

T&G ^{FRESH} update

A BayWa
Company

DECEMBER 2015



WELCOME,

2015 has been another year of unification and growth for T&G. The completion of both Pipfruit and Covered Crops acquisitions and the subsequent integration, a new office in China, the rebranding of our New Zealand and international businesses to the T&G brand and the introduction of asparagus as a new key category; it has been a year of continued growth.

I would like to take this opportunity to thank all of our people who have pulled together behind 'One T&G' and really stepped up to show the true strength of our brand.

I've been pleased to see the solid foundations we established in 2013 being built on and a real sense of direction becoming obvious throughout the company.

While we are wrapping up 2015 I am conscious that 2016 holds more changes, challenges and opportunities for all of us. As we move further onto the global stage with our people and products, and take our current businesses to the next level of service and experience; we need to keep hold of our strong Mindset – to be Grounded, Resilient, Open and Willing. Concepts we will look to explore further next year and really build into everything we do.

To our customers, growers and stakeholders, on behalf of T&G I'd like to wish you all a happy holiday season and we look forward to working with you in the New Year.

And finally to all our T&G people – thank you for a great year. I hope you and your families have a happy holiday season and a safe return in 2016.



ALASTAIR HULBERT
CEO





HORTICULTURE –

working together to create positive change for all children

Anyone who has spent time with me will know one of my key passions is our T&G Community Programme. When it was created a few years ago we surveyed our people and asked what they thought we should focus on within the community. Overwhelmingly the answer was children and healthy nutrition.

Since then my mission has been to create partnerships with like-minded organisations and support and educate young children to live a healthier 'fresh produce' lifestyle.

The statistics are pretty horrendous when it comes to childhood obesity and whole generations are gearing up for a myriad of health and educational problems down the track. I firmly believe that the horticulture industry has a defining role to play when it comes to helping the children, and by working together, we can really help create change for the positive.

As I've said previously, our greatest competitors are not other produce businesses but the high fat, high sugar processed products on the market. These are the foods that children are turning to for their snack options rather than our healthy offerings.

So let's look at 2016 as the year we turn the tide and focus on giving all children a fighting chance to grow into healthy young adults.

Kylie

KYLIE HOROMIA

Corporate Communications Manager



WE'D LOVE TO HEAR FROM YOU

The Fresh Update is always looking for ideas. If you have something to share or feedback you would like to give please email Bernie Ferreira at bernie.ferreira@tandg.global.

VISIT US ON FACEBOOK

facebook.com/turnersandgrowers

MILESTONES

Congratulations to the following T&G employee's celebrating milestones during November and December. And a special congratulations to Terence McCauley on celebrating 60 years with T&G!

10 YEARS

Malcolm Northover
Tafihi Toafa
Jared Eketone
Anton Whittington
Olivetia Lama
Tevita Fetuani

30 YEARS

Lynnette Rushton

60 YEARS!

Terence McCauley

20 YEARS

Shane O'Brien
Aaron Leslie
Marama Proctor
Lavinia Dethierry
Vave Ioana



WE'VE GROWN BECAUSE WE'VE STAYED TRUE TO OUR ROOTS.

We're GROUNDED

WHY? We've been around since 1897, but our values are even older than that. We're all about the basics: keeping it real, respecting everyone we come into contact with, and being at one with our community.

MINDSET WORKSHOPS COMING YOUR WAY!

You helped create our company's Mindsets earlier this year now watch as we delve deeper into the meaning of each.

Keep an eye out for Mindset workshops coming to a site near you in 2016. The interactive workshop sessions will be a fun opportunity to learn more about T&G Mindsets and how you can utilise them to get the most out of your role. Watch this space!



T&G's Andrew Keaney and Young Horticulturalist of the Year, Caleb Dennis

T&G PRESENTS PRACTICAL ACTIVITIES AWARD

In November the final of the 2015 Young Horticulturalist of the Year competition was held in Auckland. The aim of the competition is to encourage young people in horticulture to further develop their skills and knowledge and to increase the opportunities for long term careers in the industry.

T&G supports not only this national competition but also the regional competitions held around New Zealand.

"Getting young people involved in horticulture and raising the profile, expectations and standards is key to the success of our industry. All of these activities create excellent role models and all participants should be applauded for putting in a huge amount of effort to compete," says Kylie Horomia, Corporate Communications Manager.

Congratulations go to Caleb Dennis for winning the T&G Practical Activities Award as well as the overall title of Young Horticulturalist of the Year.

Top left: Luke Posthuma, Bottom left: Leander Archer receiving her award



CONGRATULATIONS TO TWO BUDDING HORTICULTURISTS

Hard work has paid off for two previous T&G scholarship winners from Massey University. Luke Posthuma, was awarded the **'Massey University Award for Excellence in Horticulture'** and also took home the prize for best third-grade point average of all Bachelor of Agriculture Science students.

Leander Archer was crowned with the main award of 'Massey University's Agriculture Student of the Year' and also took the prize for the best third-grade point average of all Bachelor of Agriculture Science students. Congratulations to you both and we look forward to seeing your work within the Horticulture industry.



CELEBRATING OUR BELOVED JAZZ

In October T&G East in Hastings surprised two of our main growers with awards, unbeknown to them, at a dinner held at Vidal's Winery.

