



T&G Fresh

MAGAZINE

A BayWa
Company

MARCH 2018

New Year
New Harvest

ALWAYS REFRESHING

JAZZ™

APPLE

THE JAZZ SENSATION



JOIN THE JAZZ™ SENSATION

jazzapple.com | #jazzsensation |

CONTENTS

Note from our Chairman

T&G Global had a challenging 2017 in many ways including heavy weather conditions and related quality issues. But staff, growers and partners all together managed a profit of \$22.3 million - good news indeed!



We expect 2018 to be another challenging year. Yet, with the benefits of an even closer cooperation, utilising and realising market potentials, I'm confident that we will be the best we can together. As the major shareholder, BayWa is more than prepared to contribute, understanding ourselves as a strategic and long-term partner for staff, growers and customers.

Over the past five years BayWa has strongly supported T&G's acquisition and investment plans, worth over \$120 million. The money was put towards new offices in key markets, IT and health and safety, but predominantly plantings and developing our PVR's. As a result, T&G's reputation and reach has grown not just in the New Zealand fresh produce market but also across North and South America, Australia, Asia and Europe.

In 2018 and beyond it is our unquestionable intention to continue the strategy of the past five years. Besides passionate people in the South Island, the North Island and all around the world where T&G and its subsidiaries are located, this of course takes excellent Executives.

As you all know we are in the process of finding a new Chief Executive Officer. It is of utmost importance to the Board that the future CEO matches our long lasting and sustainable plans for T&G. To retain the competitive advantage of our high valued products all over the world is only one of many tasks. An intensive recruitment process is ongoing and already now I can reassure you that we have good reason to believe, that the position will be filled soon.

I want to thank all T&G employees for the hard work in 2017 and look forward to a great 2018, together with growers, customers and partners.

Viel erfolg; best of success; noho ora mai

Prof. Klaus Josef Lutz
Chairman of the Board of Directors T&G Global
CEO, BayWa AG

Contents

04 GROWING GREEN

Wasp warfare
Measuring soil moisture

06 FRESH PRODUCE

Fresh pickings
Cherry Christmas

08 OUR PEOPLE

Workers support NZ and Islands

10 NEWS

ENVY™ - out of this world apples
Appeal of bananas grows partnership
Firstpick™
Ripe for the planting

18 OUR PARTNERS

Maungatapere Berries™ - a berry good business

20 GROWER PROFILE

Greg Prendergast - Beekist™ tomatoes

22 COMMUNITY

Meet our grads
Safety first
Growing horticulture
Community news
T&G supplies bananas for NZ Ocean Swim Series
Getting the juice

31 MILESTONES



Follow us



To subscribe to the online version of Fresh, email communications@tandg.global

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

Wasp warfare

A pest free environment, thanks to good bugs killing bad ones, means healthy apples for everyone.



T&G is fighting ‘fire with fire’ in its Hawke’s Bay orchards introducing wasps that hunt down and kill midge and moth lava that would otherwise decimate apple trees.

The initiative has seen an increase in the number of good bugs, or biological control agents, introduced onto orchards to hunt out and kill the bad bugs that damage trees. This allows trees and apples to grow while reducing T&G’s reliance on spraying for pests.

And these efforts are being noticed with a recent study by Plant & Food Research scientists showing T&G’s Hawke’s Bay apple

growing practices are on par with leading orchards around the globe.

“Being on par with those leading orchards has been made possible by making the most of the main weapon we have to combat pests and that’s carefully vetting and introducing natural enemies of the bad bugs that devastate our crops,” says Duncan Park, global quality management systems and compliance manager, T&G.

“It means local plants and good insects are protected to pollinate flowers, cycle nutrients while the wasps get rid of bad midges and mites that would otherwise destroy the fruit and leaves, allowing our apples to grow.

“We’ve been working with New Zealand Apples & Pears since the 90’s to find ways to control pests that have the lowest impact on the environment and between us we’ve found a different approach that is extremely effective at eliminating these pests and reducing the amount of sprays we use which is better for the environment and allows our apples to grow abundantly,” says Duncan.

While eliminating these pests provides T&G with healthy trees and plenty of fruit to harvest, it also ensures T&G market access to countries we export to.

“Our overseas trading partners want to see that biodiversity, and especially local plants and insects, are protected and that is what we have got,” Duncan explains. “Japan, China, Taiwan and Australia each have zero tolerance for the types of pests being killed by the wasps so it’s great we have a solution that keeps our trading partners happy and reduces our dependence on sprays,” concludes Duncan.

The codling moth - enemy number one.



Measuring soil moisture

Working the land develops an instinct for growing things that is referred to as having a ‘green thumb’. But no matter how good these instincts, there’s always a degree of guess work involved. And as good as the team at T&G is, technology is also helping us work smarter.

An example of tech support is soil moisture monitoring devices which are now used in T&G apple orchards. The devices, which are sensors buried two metres into the ground, monitor moisture and send water profiles from various levels in the soil to T&G’s quality team 24/7 giving visibility of how much water tree roots are exposed to at different soil depths. That information, along with soil temperature, helps guide the team’s decisions about when to water trees and what the optimum amount to apply is saving water in the process.

With the data, T&G knows exactly what’s going on under the surface to better optimise growing conditions for the fruit by giving the trees the water they need when they need it. When staff review the soil moisture data they can also decide if they need to use dripped or forced irrigation. Combine it with local weather information, it also identifies imminent rainfall saving T&G even more water.



CAUGHT ON CAMERA

Solar powered camera equipped traps are being used on T&G apple orchards giving staff visibility of pest occurrences in real time.

