updated logo and more. The new market-specific JAZZ™ website was also unveiled, showcasing the cohesive consumer appeal of the new brand, in keeping with the local social media platforms.

T&G's marketing manager pipfruit Sandi Boyden shared the story of the refresh with numerous reporters, supported by colourful commentary from T&G's North American president, Joe Barsi and David Nelley, vice president of categories at Oppy – one of three in-market sales agents for T&G's.

A live Twitter party took place on the show floor, drawing the attention of expo visitors and general consumers to the #JAZZSensation movement.

New Zealand High Commissioner to Canada, Daniel Mellso, also spoke at a keynote brunch where the refresh was shared through a video.

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.



New Zealand High Commissioner to Canada, Daniel Mellso, and David Nelley, vice president of categories at Oppy.

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.

Envy of others

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, by Plant and Food



Envy™ was born using natural plant-breeding methods, crossing Braeburn with Royal Gala apples.

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 US 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.

T&G staff with North America growers and sales agents.



Going bananas in South America

Kiwis love bananas, eating around 18kgs per person per year and they're a key product to New Zealand's produce trade



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 visit 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 bio security, 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!"

"Visiting their banana plantations and pack houses gave us great insight into the world of banana production."

Shane, T&G commercial manager, tropical imports

Ribbon cutting time as part of the fair trade banana funded retirement home in El Guabo.



The Rio Blanco team showing T&G some grapes due for harvest in the coming days.



A view over the city of Guayaquil in Ecuador.

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 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 generation's 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



T&G's group accountant Jason Hill at the CAANZ expo.

an achiever programme with CAANZ last summer and we were pleased to be able to partner with them by participating in this event."

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

Growing with T&G

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 Opetai. 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 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

Katrina has worked her way up from a casual worker to a full-time valued irrigation supervisor



Katrina Opetai

indeed the larger horticultural industry as she adds value to which ever field she is involved with."

Dillion 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.

HORTICULTURALISTS ON TOUR

The finalists and winner of last year's Young Horticulturist Competition recently visited T&G's tomato growing operation on Favona Road in Auckland as part of their 12-month leadership journey.

Jason Greene (T&G's grower manager and a former winner), with support from Ben Buchanan (T&G's commercial manager), took everyone on a tour of T&G's operation, including a viewing of the various sorting and packing machines.

T&G's commercial manager imports, tropical imports, Shane O'Brien spoke about 'inspiring a shared vision', and Steve Sexton from Countdown discussed another leadership topic, 'encourage the heart'. Both shared personal insights into how these concepts had shaped their leadership decisions over the years. The afternoon was rounded off with a round-table discussion covering careers,

leadership 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.

For more information visit younghort.co.nz



OBITUARY

Grahame Harvey Turner, former chairman of T&G Global

Grahame Harvey Turner was born on 5 April 1923 and died on 10 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 then by rail to New York where they crossed the Atlantic, zig zagging 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 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

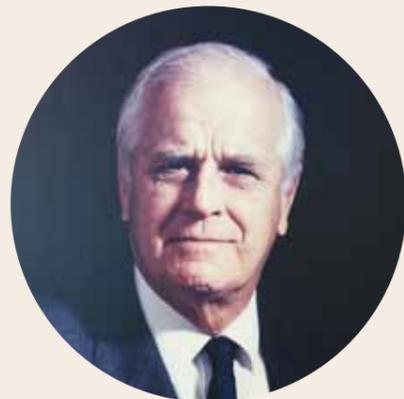
was 21. And then he instructed until the war ended, back home at 23.

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 Hinton, Ivories 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 Gubay 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 fair 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 led. He went at 93, the right time for him, after a great innings.

OUR PEOPLE

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.

Jason himself is no stranger to the competition having won Young Horticulturist of the Year in 2008 after winning the Young Vegetable Grower competition that same year.

"We'll definitely be supporting Chris' development as he prepares to compete again in 2018," he adds.

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



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 over this time and asked her to shine the light on some of her fond memories and favourite times.

I started working for T&G in August 1977 in the former flower department of Turners and Fow's in Hamilton as an administration person, adding up flower auction sheets. I was then given the sole administration role in the flower department which also entailed being the flower buyer for the

.....
"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 upmost dedication and care and been a truly valued and respected member of the T&G family."

Paul, head of sales for T&G

Waikato and Bay of Plenty florists. Prior to this I'd worked largely in retail before marrying and becoming a mother.

I started scribing for the produce auctioneers while doing my role within the flower department. I was then asked to become the Turners and Fow's payroll person in Hamilton and ended up doing the payrolls for four T&G companies in Hamilton while still scribing for the produce auctioneers.

After two years in payroll I was asked to move into the daily administration team looking after the supplier's accounts. While there I became heavily involved with helping to implement new computer systems and training users, going from a Datacom system to implementing the Fresh system throughout the country and then SAP implementation.