Our worthy winner of T&G East Grower of the Year, Steve and Liz Davis from Rainbow Fruits Ltd were awarded for their excellence in all facets of performance including data provided, pack-outs, quality and communication. To be eligible for the award the growers needed to be supplying three or more varieties to our packhouses.

The Jazz™ Grower of the Year award recognised Leon and Robyn Stallard from Claremont Trust's exceptional quality of our beloved Jazz™ apple, along with high performance in data, pack-outs and communication.

"Leon and Robyn's Jazz™ crop was superb with it being the main contributor of volume to our Australian programme," says Ivan Angland, T&G East Regional Operations Manager.

Ben Rimmer, T&G Grower Representative, Anna Duly, T&G Quality Manager and Warren Laugesen, T&G Packhouse Manager were also there to join in the festivities.

"The awards were a big surprise to our growers and a reason for a great celebration and enjoyable evening."



Warren Laugesen, Liz & Steve Davis, Ben Rimmer, Robyn & Leon Stallard



WFL REWARDED

Worldwide Fruit (WFL), T&G's market partner and exclusive marketer of Jazz™ and Envy™ in the UK, have been rewarded for their progressive and hard work by winning the Chilled, Fresh & Dairy Manufacturing Company of the Year award. Nearly 50 of Britain's top food and drink manufacturing businesses were shortlisted in the awards that recognised the best of the best in British food and drink manufacturing sector.

Food Manufacture Excellence awards reward companies that have displayed progress and achievements through their manufacturing processes in this competitive and fast-moving industry. Not only did WFL win company of the year, their print room champion trainee, Amber Wild, won the Young Talent of the Year award beating 5 other young stars from the industry. Amber recently completed a qualification in Manufacturing Excellence, learning to use the tools of continuous improvement in manufacturing whilst delivering a live project with tangible benefits to her work area.

These are significant achievements for WFL as a whole and a testament that they are at the forefront of the Fresh Produce industry, and can take on other food industries as well.

A big congratulations to Amber and all WFL staff on their achievements.

About Worldwide Fruit

Worldwide Fruit specialises in supplying fresh fruit, primarily apples, pears and avocado, to the UK market. By creating a continuous improvement culture in the workplace and working with customers, it has grown its market share over recent years. Sales have grown in value by 18% over the past three years. In addition, over the past three years, it has invested over £3.3M.



Amber Wild
receiving her award

THE HORTNZ LEADERSHIP PROGRAMME

Recently I had the pleasure of completing the HortNZ Leadership Programme, which was broken into three phases from August to October this year.

Phase One was a 4-day residential at Lincoln University focussing on the skills and knowledge that make a strong leader, NZ horticulture key topics and creating a development plan for ourselves. We were also fortunate to have a number of industry leaders including Nadine Tunley, PipfruitNZ Chair and Mike Arnold, HortNZ Director, speak to us about their perspective on leadership and what we can do to develop our skills in this area.

For Phase Two, we fine tuned our development plan and implemented SMART principles to work towards achieving our personal goals. This was all done in the context of the workplace.

Phase Three was a three-day residential hosted in Wellington, where all participants presented an update on their progress towards the personal development plan, while at the same time gaining a better understanding of the government process and its affect on the NZ horticulture industry. We were fortunate to spend some time with Nathan Guy (Minister of Primary Industries) to discuss the government's perspective on some of the key topics of our industry and hear the minister's view on where the opportunities are for horticulture going forward. We also spoke to Damien O'Connor, Labour Party Primary Industries Spokesman, which was particularly interesting as gave us a bit of food for thought from a different perspective.

Some of the key benefits of the programme include strategic planning, understanding different learning styles, effective communication skills, governance, networking and gaining an industry wide perspective. More importantly, all of the elements were taught in the context of our industry and in a way which makes them easy to apply on a day-to-day basis.

I can't speak highly enough of the programme and came out of it truly motivated, not only to further develop my personal skills but also contribute to the growth of T&G and the horticulture industry as a whole.

I strongly recommend anyone at T&G looking to develop their leadership skills to apply for the HortNZ Leadership Programme next year.

Report by Dane Grey, Commercial Category Sales Specialist (Pipfruit & Summerfruit)



Dane Grey and Dave Naicker at the HortNZ Leadership Programme

TRUCKING FOR CHILDREN

Trucking for Children Hawke's Bay raises \$33,000 for The Little Elms Charitable Trust.

Every year truckers from around New Zealand gather together in the Hawke's Bay to help raise funds for an incredible cause – The Little Elms Charitable Trust. This year those trucks, alongside a dedicated group of volunteers, raised a staggering \$33,000 (NZD) for sick children.

"We have supported this event a few times now and every year it gets bigger. For T&G, children are a huge focus for our community support and we are happy to host it on our T&G Pipfruit site," says Kylie Horomia, Corporate Communications Manager.

Little Elms provides accommodation for families of patients at Hawke's Bay Hospital – particularly if the patient

is a child. Families of child cancer patients from around the country are able to use the holiday house to have much needed 'time out' from the rounds of tests and treatment that otherwise rule their lives.