The cameras are pointed at an adhesive sheet, laced with pheromones designed to attract specific moths and mites.

If pests are present, they’re lured into the trap where they quickly become stuck in clear view of a camera. Photos of the pests are then taken and sent to T&G’s quality team for assessment.

“Our people can see, and then accurately identify any pests including how many and how big they are from the convenience of their phone or computer. If pests are present at levels where they’re going to be a problem we can then mobilise spraying to protect our trees and crops,” says Duncan Park, global quality management systems and compliance manager, T&G. “With the trap sending us images, we can spend less time scouting the orchard and more time focusing on ensuring we’re growing the best crop possible.”





New Zealand Royal Gala

Fresh Pickings

New Zealand's pipfruit industry has set a target of \$1 billion in exports by 2020 and T&G is well on the way towards helping the industry achieve just that.

T&G's executive general manager, pipfruit, Darren Drury says the company's key markets are eagerly receiving fresh New Zealand apples with Northern Hemisphere stock running low and some Southern Hemisphere producers having experienced weather-related challenges.

T&G exports apples to 60 countries from 14 growing regions including New Zealand with the support of majority of shareholder, BayWa, which has continued to invest significantly since their initial acquisition in 2012.

And it's shaping up to be a good season for T&G with great apple quality being harvested in Hawkes Bay, Central Otago and Nelson, according to T&G's general manager of pipfruit, Bruce Beaton.

"It's looks like 2018 will be an excellent season," says Bruce. "Harvest has been significantly earlier than last year thanks to good winter chilling and good heat units during the growing season."

"Our people, pack houses and cool stores were in full swing by the end of February and it was exciting to harvest the first apples from several orchards we have invested in over the last three years to ensure we will continue to meet ongoing demand."

Varieties harvested this season include T&G's flagship apple brands' JAZZ™, Envy™ and Pacific Rose™ - along with other key New Zealand varieties – Royal Gala and Braeburn - which are destined for local and export markets.

The good New Zealand season follows a successful Northern Hemisphere harvest in 2017, like the Korean Envy™ harvest on Jeong-Do Kim's orchard near Yesan city in South Korea, with six T&G staff circulating around nine growing countries, advising on harvest and storage specifications and sharing insights from other markets.

Look out for the new season apples in supermarkets and fruit stores.



Jeong-Do Kim and his orchard during the Korean Envy™ harvest in October 2017, near Yesan city in South Korea.

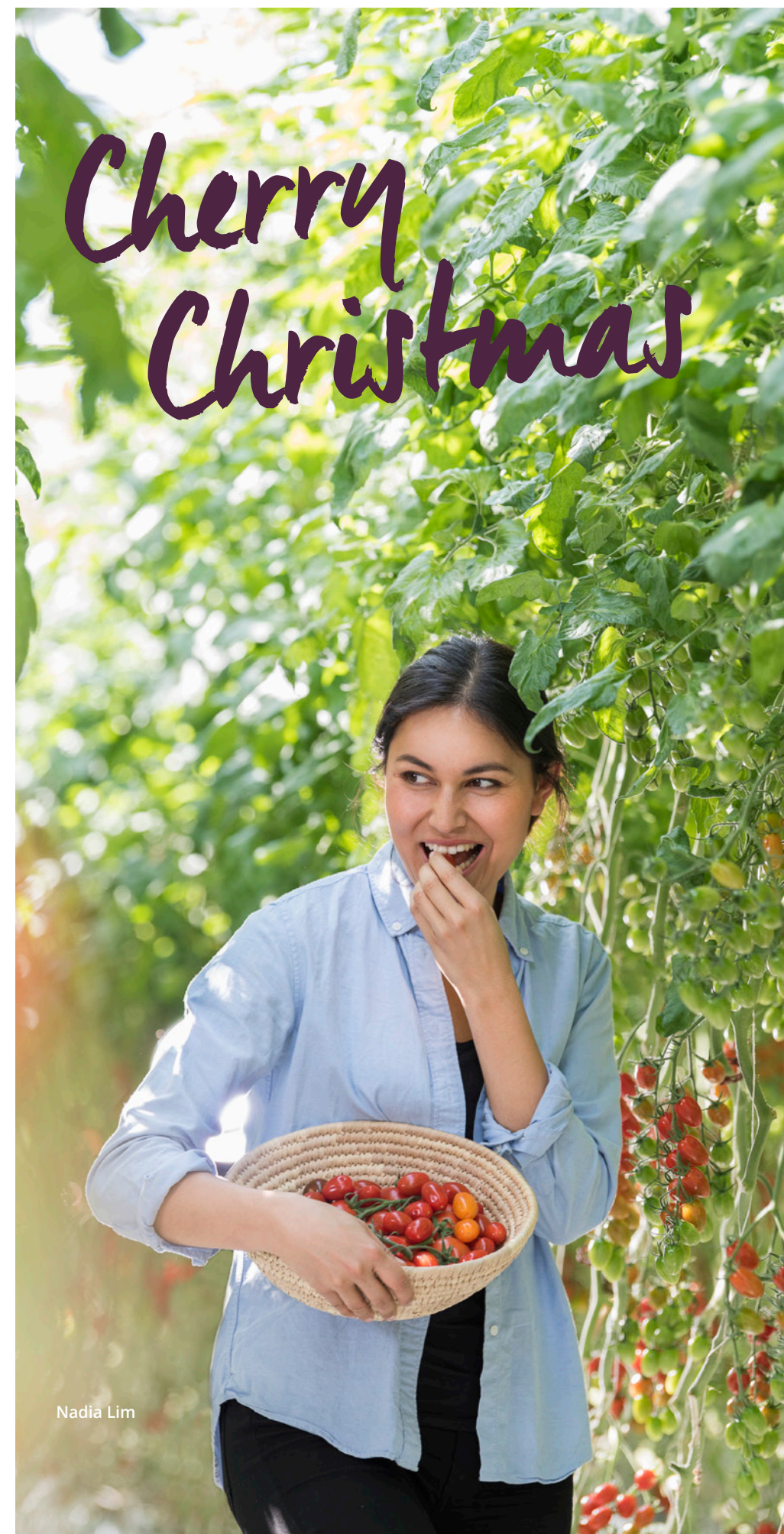
Christmas was made even more delicious for thousands of Kiwis with the inclusion of the Beekist® 'Christmas Mix' of cherry tomatoes in boxes delivered to My Food Bag customers.

