



# T&G F R E S H update

A BayWa  
Company

DECEMBER 2016

*Celebrating  
a fruitful  
year.*



# JAZZ™

## APRIL

## FRESH NEW LOOK COMING SOON...

LOOK OUT FOR OUR FRESH NEW LOOK IN 2017

JAZZ™ is a trademark of ENZA FRUIT New Zealand International Ltd



### A year to celebrate

In my first column for 2016 I shared T&G Global's mission and how our business was going to deliver on it.

To recap, our mission is *"consistently delivering the highest quality fresh produce to the world by empowering a customer-centred, collaborative and accountable culture that delivers sustainable growth"*.

I have observed a fantastic focus on the mission this year across all parts of T&G. Our commitment to putting our customers (growers, staff, suppliers and partners) at the heart of everything we do is not new. With our customers as our guide, we've grown from humble beginnings into New Zealand's largest grower, marketer and exporter of fresh produce.

In 2017 we celebrate 120 years of operation. It's a significant achievement and a milestone we don't take lightly. We know if we're to be here in another 120 years we need to continue to be accountable, ensure exemplary food safety and biosecurity processes and grow and deliver the best quality produce.

When I reflect on what 2016 means for me a word that stands out is integration. After several years of acquisitions and mergers, we've bedded in

new structures and processes that will see continued growth in the T&G business both in New Zealand and worldwide.

We should all be proud of this as it benefits all our stakeholders, from our growers to our staff and the communities we operate in globally.

There's no doubting it's been a busy year and I'm personally looking forward to spending some quality time with my family over summer and making the most of the summer weather and our beautiful beaches (apologies to our northern hemisphere readers).

Next year will continue to be exciting for us and I am sure that I speak on behalf of all the T&G executive when I say have a wonderful Christmas and a very Happy New Year.

Take good care of yourself, your friends and families, keep protected from the sun or wrapped up if it's cold and stay alert on the roads.

I look forward to sharing 2017 with you.

**ALASTAIR HULBERT  
CEO**



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

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The Fresh Update is always looking for good news stories. If you have something to share, or feedback you would like to give, please email our editor, Bernie Ferreira at [bernie.ferreira@tandg.global](mailto:bernie.ferreira@tandg.global)

Follow us on Facebook, LinkedIn and YouTube.

Don't forget to check out our website [tandg.global](http://tandg.global)



## Kiwifruit milestone marked

T&G Global representatives attended a cocktail function recently hosted by Hon. Steven Joyce, New Zealand's Minister for Science and Innovation and Minister for Economic Development and Todd Muller, Member of Parliament for Bay of Plenty.

The function celebrated the kiwifruit industry's growth and innovation at Parliament Buildings in Wellington.

T&G is an active member of the kiwifruit community globally and has a memorandum of understanding with Zespri to market kiwifruit in South East Asia. That partnership is on track to sell one million trays of kiwifruit this season.

T&G Global also grows and markets its own kiwifruit brands ENZAGold, ENZAGreen and ENZARed Kiwifruit.

*From left to right: Simon Limmer, Zespri chief operating officer, Jo Jalfon, T&G Global corporate communications manager, and Alastair Hulbert, T&G Global CEO.*



Beekist® YELO™ tomatoes

We're open

**T&G TRIPLE NZ FOOD AWARDS FINALIST**

T&G Global's FreshFields FruitHitz kiwi and apple puree was just one of three T&G Global products to make it to the finals of the highly acclaimed NZ Food Awards for 2016. The awards are managed and supported by Massey University and the Ministry for Primary Industries.

With finalists from 63 companies, the categories were divided into small and large manufacturers. The Primary Sector Products Award category was open to all food and beverage producers, researchers and manufacturers who add value to primary products through the introduction of new varieties, cultivars or breeds.

T&G Global's FruitHitz was a finalist in this category.

"Although we didn't win, we were honoured to have been nominated for the award," says Robin Percy, T&G Global sales manager for small format packaging.

"It has been over six years and a huge team effort getting FruitHitz range to the level of success it is, in both New Zealand and export markets. Launching new flavours is vital in keeping the range current, while broadening our demographic client base," says Robin.