I worked in Auckland for just over a year in 1997 as well as the company's fresh administration manager, managing the daily New Zealand produce administration with a team of six staff during the week and six weekend staff.

I then moved back to Hamilton as business administrator for the procurement manager and the procurement staff, still working with supplier's accounts. I then decided I wanted to move to Tauranga. Because my job was a national role I was asked to stay with T&G and work from the Tauranga office and T&G said yes.

I'm lucky to have had many different roles over my 40 years at T&G from managing

and training staff to rolling out new computer systems throughout the country.

My ability for creating reports from the different systems came from understanding the way T&G does business and enabled me rise to the challenge of extracting data and creating reporting for requests from managers and staff.

When I think back there have been plenty of highlights. Seeing how technology has changed the way we do business and working with some great people are some. T&G has some really good people throughout the country working for them and it has been the relationship with a lot of those people that has made my job so enjoyable.

There's been massive changes in the way T&G does business over the past 40 years from daily auctions with customers coming on the floor to buy product, to the use of mobile phones, e-mails and the internet to enabling pre-orders of daily produce requirements. In the auctions days, we manually wrote the customers purchases onto sheets, standing on stands beside the auctioneer, so moving to sitting and punching the sale straight into a computer was a massive change at the time.

T&G is a company that has continued to grow and change how we do the business. It has gone from a very family structured company to a corporate company and from a very individual site based to a national company. It has been great working in a

company that continues to change and grow, as it has been like working in many different jobs all these years.

I've had a great career with T&G although I know I have worked hard, T&G has also been very good to me especially during the years when I was bringing up a family. The relationships I have made with so many suppliers, buyers and staff, I will always remember and cherish.

AND WHAT DOES LIFE LOOK LIKE FOR BARBARA POST T&G?

She says her plan is to pursue her interests including spending time with her grandchildren, gardening, running, Bikram yoga and travelling more around the country. She also hopes to relax and appreciate life without trying to fit everything into her weekends once September arrives.

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 upmost dedication and care and been a truly valued and respected member of the T&G family. Fortunately for us she is not leaving just yet so we get to enjoy her company and knowledge for a bit longer. We will be incredibly sorry to see her head off to retirement, as it's our loss, but we know she deserves put her feet up and relax knowing she has done herself and T&G extremely proud. All the team at T&G, but especially those work most closely with her, will share my appreciation and best wishes for the years ahead."

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 and out 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 he 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."

.....
"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."

Paul, head of sales for T&G





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!

Starting with T&G in Auckland's Viaduct, 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!" recalls Sharleen.

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."

Profile

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."

Finance friends

T&G's group financial controller, Angela Chiu was in good company when she met New Zealand's former Finance Minister and current Prime Minister, Bill English recently.

Angela met the Prime Minister at an event in Auckland organised by New Zealand Asian Leaders. Angela recently became a member of the organisation which was originally found by acclaimed lawyer, Mai Chen and aims to promote, educate and build a critical mass of top Asian leaders in New Zealand and promote cultural understanding.

To find out more about the organisation and its mission visit nzasianleaders.com



OUR PEOPLE

Orchard hand

T&G orchard staff have been flat out picking and checking apples before they are packed for people to munch on. As part of our quality assurance programme, each bin of apples is checked and recorded. Historically these checks have involved field staff capturing written information before up-loading it onto spreadsheets when they return to the office. But this season that has been streamlined with a new real-time reporting programme called Orchard Hand. The programme is loaded onto iPads for capturing fruit assessments in real-time in orchards. T&G's Lynne Shuker, orchard quality assurance manager in Hawkes Bay, says she and her team love the simplicity and real time reporting that Orchard Hand



now offers during harvest. "It has meant our QA staff can use their time assessing fruit in the field, rather than having to spend hours at the office to enter data. Our IT team have provided great support and are

keen to develop suggestions for further refinements." Orchard Hand was developed in-house by T&G and opportunities to utilise functionality with our global growers is being investigated.

FOLLOW THE PATH

One of the health and safety challenges T&G faces is keeping non-operational staff, customers and visitors safe in operational areas such as our busy market floors.

One way, which has been the subject of a previous *Fresh* article, is to create a



dedicated sales area where customers and sales staff conduct business without the risks of forklifts, jiggers and pallet loads of fresh produce being moved about. This has been successfully achieved with our new area in Auckland.

Another way T&G is providing a safe workplace for its people, customers, and visitors is the provision of a new, safe walkway through our largest market floor in Auckland. The walkway has been marked out with green paint and provides a safe zone where forklifts and jiggers cannot operate and where produce cannot be stored. Pedestrian crossings are provided wherever the walkway crosses a vehicle route.



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



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