My Food Bag, a home delivery meal preparation business, took the headache out of holiday meal planning for thousands of customers by delivering sumptuous meals including the special 'Christmas Mix' of Beekist® tomatoes.

The mix pack featured bite-sized red, yellow and mocha cherry tomatoes as well as medium red and Y.E.L.O™ tomatoes, adding colour and flavours to meals designed by My Food Bag's co-owner and chef Nadia Lim.

"My Food Bag only uses New Zealand produced ingredients and we were delighted to craft an exclusive pack of our Beekist® tomatoes for My Food Bag's Christmas boxes," says Michelle Singh, marketing manager New Zealand at T&G. "Having our tomatoes on menus meant everyday foodies across the country were able to taste tomatoes the way nature intended," she says.

Beekist® tomatoes are available nationwide at New World and Pak'nSave stores across New Zealand and select stores in Australia.



Nadia Lim

Workers support NZ and Islands

Our RSE workers starting the 2018 harvest in Hawke's Bay



T&G's apple picking season is well underway but ahead of time there's always a need for extra people to harvest the fruit when it hits optimum maturity.

It's a delicate balancing act between meeting the demands of our global customers for healthy, fresh and delicious produce in an industry facing a shortage of people at all levels.

This is where the Recognised Seasonal Employer (RSE) programme comes in. The New Zealand Government-led scheme started in 2007 as a way of providing economic assistance to Pacific Island people while filling the need for seasonal horticulture workers in New Zealand during peak times.

"The scheme is essential to the success of T&G with these workers ensuring our apples are picked and packed at the optimum time," says Kristen Nash, human resources business partner at T&G.

Kristen oversees T&G's RSE programme and says if the workers were not available, fruit would be left on the trees to die.

T&G employs up to 800 RSE across its operations in Northland, Auckland, Waikato, Hawke's Bay and Nelson each year providing a productive and stable workforce in orchards and glasshouses.

"By hiring people from the Islands through

the RSE programme we're able to fill our seasonal labour gaps and get the essential work we need done by people familiar with working on the land."

The workers send a portion of their earnings directly back to their families and communities which assists initiatives such as building houses and constructing tourist accommodation for future revenue. The money also enables access to better technology, literacy, numeracy and financial training as well as health and hygiene programmes such as preventive dental care.

"A lot of our RSEs don't have an opportunity to earn an income in their home islands but have the skills and motivation to work that we need," Kristen continues. "They get to earn money to invest in their children's education, build houses, or to start businesses and we get the people we need to harvest our crops."

While here, and as part of the scheme, T&G provides RSEs with housing and transport for the duration of their stay.

"Coming to New Zealand is a huge personal learning experience for some RSE's. They see things they've never seen before, they talk to people who think differently and gain new skills and knowledge. And we love having them so we make their stay as comfortable and beneficial as possible," concludes Kristen.



Above: Solomon Islands - Bruno Lee (started RSE scheme 2008) built a new house and started a new business venture Palm Oil Planation.



Out of this world apples

A shipment of Envy™ apples recently rocketed off to replenish the crew on the International Space Station.

The apples, sent direct from T&G partner, CMI Orchards in Washington State, went to Cape Canaveral and then onto the International Space Station. Their journey continues the success this special New Zealand born apple is having in the United States after being picked by American consumers as their favourite apple in 2017 in a consumer competition run by the U.S Apple Association.

But it wasn't the first time CMI Orchards has sent apples to the space station. Their first shipment was delivered back in 2015.

"During their last mission, two astronauts called our office from the space station to thank us for the apples we sent to them while casually sitting over the Galapagos Islands and humbly describing the beauty of the earth below on speakerphone to our marketing crew," says Rochelle Bohm of CMI Orchards. "When we asked the

astronauts what their favourite apples were, Peggy Whitson, the female astronaut on the other end of the phone, said that Envy™ was her favourite apple. We knew that we had to send some up the next time supplies were requested!"

Three years later 10 astronauts are now enjoying Envy™ apples while orbiting some 400 kilometres above the earth.

"For years, we've been saying Envy™ apples are 'out of this world' and now they literally are," says Darren Drury, executive general manager pipfruit, T&G. "Being able to provide 2000kgs of fresh apples to the crew members through CMI Orchards really is a special honour."



PORSCHE PARTNERSHIP

When T&G's Thailand team was approached by Porsche about a potential partnership they thought someone was pulling a fast one. But a Thai-based Porsche dealer was serious, wanting premium Envy™ apples for a special 2018 car launch he was hosting.

"Envy™ was the perfect match for a luxury brand like Porsche," says Tara Sutthisiriwattana, marketing executive, T&G South East Asia. "To celebrate, we came up with two exclusive mocktails - Envy™ Turrismo Mule and Envy™ Pomme Cayman - which Porsche's VIP customers really enjoyed."