This year saw not only a record amount raised but also the most trucks and the biggest crowd through the gate.

"It was a really great family atmosphere and the generosity of the community, the sponsors and the volunteers was humbling. The money will go towards supporting deserving families during some very difficult times, so the hard work paid off in the end."



We're willing



The Stats

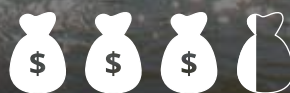
230 Trucks



Approx. 8,000 Visitors



\$33,000 Raised





"This new partnership will give All Good the ability to reach more customers throughout New Zealand by utilising our well established national transport network..."



IT'S ALL GOOD!

T&G and All Good Bananas join forces.

All Good Bananas

All Good Bananas is a New Zealand owned company that only trade in the good stuff; food that is good for the producer, the land and the consumer. The company is New Zealand's only 100% Fairtrade banana importer, working with the El Guabo Fairtrade Cooperative of small farmers in Ecuador.

Over the past five years, Kiwis buying All Good Bananas have contributed \$6.6 million to farmers and their families in the El Guabo Cooperative in Ecuador. In that time, 150 farmers have been paid fairly, 6,400 people have received free medical care, 2,000 children have received school packs to get a proper education and 460 children with special needs have been able to go to school.

All Good was named one of the World's Most Ethical Companies 2013/2014 by New York based ethical think tank, the Ethisphere Institute and now Fairtrade Trader 2014 by Fairtrade International.

T&G and All Good Bananas have ventured into an exclusive sales and distribution partnership which will allow Kiwis the opportunity to buy more All Good bananas from more stores around New Zealand, especially in the South Island.

They will also be looking at ways to expand the range of certified Fairtrade and organic products, offering Kiwis a wider choice of ethical and sustainably farmed fresh produce.

"We've come a long way since launching New Zealand's first Fairtrade bananas in 2010. Working together with T&G will ensure we can do an even better job by getting our Fairtrade and organic bananas to people who haven't been able to find them in their local stores," says All Good Bananas co-founder, Simon Coley.

T&G took over distribution in October, handling ripening, sales and distribution.

"T&G is excited to secure the exclusive sales and distribution rights for All Good Bananas," says T&G Executive General Manager New Zealand, Andrew Keaney.

"This new partnership will give All Good the ability to reach more customers throughout New Zealand by utilising our well established national transport network, strategic ripening and market locations, but more importantly through this partnership we are looking to offer our customers and consumers more choice and an expanded range of Fairtrade and organic produce."

Over the past five years All Good Bananas have become a favourite among Kiwis, introducing Fairtrade bananas and making them more available in stores around the country has helped increase the sales of Fairtrade bananas in New Zealand by over 76%.



GOING BANANAS

T&G and All Good Bananas hit the street for the Auckland Marathon.

Every year thousands of New Zealanders make their way to Auckland to participate in the much anticipated Auckland Marathon.

The marathon course started at Davenport on Auckland's North Shore and finished at Victoria Park giving the runners the option of completing the Full Marathon (42.915kms), Half Marathon, 12km Traverse, 5km Fun Run or the Children's Marathon – there was something for everyone.

This year the event attracted more than 45,000 spectators, 16,500 competitors and visitors from 50 countries. T&G, along with All Good Bananas, were there in full force ready to blend together some deliciously dairy free and refreshing banana, berry, coconut milk and honey smoothies, perfect for the hot summer's day that the athletes were blessed with.

"The All Good Banana stand along with the famous smoothie bikes attracted crowds of people who were all very keen to have a go at biking for a banana smoothie," says Amy Batty, T&G Marketing Assistant.

Not only was the event a great way to launch the partnership between T&G and All Good as our new banana brand but it was a fun filled day for everyone including a number of T&G staff who participated in the marathon.



REPRESENTING T&G AT THE CORPORATE CHALLENGE

In November nearly 1000 people made their way to the Auckland Museum's Annual Fidelity Life Corporate Challenge, a run walk series for business teams. This year four people from our Transport Division participated in the 5km run that pitted industry vs industry.

The race was split into eight industries, Legal, Accounting, Financial, Government and Health, Transport and construction, Technology and Other. This year, T&G went under the Transport Category and placed 4th overall.

The T&G people who participated were Brent Main, Supply Chain Manager, Brent Batters, North Island Logistics Manager, Garrett Hoffman, Northern Regional Sales Manager and Anu Krishna, Data Admin Supervisor. Garrett was top finisher in the team, tied 99th out of 985 participants.

"The Corporate Challenge was a great team building event and we all enjoyed getting out of the office for some fresh air and friendly competition," says Garrett Hoffman, T&G Northern Regional Sales Manager.



T&G's Garrett Hoffman and Anu Krishna

DUCKING TO THE FINISH LINE

Last month the Waikato River saw 1000 ducks, sponsored by local Auckland companies, race to the finish line as part of Tuakau Kindergarten's fundraiser.

The Tuakau Duck Race is a big community event with stalls and entertainment as well as the main event, a paddling of rubber ducks making their way from the Tuakau Bridge down the Waikato River. This year, T&G sponsored a rubber duck Usain Beak, which looked sleek painted in black with our company logo as well as a fruit bowl on its head – it definitely stood out from the crowd of yellow.