It was the second time a T&G Global Processed Food product had made the finals.

Also nominated for an award was T&G Global's Beekist® Y.E.L.O.™ tomatoes, known for their unique bright yellow colour. The tomatoes were a finalist in the Primary Sector Product category with Beekist® Angel tomatoes a finalist in the Dry Goods category.

Congratulations to all the finalists and overall winners of this year's awards.



## PROMOTING PRODUCE

Nick Fitzpatrick, general manager Americas and grapes category at T&G, has been appointed a director of PMA Australia-New Zealand. The entity was the first to become an affiliate of the US-based Produce Marketing Association in 2009.

Andrew Keaney, T&G Global's executive general manager New Zealand produce, has stepped down from PMA Australia-New Zealand after four years.

The organisation's focus over the next year will be working with members across the produce supply chain on food safety, talent, demand creation and networking initiatives.



## T&G PARTNER NAMED APPLE GROWER OF THE YEAR

Congratulations to T&G Global's grower and partner Scott McDougall, of McDougall Packaging and CMI Orchards, for being named 2016 Apple Grower of the Year by *American Fruit Grower* and *Western Fruit Grower* magazines, at the USApple Association and Apple Crop Outlook & Marketing Conference in Chicago in August.

"We are extremely fortunate to have growers like Scott in our programme. He understands horticulture and the importance of delivering a quality piece of fruit to the consumer. He is willing to share his knowledge and is also open to learn as much as he can from others," says Rick Derrey, T&G Global's North America manager ENZAfruit.

"Scott and his family business have been an integral part of our programme for many years and will be for many more. He currently grows about 130 acres each of Jazz™ and Pacific Rose and 150 acres of Envy™. McDougall and Sons are also one of three packers involved in our programme and are now packing our varieties in their new state of the art packing facility based in Wenatchee, Washington."

## Tesco gifts one million Jazz™ apples to customers

In October, Tesco ran a Jazz™ apple promotion, giving out one million apples to their customers at a range of retail stores, with the support of Vachamon, one of T&G Global's key distributors in Thailand.

Customers received a free Jazz™ with any purchase from the fruit and vegetable department of select Tesco retailers. The promotion ran across social and print media and culminated in a large event at a Bangkok store where Alek Teeradetch, Jazz™ apple brand ambassador and professional actor, attended as a special guest.

"There was a huge level of buzz created by this event with around

40 media representatives present, as previous promotions included sugar or rice giveaways. This was the first time that fruit was given out," says Victor Anderson, T&G Global's regional manager South East Asia.







*"It's a great opportunity for staff to get to know people from other divisions and strengthen relationships with those that they wouldn't usually work with on a daily basis."*



## TEAMS WORK & TRAIN TOGETHER

There is no better way to strengthen relationships with work colleagues than to enter a team or do a physical activity together. T&G Global's Mt Wellington IT, HR and finance staff have done just that and entered into a social netball competition.

"With our gallant leader, Gabriel Leong, in charge and a crafty name, Net Gains (thanks to Jason Hill), there was no doubt this team would be successful. We may have managed only a couple of wins to date but it's a great way to get out of the office environment, build team skills and stay fit and healthy," says Harpreet Gill-Tamber, T&G Global's financial accounting manager.

The finance team has also started a yoga group who have been meeting once a week to help staff relieve stress and relax during the busiest time of the year.

According to a 2012 Statistics New Zealand survey, one in five kiwi workers struggle with stress related illnesses or injury.

"As we work hard every day, both personally and professionally, it is important to take time out to relieve stress and enjoy some "me" time. The yoga sessions provide an avenue of stress release, relaxation and focus time, helping rejuvenate the mind, body and

soul," says Harpreet.

Around 13 staff across the Mt Wellington site have signed up for the lunchtime yoga sessions which run until mid-December.

Another Mt Wellington group of staff are also working out doing bootcamp sessions twice a week. The workouts at the Otahuhu Rugby Clubrooms and supported by T&G Global CEO Alastair Hulbert has also taken part when time permits.