And Envy™ was in good company with the event also featuring the opening of a Porsche café and local Michelin star chef Art Suphamongkhon Suppipat creating a special menu for guests to enjoy.

"The event turned out very well and Porsche Thailand's looking forward to working with us on other co-branding opportunities. This will be an exciting journey for Envy™ in Thailand," concludes Tara.



Fashionable Envy™

Envy on the red carpet is nothing new at New York Fashion Week but this year it took a refreshingly sweet turn when its namesake apple hit the runway.

Envy™ apples made their debut in style by joining international designers at a Flying Solo fashion show in February to deliver an unforgettable taste of the new and now.

Flying Solo is a modern retailer in the heart of New York's Soho offering unique, locally crafted fashion from emerging designers.

"As a premium apple, Envy™ appeals to early adopters, like Flying Solo fans, who pursue the latest in lifestyle trends, be it food, fashion or culture," says Garland Perkins, retail solutions specialist at Oppy who orchestrated the fashion week sponsorship with T&G Global. "The apple category is a crowded one so the more we can meet consumers where they are—in and out of the store—the better. People everywhere read fashion blogs and magazines and watch Instagram stories posted by their favorite designers. New York Fashion Week enabled us to grab their attention in a space they're already deeply engaged."

Not only was the fruit enjoyed by the Flying Solo show audience and VIPs, the event was broadcast live via Envy's Instagram feed and featured on the apple's other social media platforms.



Garland Perkins and TJ Wilson of Oppy, and Gabriela D'Arrigo of D'Arrigo Bros.

"The Envy™ apple consumer is someone we think of as an 'aspirer', a busy person who lives a fast and full life," says Brock Nemecek, marketing manager for T&G Global in the USA. "They look for smart choices that reward, nourish and break the routine, and perhaps even consider a special apple like Envy™ essential to their individual style."

In honor of Envy's first appearance at the New York Fashion Week, local retailers created Envy™ apple displays with New York Fashion Week point-of-sale material and took part in a social media contest urging shoppers to "Be the Envy™ of Fashion Week" and win a US\$500 shopping spree.

"Participating in New York Fashion Week enabled both Oppy and T&G to creatively share Envy's story in the store," Perkins says. "It gave us yet another compelling aspect of the apple to talk about as we build the Envy™ brand alongside with T&G in North America."

American apple lovers can look forward to enjoying fresh Envy™ crop from New Zealand in stores in the Northern Hemisphere spring as locally-grown fruit starts to run-out. Demand will likely be high after Envy™ was voted by American's as their favorite apple out of 33 varieties in a competition run by the US Apple Association last year. Developed by New Zealand's Plant & Food Research, Envy™ was naturally bred by crossing Braeburn with Royal Gala apples.

NEWS

An apple day

Japanese apple lovers who enjoy an apple a day are looking forward to indulging themselves with Japan declaring 28 June as 'JAZZ™ Apple Anniversary Day'.

The date was chosen as it marks the date the first container load of New Zealand-grown JAZZ™ apples arrived in the country seven years ago.

Since that time, the popularity of JAZZ™ apples has grown significantly to the point it is now the number one premium imported apple in Japan.

The lead-up to the special anniversary day will include a celebration at the New Zealand Embassy in Tokyo on 30 May hosted by New Zealand Trade and Enterprise and T&G's country manager for Japan, Mr. Tatsuya Kakemoto.

"Japanese apple lovers have really embraced JAZZ™ apples and we're looking forward to sharing this special fruit with fans and introducing it to new consumers by the marking of this special anniversary day."

The chairman of the Japan Anniversary Association, Mr. Kiyoshi Kase, will also be present at the celebration at the New Zealand Embassy to officially endorse 28 June as JAZZ™ Apple Anniversary Day.

On the anniversary day itself, and throughout July, JAZZ™ apple lovers can look forward to instore promotions with retailers across the main cities of Japan including the chance to win prizes.

The JAZZ™ season in Japan runs from May until August during which time an estimated 50 JAZZ™ apples will be eaten every minute showing that people in Japan really do enjoy an apple a day.



Tatsuya Kakemoto, T&G's country manager for Japan.





Appeal of bananas grows with partnership

Bananas are one of the most enjoyed fruits around the world with fans consuming more than 100 billion every year. The tropical fruit also appeals to Kiwis who are increasingly turning to Fairtrade food and goods.



T&G has had a proud partnership with All Good Bananas NZ for three years but it was recently extended to better service the growing demand for New Zealand's leading Fairtrade banana brand.

T&G's extensive distribution network and the reputable All Good brand means Kiwi consumers will have greater access to tasty Fairtrade Bananas at their local supermarket. The two companies are working closely to drive awareness of All Good Bananas across a number of sponsorship and retailer relationships.

"By combining T&G's strength as one of New Zealand's largest growers, marketers and distributors of fresh fruit and vegetables with the All Good brand, we're able to better meet the growing demand from New Zealand consumers for sustainable, ethically produced great tasting fruit," says Andrew Keaney, executive general manager New Zealand, T&G.

"T&G is committed to growing the Fairtrade produce category in New Zealand and this partnership will help us to achieve this while ensuring a fair return to our growing partners in El Guabo, Ecuador and supporting them, their communities and their businesses," says Andrew.