A fun day was had by all as crowds of people from the local area came down to enjoy face painting, singing and dance performances, craft and food stalls and a jumping castle. The event raised more than \$7000 which will be used to support Tuakau Kindergarten's Nature Discovery Programme.







Taste of Auckland Beekist Stall Stats



99.9% Positive feedback



1 Online Article

A TASTE SENSATION

The launching of our Beekist tomatoes at Taste of Auckland.

November 5th – 8th marked the 4th annual Taste of Auckland, New Zealand's most celebrated foodie festival, showcasing what's hot on the Auckland food scene. More than 25,000 Aucklanders flocked to Western Springs over four days to sample signature dishes from some of Auckland's most exciting restaurants, in a beautiful alfresco setting surrounded by pop-up wine and craft beer stands, and alternative food and drink experiences.

For exhibitors, Taste offers unparalleled opportunities to engage this passionate foodie set to elevate your brand positioning to discerning consumers, chefs, media and foodies alike.

It seemed only fitting that T&G use Taste as the platform to launch the new Beekist brand and packaging to Taste's qualified audience, reinforcing T&G's position as innovators and market leaders in our category to consumers, food service, our retail partners and consumers.

Our brand ambassadors did an outstanding job of communicating the Beekist brand story, what the brand embodies (Fresh, Flavour, Naturalness and Trust) and delivered an inspiring, flavoursome sampling experience that championed Beekist's latest innovation 'Tasty Mix', encouraging consumers to use tomatoes in different ways this summer.

The response was overwhelming – many consumers commented that the samples on the stand 'Beekist Caprese Skewers' and 'Beekist BBQ Skewers' were some of the best on offer at the festival. We received nothing but positive commentary on the new packaging and brand look, with many asking when and where they will be able to purchase the new range. The consumer engagement levels were high, creating a positive, memorable experience ensuring the Beekist brand resonated with consumers – with benefits that will surely translate in-store when the new range launches.

A BLAST FROM HOLIDAYS PAST...

1. TINA TAI

**Export Manager,
North America
(Los Angeles)**

My favorite childhood toy that I got as a present was a Nintendo console. 1st generation Nintendo. Yeah... the good old days.



2. PAUL SCHEFFER

**Export Manager Citrus
Australia (Melbourne)**

The most memorable Christmas gift I received was a gold Mini-max bike when I was five years old.



3. MELISSA QUISPE

**Sales Support
South America (Peru)**

When I was six years old my father gave me the typical Peruvian game called 'Ponte Mosca' (similar to Monopoly) – I have very fond memories of it.



4. JOSE LUIS ALVISTUR

**Export Manager,
South America (Peru)**

My favourite gift was my bike of course. My parents gave it to me at Christmas of '96 or '97. That picture was taken in a famous bike trial, which is a desert but it is all green because we had the "El Niño" weather phenomenon that winter.



5. BERNIE FERREIRA

**Communications
Coordinator,
New Zealand
(Auckland)**

The best present I got for Christmas was an army set with little soldiers, tanks and military buildings – I was a real tomboy.



We're
CROUNDED

We're
open





6. KARLA MAREE
Admin & Logistics
Manager, South Africa
(Cape Town)

My favourite present was any kind of soft toy. I could literally fill up my whole bed with soft toys when I was a child. I also loved getting Lego – I could play with it for hours.

7. SANDRA CARRASCO
Sales Support, South
America (Peru)

My favourite gift was my Care Bear from the famous US TV programme of the 80's. My parents gave it to me as a gift for my 4th birthday. It was impossible to separate us (as shown in the photo).

8. SARIELA BARUCH
Admin & Finance
South America (Peru)

My favourite gift was a huge doll's house that my mom gave me when she came back from a long trip. I used to play with it for hours.

9. SOLEDAD VILA
Administration
Assistant, South
America (Chile)

The best holiday gifts I received when I was a child were a bicycle, pencils, copybooks, paint and craft items, I spent hours playing with them.

To this day I enjoy painting and cycling.

10. FELIPE GACITUA
Sales Support
Manager, China
(Shanghai)

My favourite gift was our Christmas tree. I was more excited for that than any new toy or presents.

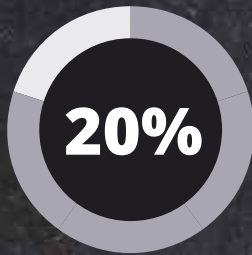


New Zealand Children Aged Between 2-14*

*Statistics from the NZ Ministry of Health

New Zealand is the 3rd
WORST country for child
obesity in OECD nations.

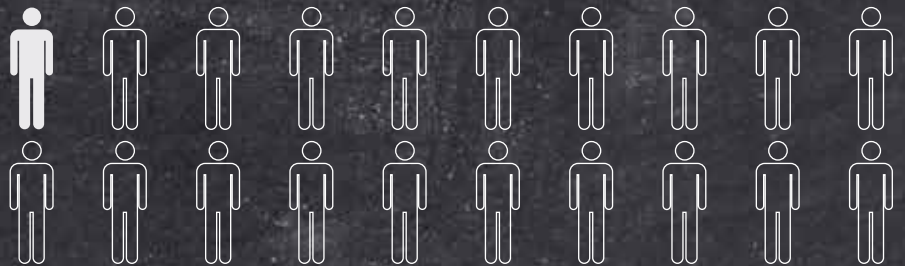
20% are overweight



1 in 9 are obese



1 in 20 are MORBIDLY obese



MAKING THE RIGHT CHOICE

The statistics make for grim reading. Now is the time for us to come together as an industry to help improve the health and wellbeing of future generations of Kiwi's.