Inspiring and leading the team is Dave Letele aka The Brown Buttabean who has lost 90kgs in his own health journey. Carol Hodgson, T&G Global national customer service / sales support, says the bootcamps have been very popular and have had staff participating from up to six different departments at a time.

"It's a great opportunity for staff to get to know people from other divisions and strengthen relationships with those that they wouldn't usually work with on a daily basis. I've had positive feedback from senior management saying they have noticed the atmosphere in their offices is a lot more relaxed and productivity seems to have increased."

## RECOGNISING YOUNG TALENT

T&G's Keanu Blakey Morgan, who has been with the T&G family for over three years, recently completed his apprenticeship and is now qualified as a trade certified maintenance engineer at

the Whakatu West site in Hawkes Bay.

"Keanu had an interest in mechanics, especially cars, from an early age that grew into a fascination of pulling things apart, fixing and improving them and diagnosing problems, which is now his career path. We're very proud of him," says Hamish Alexander, T&G Global site engineer.

Congratulations Keanu from everyone at T&G for your hard work and determination in achieving your qualification.



## RAISING FORKLIFT SAFETY

T&G Global staff operate hundreds of forklifts each day across our global sites. Growing concern about incidents involving these vehicles at our Whakatu (Hawkes Bay) and Nelson sites in New Zealand led to two recent safety forums.

"The forums involved our forklift drivers who attended a discussion session and answered a questionnaire around forklift safety," says Ian Eaton, T&G Global's national compliance manager.

"The forums were very well received by drivers at both sites and a good discussion was held during each session."

The questionnaire and discussion led to common themes being identified for improvements including the condition of apple bins; uneven surfaces in the yard; a lack of

concentration; speed; inexperience; blind spots; pedestrians and other vehicles. Several initiatives are now in place to address these issues such as:

- Replacing the apple bins over the next three to five years
- Plans for repairs to both yards during the processing season and in the off season
- Reassessing the site traffic flow and updating induction documents to reduce vehicle conflicts
- Having yard coordinators as the sole point of contact and management for forklift maintenance requests to streamline the repair process
- Reviewing current T&G Global forklift training/induction programmes to include the issues raised by drivers.

*A few months on from the forums and incidents involving forklifts have reduced significantly to 8.5% at Whakatu site (down from 26%) and 7.6% at the Nelson site (down from 23%). Further improvements through the off season should see forklift safety further improve at these two sites in 2017.*





# SUSTAINABLE WRAP UP OF 2016

BY LISSY FEHNER,  
T&G GLOBAL  
SUSTAINABILITY ANALYST

We're  
willing

We're  
GROUNDED

Customers, employees, governments and other stakeholders are increasingly looking to businesses to demonstrate their commitment to sustainability. At T&G Global we also care about our impact on the environment around us. We believe in being accountable, and doing the 'right thing'.

With that said, we've come a long way this year and have a few successful projects under our belt.

## WHERE WE STARTED

When we first started on this journey, we needed to define what sustainability meant to our business. We undertook a series of surveys and a workshop with our senior leaders to establish this and found that the highest aspects relating to our business were energy, emissions, biodiversity, waste, water, transport and materials.

We double checked that these were the best things for us to focus on by looking at what our customers and wider corporate family care about.

## WE DEFINED SUSTAINABILITY... THEN WHAT?

After we knew what sustainability meant to us, we started to look at each aspect and measured how we were doing. It was a helpful exercise as we were then able to track our progress by looking at where we had come from.

## ARE WE ALREADY MAKING A DIFFERENCE?

- Yes! In 2016 alone, we have reduced our energy consumption by 700 thousand kilowatt hours – that's the equivalent of 120 New Zealand household's full year power consumption! We are well on track towards our EECA target but we are not stopping there. We want to keep improving. Recently, T&G has also become a customer of Meridian Energy. The 100% renewable energy generator will provide T&G with electricity for its operations and orchards.
- A few months ago, we had tree planting events and planted 1,700 native trees. It's a great help to our waterways and soils and we're looking forward to seeing the progress over the next few years. These events tied into our commitment to support biodiversity, as planting native trees alongside waterways combats erosion, improves water quality by intercepting nutrient run off and provides shelter for local ecosystems. Our events were supported by the Department of Conservation, Hawkes Bay Regional Council and Sustainable Coastlines and we're grateful for their involvement.
- Our Mt Wellington site's Market Café recently became a 'green' café that now generates little to no landfill waste. We accomplished this by changing over to compostable takeaway packaging, installing

proper waste stations (made out of our own waste pallets) and educating our people on waste reduction.