"We were the first to bring Fairtrade bananas to New Zealand," explains Matt Morrison, co-founder of All Good Bananas NZ, "and we have been contributing development funding which enables the social and economic development of our growers. It connects people selling and eating our bananas, with the ones growing them. We're focused on driving more volume in order to help more people. The new agreement will help us in doing more good, with a brand that Kiwis love and will continue to remain category leaders for Fairtrade bananas."

allgoodorganics.co.nz

Matt Morrison, co-founder of All Good Bananas and Andrew Keaney, executive general manager, T&G Global announcing the new agreement.



FirstPick™

T&G's online ordering system for retail and wholesale customers has been enhanced making it even more intuitive and easy to use.

Developed in-house by T&G two years ago, FirstPick™ enables 24/7 ordering of fresh fruit and vegetables in real-time from a desktop, tablet or smartphone.

The updated FirstPick™ is more personalised with improvements to ordering time, something that Lindon Alexander of Mt Albert Fruit and Veg says has given him back time to spend on other areas of his business.

"I can see what produce is available, place an order from anywhere in the country and it's delivered the next morning.

"Some of my staff don't speak English very well, but the system is so easy that they can place orders without emailing or calling. I'll get a notification by text telling me what's been ordered and how much, giving me visibility, saving me time and making life even easier," says Lindon.

While online ordering is commonplace in just about every retail or wholesale category, customers ordering produce still largely rely on phone, email, fax or visiting one of T&G's 12 market floors in New Zealand.

While these options are still available to customers, T&G's executive general manager, New Zealand, Andrew Keaney, says, "FirstPick's™ new enhancements provide more relevant information, easier navigation and faster transactions for customers allowing them to spend more time in their stores and less time ordering."

The enhanced user experience was designed by reviewing users behaviour on the site. Through analysing their purchase behaviour, T&G's design team identified and eliminated customer pain-points such as stock level views.



Jeremy Miller, head of digital products, T&G showcases how to use FirstPick™



Lindon Alexander of Mt Albert Fruit & Veg Using FirstPick™

Once a customer places an order it's sent to their nearest T&G market floor for fulfilment by a produce specialist – maintaining the all-important personal touch. FirstPick™ also gives customers greater visibility and the ability to communicate with T&G instantly if anything needs changing. The platform is fully secure and customer information is only visible to the user and T&G.

T&G is now developing a similar platform for its third-party growers with the intention of launching the new FirstPick™ service in the next few months.

www.firstpick.co.nz

Ripe for the planting

Native plantings are just one example of T&G's Growing Green focus coming to life.

Riwaka orchard near Nelson was home to a planting day recently with around 30 T&G staff bedding in 1200 natives along a flood bank boundary of a nearby estuary. The planting will help protect the local habitat, capture carbon from the atmosphere and clean nutrients and phosphates from the water that runs off the orchard. As they grow, the plants will reduce the need for weed control and sprays. Another nice tick for the environment.

T&G staff and volunteers planting in Riwaka, Nelson.





Maungatapere
Berries™
- a berry
good business

T&G is proud of the thousands of growers it works with around the globe, delivering the freshest quality produce every day.

Counted among its valued partners is Linzi and Dermott Malley, who along with their son Patrick and his wife Rebecca, have built a thriving berry business in Maungatapere, 20 minutes west of Whangarei in Northland, New Zealand.

Initially they focused on growing kiwifruit and avocados on their 30-hectare property but after seeing berryfruit operations in California and Australia they made the decision to move into hydroponic berries, harvesting their first crop of raspberries in autumn 2016 and then blackberries the following year.

Named after Maungatapere mountain, Maungatapere Berries™ grows raspberries and blackberries hydroponically under five hectares of covered tunnels. The family has a focus on producing a consistent crop of high quality raspberries nationally for Countdown, New World and Pak'n Save supermarkets and independent retailers such as Fruit World, Farro Fresh and Moore Wilsons across New Zealand.

"Maungatapere Berries™ are innovative growers who offer a variety of quality berries because of their relentless focus on quality growing techniques," says Damien Gibson, general manager, diversified horticulture, T&G.

And it's that focus on quality that the family prides themselves on. They achieve it with a strong emphasis on environmentally sustainable practices and high expectations of food safety. They also use organic and biological sprays where possible, or rely on natural predators and other similar

controls, to reduce their chemical use as much as possible allowing the flavour of the fruit that they grow to develop naturally.

"It's challenging and demanding work but something the whole family thrives on," says Patrick Mulley of Maungatapere Berries™. "You have to be passionate about what you're doing and be prepared to put in the hard yards to achieve your goals, because the hard work never stops, even as a business becomes successful. We all live and breathe the operation but love it and this business has become part of our lifestyle, I couldn't think of doing anything else - especially during harvest," says Patrick.

"By adding their raspberries and blackberries to our existing blueberry and strawberry category we're able to supply customers with berries 12 months of the year," continues Damien.

As Northlanders, the Malley's believe in investing in their local community. They focus on hiring a local workforce and providing those locals with year-round work in the horticultural industry as well as training and education opportunities that will benefit them at work and outside of

OUR PARTNERS

work. The business currently employs 35 Northlanders full-time and an additional 80 staff between November to June during harvesting.

Maungatapere Berries™ are harvested, packed and dispatched all on the same day to ensure their optimum ripeness and sweetness and to maintain their quality and freshness. This emphasis on quality and freshness of their produce also gained the Malley's industry recognition in 2017.

They achieved both a high commendation in the Artisan Food Producers Award category of the awards for their Kwanza Fresh Raspberries product and were a finalist in the MPI Primary Sector Products Award and MPI Food Safety Culture Award at the 2017 New Zealand Food Awards.