Recently, the New Zealand government launched their Childhood Obesity Plan, which has three focus areas, made up of 22 initiatives. The package of initiatives aims to prevent and manage obesity in children and young people up to 18 years of age.

There are several areas of relevance for T&G, and the wider horticulture industry, including 'Partnership with industry' and 'Public Awareness Campaigns' however, overall we are pushing hard to help make change for a healthier direction.

To see the full plan go to www.health.govt.nz/our-work/diseases-and-conditions/obesity/childhood-obesity-plan.

At T&G, we are doing our bit to help change the statistics by:

- Supporting five Primary Schools through the Garden to Table programme in Kerikeri, Ruakaka, Nelson, Hastings and Auckland.
- Working with the Fruit in Schools programme to supply over 4,000,000 pieces of fresh produce to 186 schools and over 20,000 children.
- Supporting children's community events and vegetable gardens around the country.
- Promoting our Jazz™ Snackers range of apples and snack sized tomatoes to children as a healthy snack alternative.
- Looking to roll out further child nutrition initiatives through our global offices.

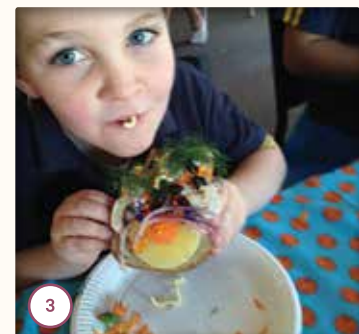
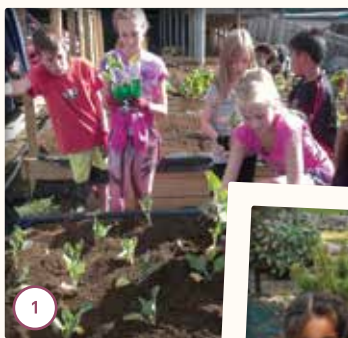
What will you do to change these statistics?

We'd love to hear what other businesses/groups/individuals in the Horticulture Industry are doing to help children's nutrition. Email your actions to: communications@tandg.global.



Research suggests if you are overweight or obese in childhood you are more likely to be overweight or obese as an adult.





GROWING MINDS

Five schools share their experience with Garden to Table.

Kerikeri Primary School, Kerikeri Programme established in: 2014

1

Kerikeri Primary School children have been actively involved in delivering the Garden to Table gardening and cooking programme this year.

The students have enjoyed their weekly involvement in planting and caring for the produce they have grown which has introduced them to a wide variety of 'hands on' life skills. The children have also learnt that plants need water to survive and the various nutrients needed throughout the growing process.

"We have five raised beds planted with crops to suit the seasons. In each bed we rotated plantings including brassicas, salad greens, legumes and winter greens such as kale, spinach and silverbeet. We also added a variety of herbs which have added diversity to our garden produce as well as providing lovely colour. A kumara and potato patch has been prepared, with potatoes already planted," says Lynne Oldham, Deputy Principal.

As a further extension to the Garden to Table programme, Kerikeri Primary has planted eight fruit trees, which is the beginning of their school orchard.

"The children have thoroughly enjoyed the opportunity to have been involved in such an innovating and holistic approach to learning. The exposure to planting, watering, using appropriate tools and researching origins of the plant types and cooking, has added to the richness of the experience of Garden to Table," says Kerry Maxwell, Deputy Principal.

Ruakaka Primary School Programme established in: 2015

2

Ruakaka School has joined Garden to Table and intends to start lessons in Term 1 of 2016. The school already has large established gardens which can be expanded if necessary. This includes fruit trees and a citrus grove plus access to an olive grove. Chickens, beehives, worm farms and composting are all well-established in the school grounds and the children have harvested olives to make oil and produced honey to sell within the school.

Ruakaka is now ready to take the next step and go full circle with the 'grow, harvest, cook and share concept' of Garden to Table and formalise this as part of the school curriculum.

Victory Primary School, Nelson Programme established in: 2015

3

The Garden to Table programme at Victory Primary School in Christchurch is well underway after a successful visit by their Primary School principal Helen Taylor-Young and Junior Maori Immersion teacher Suzy garlic to St Martin's Primary School, where they had the opportunity to witness a garden and kitchen class in action and gain some insight from other specialists. As part of the programme, Victory now holds classes where the students can spend a good amount of time in the garden as well as cook all sorts of interesting recipes from produce picked from their garden, including fruit kebabs, green pancakes and smoothies.

Flat Bush Primary School, Auckland Programme established: 2014

4

This year, Flat Bush Primary School had six classes participate in the Garden to Table Programme which they run twice a week.