"Maungatapere Berries™ are innovative growers who offer a variety of quality berries because of their relentless focus on quality growing techniques"

Damien, T&G general manager, diversified horticulture



Patrick & Dermott Malley of Maungatapere Berries



Grower Profile

GREG PRENDERGAST

**T&G head grower manager
for Covered Crops**

*“We’re constantly on the hunt
for smarter ways of doing
things, and I think it’s this way
of thinking that sees us create
the best tasting, best quality
tomatoes in the world”*

- Greg Prendergast



T&G head grower/manager Greg Prendergast loves the great outdoors. But, like many people at T&G, he’s taken his love of the land one step further than most and made working as a grower a successful career for over 30 years.

Greg, a senior member of T&G’s covered crops team, manages five sites across the North Island that span 28 hectares, growing many different varieties of Beekist® tomatoes year-round.

His love of working on the land is largely thanks to growing up on a large berry farm in the Waikato with strawberries, raspberries, blackberries and boysenberries, as well as hectares of tomato vines.

“I started picking my first strawberries for my parents at the tender age of six. I can clearly remember getting enough money to buy a choc dip ice cream costing me about seven cents. And I still had money left over!” says Greg.

“What drew me to working as a grower was the challenge; growing perfect fruit and vegetables is multi-faceted - there are so many elements to consider. You start with a tomato seed, sow it, graft it and plant it in the glasshouse. It grows for 12 months and produces

in excess of 700 tomatoes. During that 12 months you have a whole team of technicians assisting with the nutrition of the plant, growth, training and pruning before we even start on the rest of the supply chain - packaging, transport and sales. There is so much that goes into the humble tomatoes stacked on supermarket shelves.”

Greg believes New Zealand has the best varieties of tomatoes in the world thanks to a range of factors including the classic Kiwi ‘can do’ attitude.

“Our Kiwi ingenuity, resourcefulness and creativity - that Kiwi number 8 wire way of thinking - is so evident in the way we grow. We’re constantly on the hunt for smarter ways of doing things and I think it’s this way of thinking that sees us create the best tasting, best quality tomatoes in the world,” he says.

“Over the years I have travelled the globe looking for new varieties of tomatoes and building relationships with breeders of exciting new varieties. You wouldn’t think many developments could happen with tomatoes but a few years ago people would have laughed at the idea of a yellow tomato and now our Y.E.L.O.® tomatoes are really popular.

“We spend an enormous amount of time talking to breeders about what we need as a variety in our New Zealand climate and also what works with Kiwi taste buds. We push our staff to always strive to be better, and we lead by example - we want to be able to say, hand on heart, that we are truly the world leader in horticulture.”

Greg says there is one special team who deserve their own mention for the part they play in creating his beloved Beekist® tomatoes. “Our tomatoes wouldn’t be what they are without our humble, hardworking bumble bees - the namesake of our Beekist® tomatoes. Our bumble bees fly between the Beekist® tomato vines to pollinate them just the way nature intended - sustainably, and friendly on the environment.

“I’m really proud of the work I do producing the largest volume of tomatoes in New Zealand. Next time you’re tucking into a tomato - which, if it’s a Beekist® tomato, should be fresh and not watery, and have great taste and flavour - just think of all the people who contribute to handcrafting that tomato. There’s a lot of love that goes into those little guys!”





The caps were thrown, CVs sent, interviews nailed and job offers accepted – meet the new crop of T&G's graduates!

"At T&G we're consistently delivering fresh produce to the world. And when it comes to our people, we value fresh input and a fresh perspective which is where our grad

programme comes in," says Greg Turrell, capability manager, T&G.

The two-year programme sees our grads receive support and training at a personal, professional and technical level that includes on-the-job and external training thanks to T&G's dedicated Learning Academy.

"Our graduates work across a range of disciplines and locations at T&G and have real responsibilities from day one, giving them opportunities to grow, upskill and conquer real-world challenges," concludes Greg.

<http://tandg.global/about/careers/>



Natasha Welch and Quentin Marais having bags of fun at T&G's Pukekohe Packhouse.

TEAM WORK PAYS OFF AT PACK HOUSE

With produce orders more than doubling in the run up to Christmas, a team of T&G's Mt Wellington-based office staff spent two days helping out at T&G's vegetable packing facility in Pukekohe, Auckland to ensure customers received their orders on time.

"The festive season pushed our daily volume up from 20 tonnes of onions, carrots and potatoes per day to a whopping 50 tonnes," says Ben Buchanan, category manager, T&G. "And while the regular team was working longer hours and extra shifts to meet our customer needs, we needed all the help we could get as Christmas got closer."

Up stepped Shanene Timms, Natasha Welch, Rob Floyd, Nimesh Bula, Quentin

Marais and Paul Rewha - each keen to help.

"The volumes we were dealing with were very high so we really appreciated the efforts, attitude and enthusiasm of the team who showed up, slotted in and helped us fulfil our customers' orders," says Ben.

"The packing team had worked exceptionally hard during the Christmas period, so we wanted to show our support and help them out," says Paul Rewha, head of sales, T&G. "It was also a great opportunity for me and my team to see how hard our awesome packing staff work to pack and ship produce to our customers each day."

Safety first

Keeping staff safe is a priority focus for T&G with new online learning rolling out over the coming year.

"We have a duty to offer our people transparency around what we expect from them and what they can expect from us. But they're already busy doing their jobs so the trick is to study smarter, not harder and eLearning allows us to do that," says Greg Turrell, human resources capability manager, T&G.



Jamie Laufiso (left), Senior Sales Specialist, T&G & Wiremu Takerei, Sales Specialist, T&G.