The school's garden was full of tomatoes, cucumber and zucchini when the children returned from their school holiday at the beginning of the year and they have enjoyed the opportunity to regularly eat freshly picked produce from the garden, cook with it, and take some home to their families. When the school has excess produce they have also sold it to staff to raise extra funds for seeds and cooking ingredients.

"Crops that we have had great success with this year include: potatoes, tomatoes, zucchini, kale (kale chips and kale muffins – mmmm!), broccoli, HUGE cauliflower, silverbeet, onions, beetroot (we are currently making a delicious beetroot risotto), cabbage, bok choy, carrots and a variety of other herbs," says Janetta Mayerhofler, Classroom Teacher.

The children love being out in the garden and especially love watering the plants and using the big garden tools such as spades and forks to dig.

Flat Bush Primary is now planning for next year, and are looking in to including beehives.



5

Haumoana Primary School Programme established in: 2015

5

The Garden to Table Programme has arrived in Hawke's Bay and the staff and children of Haumoana School are excited at the prospect of growing, harvesting, preparing and sharing in the months ahead.

Sitting on the top of a hill with a great view of Cape Kidnappers and the bay, Haumoana School is situated amongst orchards, vineyard and other crops. This means the school is in prime growing country which great news for our many young gardeners waiting for our large gardens to be planned and developed.

Haumoana School's Garden to Table programme is in its early days and involves the Year 4 and 5 pupils who have been busy planning and planting herb gardens to get things started. Ailsa Slui, the Gardening Specialist and Jon Lovell, a school teacher and "foodie at heart" have led the way with the kitchen side of things in 2015. All staff and a parents were inspired during recent visits to Auckland Garden to Table schools.



COMMUNITY COMING TOGETHER

The Mangere East Community Centre is a place where people can come together to connect, learn, celebrate and contribute. This community centre is run by the Mangere East ACCESS Trust, charitable organisation set up in 1997 to serve people living in the Mangere East Community.

Over the past year T&G have supported the community centre by providing them with funds to get the garden set up and offering unique opportunities that are accessible to the community.

The new learning gardens at the Mangere East Community Centre add a fresh and healthy option for afternoon-tea for the holiday programme and after-school care children. As well as normalising healthy options, our 'Garden School' teaches children the basics about growing your own garden, being more environmentally conscious and making it fun with creative up-cycling and composting ideas.

"This learning opportunity has grown organically to include adults from our community, with the 'Mangere East Garden Club' meeting weekly. The group work with the kids on the garden maintenance and sharing different gardening stories and techniques. Gardening has also become an activity for our parenting programmes we run here too," says Hone Fowler, Centre Manager Mangere East Community Centre.

The community centre also have plans to eventually start a community café to complement their garden space, using fresh produce from the gardens. The children are also designing a garden mural and creating a green-wall of herbs adjacent to the gardens.

"This has all been made possible with the support of T&G and our vibrant community in Mangere. We look forward to continuing our positive and fruitful partnership with T&G."



The new learning gardens at the Mangere East Community Centre add a fresh and healthy option for afternoon tea for the holiday programme and after-school care children.



Picking lettuce from the community garden

ENVY™ APPLE

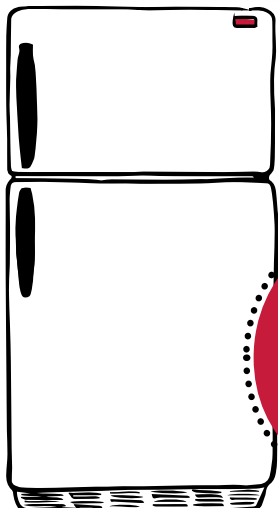
IT'S HARD TO PUT INTO WORDS WHAT MAKES ENVY SO REMARKABLE. EACH SATISFYING CRUNCH REDEFINES WHAT TO EXPECT FROM AN APPLE.

ONE BITE LEADS TO ANOTHER AND ANOTHER AND ANOTHER AND...

yum

CHARACTERISTICS

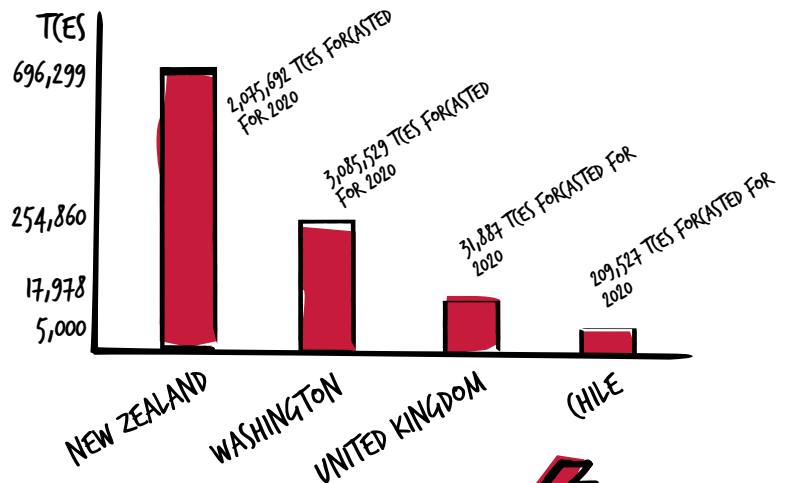
ENVY APPLES HAVE A DENSE (RUNCHY BITE DUE TO THEIR CELL STRUCTURE. THEY ARE ONE OF THE SWEETER APPLES ON THE MARKET MAKING THEM VERY POPULAR WORLDWIDE.