The new health and safety modules will be shared to T&G staff on its intranet with each one featuring a series of questions and quizzes designed to complement site-specific inductions. The modules cover what health and safety is and its importance through to hazards, risks and emergency types. They also reflect changes to New Zealand's Health and Safety at Work Act.



Dani Pepper, HR Coordinator & Anthony McVey, Recruitment Consultant, T&G.



It's no secret horticulture requires tens of thousands more qualified workers by 2025 as the industry continues to grow towards being worth \$8 billion per year to New Zealand's economy.



This rapid growth and the need for qualified people requires a collective effort from industry, educators and government – and T&G is playing its part to help secure horticulture's future.

Team members from T&G have begun working with faculty members at Massey University in Palmerston North advising on orchard practices, pest and disease control and growing quality apples to cutting-edge industry standards. A newly developed block of JAZZ™ and Envy™ apples just established in Massey University research orchards is the perfect vehicle to do so. More apple blocks are planned for coming seasons as part of this new partnership, with the additional support of New Zealand Apples & Pears.

"This will allow the transfer of knowledge on to Massey students so they can then graduate and hit the ground running in our horticulture industry and within our orchards," says Gary Wellwood, global innovation manager pipfruit, T&G.

And our support for Massey University has started from the ground up with T&G supplying JAZZ™ and Envy™ trees, providing advice on how to plant, water, feed and spray to ensure an industry standard crop.

"Our aim is to equip the university with what they need to make the correct growing decisions, the same ones that affect millions of cartons of apples on our orchards every day," says Gary. "By advising their team, we're adding real world value and lifting the capability of everyone involved, while inspiring the next generation of growers. We're wrapped to be playing our part in helping secure the future of New Zealand's food production, and doing that to the best of our ability."

With the same trees, growing practices and people advising the faculty and undergraduates, Massey's orchard will be on par with T&G own sites. This will enable Undergrad, Masters and PhD students to use an industry standard orchard block for research projects, further securing the future of New Zealand's pipfruit industry.

Students will be involved with the orchard as part of a Bachelor in Agriscience degree, an Agricommerce degree or a Bachelor of Science majoring in Plant Science.

This collaboration complements T&G's on-going commitment to supporting Massey's horticultural, agri-science and agri-commerce students.

"Their advice on how to grow to an industry standard complements the existing investment in the industry at the tertiary level with the six scholarships they offer each year," says Huub Kerckhoffs, Massey University horticultural production senior lecturer.

"We're excited to be involved with Massey University to help the wider horticulture industry. By sharing our knowledge, Massey University can better train students on their horticulture qualification will enter the work force with relevant best practice industry knowledge," says Gary.



T&G's Gary Wellwood and Lachlan McKay discuss growing practices with the team from Massey University in Palmerston North.

A fruitful event

T&G was proud to support a recent Hawkes Bay Fruitgrowers Association event and its Charitable Trust Industry Awards.

Attended by growers, industry associates apprentices and education providers, the awards celebrate achievements and education in Hawke's Bay's fruit growing.

"What was really pleasing was to see the number of students being awarded with their National Certificate in Horticulture Production or receiving a scholarship for further study," says Greg Turrell, capability manager, T&G. "Demand for fresh produce is growing exponentially globally and the New Zealand horticulture industry is innovating at an ever-increasing rate to keep up with this demand. To continue to be successful, we need more and more people with the right skills and knowledge," says Greg.



Community News

Apples in Rotorua

T&G teamed up with Rotorua police in the lead up to Christmas, supplying fresh JAZZ™ apples for hampers to feed 250 local families at an important time of year.

The apples were hand delivered by Kingsley Smith, sales manager, T&G to be packed and delivered by Constable Christie Gordon and the team from the Rotorua police station.

"It was incredible to give these families a Christmas they will never forget. The

hampers included staples, treats and healthy food to give them joy over the festive season," says Constable Gordon.

"Most of us take fresh fruit for granted when in reality some of these kids within these homes are lucky to see an apple, so giving them some nutrition at Christmas was an amazing feeling."



Left: Tauranga sales manager Kingsley Smith from T&G delivering apples to Rotorua Police Station. Right: Packing our produce into hampers.



T&G's Wiremu Takerei (left) helps Terry Marsters load the KiwiHarvest truck in time for Christmas.



Healthy produce for KiwiHarvest

T&G supported food rescue charity KiwiHarvest by donating fresh produce to help them feed community groups and charities in the lead up to Christmas.

And the produce went to very worthy causes, feeding deserving recipients.

"Helping families through the Christmas break makes a massive difference, so thanks again to T&G for the food love," says Maria Madill, manager, KiwiHarvest.

"We delivered the produce to groups all over Auckland who needed it at such a hectic time of year - rest assured, absolutely nothing was wasted!"

T&G's ongoing partnership with KiwiHarvest sees us help feed community groups and charities with donations of fresh produce every month.

"It's a pleasure to support the fantastic work that KiwiHarvest do, particularly at Christmas when people need the most help," says Andrew Keaney, executive general manager NZ produce, T&G.

"Helping families through the Christmas break makes a massive difference, so thanks again to T&G for the food love."

Maria, KiwiHarvest manager

T&G supplies bananas for New Zealand Ocean Swim Series

The New Zealand Ocean Swim Series went to the Bay of Islands in December with T&G supplying the 750 swimmers with a much-needed banana nutrition hit.

Its produce donations like this that brings T&G's 'healthy eating, active living', or H.E.A.L., philosophy to life.

"The bananas were once again a welcome sight at the end of the swim and added greatly to our swimmers' event experience," says Lauren Harrod, event operations manager, New Zealand Ocean Swim Series.