APPLES SHOULD BE STORED IN A FRIDGE NOT A FRUIT BOWL



TOP ENVY GROWING LOCATIONS (2014)



323

KILOJOULES OF ENERGY IN AN AVERAGE SIZED ENVY APPLE.

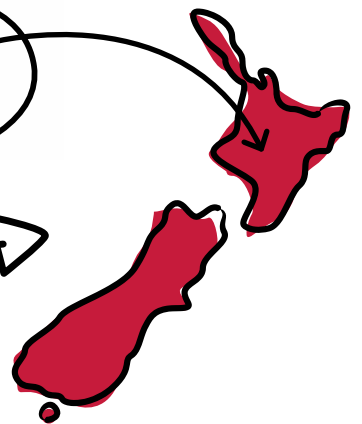
ENVY APPLES HAVE MORE ANTIOXIDANTS THAN GREEN KIWIFRUIT PER 100G! - PLANT & FOOD RESEARCH

THEY LOVE TO GROW IN NZ

315 HECTARES OF ENVY ARE GROWN IN NZ (2014).

GROWING CONDITIONS

PREFERRED CONDITIONS ARE COLD WINTERS AND DRY WARM SUMMERS, MAKING NEW ZEALAND AND WASHINGTON AN IDEAL PLACE TO GROW THEM.



PMA FRESH SUMMIT

Oppy's Anderson honoured for entrepreneurship at PMA

Report by Karin Gardner, Oppy Marketing Communications Manager

In October, Darren Drury, T&G Executive General Manager Pipfruit, and Rebecca Jenks, T&G Market Planner Pipfruit, joined The Oppenheimer Group team at the Produce Marketing Association (PMA) Fresh Summit, North America's largest convention and trade show.

The event drew nearly 20,000 participants from throughout the world to Atlanta, Georgia, boasting over 1,000 exhibits and a robust education programme.

"As every year, the 2015 Fresh Summit gave us the opportunity to connect with our grower partners, meet with customers, and showcase our product line to the trade and the media," said David Nelley, executive director of Oppy's apple, pear and cherry categories. David leads the North American marketing initiatives for Jazz™, Pacific Rose™ and Envy™ apples.

All three apples were featured prominently at the Oppy stand. "We had very positive feedback from everyone on Jazz™ and Envy™, Envy™ in particular, which was exciting to hear," says Rebecca.

Rebecca, a first time participant at the show, toured the exhibit hall to see the variety of products on offer and looking at the range of new packaging available, while also serving as T&G Global's representative at the Oppy booth, meeting with suppliers, customers and retailers.

"I was amazed at the sheer size of the PMA and the vast array of produce and products on show," she said. "The stands themselves were very impressive with clever ways of displaying produce and products. Oppy had a TV set in their stand to show the All Black's semi-final game. This was very popular, attracting a lively crowd when the game was on."

Fresh Summit is a great opportunity to gain useful insight to the North American apple landscape.

"A key learning I took from the PMA is that there is an increasingly wide range of apple varieties on offer so competition for shelf space at retailers is fierce," she said, "especially given most retailers talked about wanting to reduce the number of SKUs on their shelves."

The Oppy team appreciated Darren and Rebecca's long travels to join them in Atlanta.

"There's great value in having our grower partners with us, not only in discussions with customers, but also as a resource of information for the Oppy team members present," says David.



Rick Derrey, Manager North America - Enza, Rebecca Jenks of T&G, and Garland Perkins, Oppy Retail Solutions Strategist.







LEADING BY EXAMPLE

T&G work to become an exemplar of horticultural H&S.

HortNZ represents 5,500 commercial fruit and veg growers



T&G is forging a relationship with WorkSafe, New Zealand's health and safety regulator, with the aim of reducing accidents in the horticultural sector.

The move comes as WorkSafe ramps up its focus in the sector as part of its drive to improve health and safety outcomes in New Zealand's workplaces. New Zealand's Health and Safety Reform Bill, which comes into force in April 2016, aims to reduce the risk of injuries and fatalities at work.

WorkSafe is providing free grower-friendly toolkits and online resources to enable growers, orchardists and farmers to establish simple risk management systems to meet the Bill's requirements.

"T&G has good safety processes," says Al McCone, WorkSafe's Agriculture Programme Manager. "However, our aim is to establish a relationship that will see it become an exemplar of horticultural health and safety in New Zealand, with all its suppliers meeting the highest standards."

Mr McCone says WorkSafe already has a good relationship with HortNZ, the industry association representing New Zealand's 5,500 commercial fruit and vegetable growers. Following a drive to build relationships in the pastoral agricultural sector – including memorandums of understanding with Dairy NZ, state-owned pastoral farming enterprise Landcorp and farming insurer FMG – it is looking to create further stronger relationships and promote good practice throughout the horticulture sector.