"The event site in Russell Village Green was a buzzing, bustling hive of energy. With the booming sun overhead and long stays in the water the bananas were just what the doctor ordered."

T&G's partnership with KiwiHarvest sees us help feed community groups and charities with donations of fresh produce every month. "It's a pleasure to support the fantastic work that KiwiHarvest do, particularly at Christmas when people need the most help," says Andrew Keaney, executive general manager NZ produce, T&G.



Ocean Swim Series participants enjoying a post swim nutrition hit.



From left to right: Chris Young, Di Beaton, Murray Linnell, Andrew Lockyer, Karla Stuart, Annabelle Linnell, Lucinda Linnell, Vicki Moffitt, Mark Riddell, Dave Allan, Duncan Park, Emily Park, Bruce Beaton, Alysha Howard.



Napier Port Ocean Swim Race



Above: Lucinda Linnell with Andrew Lockyer, export market manager pipfruit, receive their winning certificates from Bruce Beaton, general manager pipfruit, T&G, for being the first team home in the T&G 300m dash ocean swim.



The weather was ideal for the 300 plus ocean swimmers that donned their goggles, togs, sunblock, swim caps and smiles to take the plunge at the 8th annual Napier Port Ocean Swim in February with events ranging from 300 metres to 2.5 kilometres.

As a major employer, grower and member of Hawke's Bay community, T&G was well represented with 15 staff and their family members taking part in swimming events on the day T&G also supplied fresh apples and bananas to everyone attending. T&G sponsored the 300m dash swim race for individuals and teams which was won by 'Beauties and The Beef', a team made up of Lucinda Linnell, Angus Philpott and Andrew Lockyer.

The course followed the ocean swimming circuit T&G built off the beach last summer, with four buoys placed 250 metres apart creating a 1000 metre circuit in a straight line between East Pier and the southern entrance to the Breakwater Port.

T&G funded the buoys with support from Napier Port, Oceaneering & Salvage and the Napier harbourmaster. In the 2.5km event, Emma Burns, Mark Riddell, Murray Linnell, Dave Allen, Graeme Salmon, Chris Young, Bruce Beaton and Emily Park all from T&G, finished with respectable times. "It was a privilege to support the Napier Port Ocean Swim Race," says Bruce Beaton, general manager pipfruit, T&G.

"The passion and energy on display by participants, organisers and Surf Life Savers who kept swimmers safe, was immense and it was a great was to bring H.E.A.L to life in the bay," says Bruce.

"It was a privilege to support the Napier Port Ocean Swim Race"

Bruce, T&G general manager pipfruit

Getting the juice

Growing demand for fresh juices has seen T&G form a partnership with The Apple Press®.

The Apple Press® story began in 2013 when Hawke's Bay apple grower Ross Beaton teamed up with food innovation specialist Sally Gallagher to tackle the

industry challenge of using imperfect fruit coming off some Hawke's Bay apple orchards.

Their innovative solution was to crush the fruit and through the use of clever technology creating a range of premium beverages for launch into the New Zealand market, followed by export to selected international markets.



With the consumer at the core of their focus, (excuse the pun!) the end result is The Apple Press® made with fresh, quality ingredients including T&G's JAZZ™ and Envy™ apples.

T&G's partnership with The Apple Press® includes the exclusive licensing of JAZZ™ and Envy™ in the beverage category within key export markets.

Both teams are excited to work together and see unlimited potential for joint sales and marketing opportunities within key categories, markets, retail and events. Juice fans can also look forward to Braeburn & Valencia Pulp Orange, Royal Gala & New Zealand Feijoa and Braeburn with Hawke's Bay Pear juice sold in two bottle sizes from April 2018 in New Zealand.



Ross Beaton and Sally Gallagher of The Apple Press.

Celebrating our Staff

Congratulations to the following T&G employees celebrating milestones from January – March 2018!

30
YEARS

DENISE DESLANDES

SHEROLYNE JONES



Sherolyne Jones



Denise Deslandes

20
YEARS

RAY SADLIER

LYNLEY ANDREWS



10
YEARS

EMMA WILKIE

HAMISH MCWHINNIE

RICKY WATSON

BRETT SCHWASS

PENI LEAAETALA

JAMES 'NORM' PAKOTI

GRANT 'GRUNTA' HOLDSWORTH

ROBERT KOROI

DAVINASH NAICKER

DONAVIN 'DONNY' ROBINSON

CAROLYN GERKEN

DAN PINOMI

KIRSTEN HINTZE

CHRISTINE BARY

TIM HAMER

PETE LABES

TAOKO TAU

BRUCE JONSON

Grow your world with T&G

Printed on 100% recycled paper





BEEKIST®

GROWN BY PEOPLE. POLLINATED BY BEES.

RICH
SOURCE
OF
VITAMIN
C

Our genuine fascination for flavour

Beekist® tomatoes come in all sorts of colours, shapes and sizes, but with one important thing in common – each is a natural taste sensation.

Sweet or tangy. Subtle or savoury.

Whether your favourites are yellow, orange, brown or traditional red, they're grown and hand-harvested to be enjoyed at optimal flavour levels. Perfect for everyday foodies who want to taste a tomato the way nature intended.



Sunshine Mix

A duo of on the vine sweetness delivering the gourmet factor of our red delight beauties and combining with the delicious rich flavour of y.e.l.o.



Chef's Selection

A beautiful array of tomato sweetness, flavour and colour, bringing together the very best in Angel, Red Delight, y.e.l.o., and deep richness of the Kumato for a culinary sensation.

Available in New World & Pak'nSave

BEEKIST.CO.NZ

NEW ZEALAND GROWN BY



 Recyclable packaging