Horticulture has lower incidence of accidents than pastoral agriculture and Mr McCone attributes this to several factors. "Horticulture is by no means easy, but it doesn't have the sheer variety of tasks required in pastoral farming. There are some very large orchards and vineyards but most are quite contained in size compared to pastoral farms and they don't usually deal with large animals.

"The horticulture sector does however have a much larger influx of casual seasonal workers so its lower injury rate suggests there's greater understanding about the basics of keeping people safe. That may be because horticulture already has greater familiarity with systems. Orchardists and growers tend to be more involved with the import and export process, and familiar with audits and policies, than pastoral farmers, particularly because of things like Global G.A.P."



However, injury rates in horticulture still make for sobering reading. Since 2008, 120 people have died in accidents in agriculture and horticulture in New Zealand – more than any other industry. Last year in the summerfruit sector alone, 11 people suffered severe injuries and 91 non severe injuries. Out of 43 agriculture/horticulture deaths in 2013-2014, 37 involved vehicles or machinery. Quad bikes are the leading cause of death from injury while 20 per cent of fatal accidents involve tractors. Last year, a worker died when a tractor rolled at an apple and kiwifruit orchard near Motueka.

Since 2004, 17 serious accidents have been reported involving horticultural mobile elevating work platforms – H/MEWPs or cherrypickers. In three incidents, operators lost limbs after becoming caught in the machinery. In two others orchard workers suffered serious harm when hit by moving H/MEWPS.

There were two separate incidents when operators suffered electric shocks when a cherrypicker touched power lines. Every year there is at least one death in New Zealand resulting from accidental contact of agricultural/horticultural machinery with overhead power lines.

“This is a reminder of how even routine jobs at an orchard carry risks,” says Mr McCone. “There is also the impact of injuries, which range from a few hours off work to long term or permanent disabilities. By identifying potential risks in your orchard, putting in place a plan to manage those and communicating that to your staff, you will significantly reduce the risk of incidents – and increase productivity due to fewer lost hours due to injuries.”

Mr McCone says a certain level of fear has grown up around the upcoming law changes. “There has been some scaremongering in the industry about the impact of health and safety legislation. We’re working with companies such as T&G to ensure they know the facts.

“Large orchards have detailed processes including logging vehicle numbers and signing every visitor in and out, but that isn’t necessary for smaller growers. WorkSafe will be providing everything New Zealand’s horticulturalists need for an effective, fit-for-purpose system. The concentration is not on documentation but on communication between people.

“We are currently writing the pastoral guidelines and then we will be doing the same for the horticulture sector, with input from HortNZ, Wine NZ and others, including T&G.

“It’s about getting people to think about risk, how to manage it and what to do to make sure that happens – that’s all that health and safety in the workplace is.

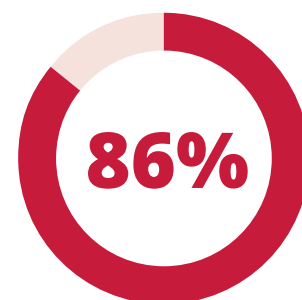
“We don’t simply want to be a regulator. We want to build strong stakeholder relationships with major players, of the kind we are developing with T&G, so we can support each other in efforts to reduce accident tolls across the sector.”

For more information on farm safety visit www.saferfarms.org.nz

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Since 2008, 120 people have died in accidents in agriculture and horticulture in New Zealand



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86% of agriculture/horticulture deaths in 2013-2014 involved vehicles or machinery.





Joe Vizzarri

SHOOTING AHEAD

Exciting times ahead for T&G's new key category.

Earlier this year T&G entered into a joint venture with M&G Vizzarri, aligning T&G's strategic pillar of strengthening relationships with suppliers and customers and focusing on growth of key product categories.

The relationship between the Vizzarri Family and T&G Global (formerly Delica) extends over 20 years with the partnership having resulted in the founding of Delica in 1994. Over the last 20 years, T&G has become the second largest exporter of Australian asparagus, enjoying approximately 40% market share. The relationship has strengthened further in recent years, as both T&G USA and T&G Peru became key suppliers to Vizzarri's imported asparagus program.

"What the formation of T&G Vizzarri Farms has looked to do is align these existing business relationships into a dedicated and specialised asparagus trading business that supplies customers in Australia and Asia fresh asparagus, 365 days a year," says Brent Lawson, T&G Vizzarri General Manager,

"The new joint venture allows T&G to become an integral player in the Australian asparagus industry, whilst the Vizzarri family are able to concentrate on the expanding farming operations."

In the next three to four years total production is expected to increase by around 300-400 acres, meaning T&G Vizzarri Farms will be looking to sell approximately 4,000 tonnes of Australian product and 1,200 tonnes of imported asparagus.

"The spring harvesting season is winding down and indications are that it will be a positive start for the joint venture. Export volumes have been up around 30% on last year, largely due to new farms starting commercial production. Around 500 acres have been kept for summer harvest and this will provide a unique selling proposition for T&G Vizzarri Farms, being able to offer significant volumes of Australian product to compliment the imported programmes."

Relationships with external suppliers have been hugely important to the success of the relationship between T&G and Vizzarri and these long term relationships will remain in place with a "business as usual" mind set to how the trading business operates.



*Passion for Freshness.
Everyday. Everywhere.*



www.tandg.global