- We have reduced our landfill waste at our Mt Wellington site by 18% through increasing recycling facilities, removing landfill bins and educating our people.
- We have completed some great projects around natural refrigeration systems that reduced our direct CO2 emissions and other ozone depleting emissions such as HFCs. We have done this by moving away from using traditional synthetic gas refrigerants in some of our coolstores to natural propane, CO2 and water based systems with efficient engineering practices that has taken place at our large coolstores in Kerikeri and Auckland.

## WHAT'S IN STORE FOR NEXT YEAR?

In 2017 we are going to complete some of the big projects we started this year around waste reduction and energy efficiency as well as broadening our focus to emissions.

We will be also continuing to look at ways our operations can be run more sustainably - from waste reduction, energy efficiency and water use.



Waste station made from 100% recycled T&G pallets at the Mt Wellington site's Market Café

# TAKE HOME TIPS

## HOW TO BE MORE SUSTAINABLE OVER YOUR CHRISTMAS HOLIDAYS!

- Enjoy nature –pack a picnic and take your kids out for a hike in the bush, they can learn about native plants and animals and how to protect them.
- Plant a family tree! Plant a native tree in your garden. It symbolizes the value of nature and offsets the 'taking' of the holiday tree!
- Use solar powered outdoor holiday lights instead of plug-in ones (it's cheaper too!)
- Reuse wrapping paper from your gifts, instead of throwing them away, keep them in the drawer so you can recycle them next time you have a gift for someone else.

Now that you have a bit more time on your hands, you could walk or bike places instead of getting in the car. Not only will this reduce emissions, but you'll get fit and healthy!

And if you live in the northern hemisphere:

- Remember to draw your curtains early to keep the sun's warmth in and include more wool clothing in your daily wear.
- Recycle old newspapers by making rolled paper logs for your fireplace. Roll newspaper sheets around a broom stick until your log is the desired size, then soak your log thoroughly in water. Dry the log overnight and use like ordinary wood.

Reduced our energy  
consumption by



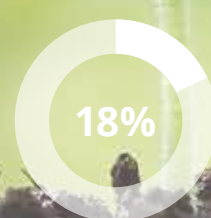
700,000  
kilowatt hours

We have planted over



1,700  
native trees

Reduced our landfill  
waste by





# STRAW-BERRY BALSAMIC SALAD

\* Serves six

## Salad:

1/2 cup olive oil  
1 head red lettuce leaves or baby spinach leaves, rinsed and dried  
1/2 small red onion, peeled, cut into slivers  
1/4 cup sliced walnuts, lightly toasted  
1 punnet of fresh strawberries, rinsed and sliced  
1/2 cup crumbled feta cheese

## Dressing:

1/4 cup balsamic vinegar  
1 1/2 tablespoons Dijon mustard  
1 tablespoon honey  
1 small shallot, peeled and chopped  
2 small cloves garlic, peeled  
1/2 teaspoon salt and pepper for seasoning

## Method:

1. To make the dressing, place the balsamic vinegar, Dijon mustard, honey, shallot, garlic, salt, and pepper in the bowl of a mini food processor. Pulse until blended. Slowly pour in the olive oil, and pulse again until thoroughly blended. Set aside or refrigerate until needed.

2. Divide lettuce between six serving plates, and top with red onion, almonds, strawberries, and feta cheese. Serve dressing on the side.



Enjoy a healthy treat this holiday!

T&G staff celebrating their FutureGen graduation



## FUTUREGEN LEADERSHIP PROGRAMME

In October 2016 a group of 15 staff from across T&G Global started what would be a 12-month long journey of self-discovery and development. Now a year later, those same 15 employees have celebrated the end of their journey with a graduation attended by T&G Global CEO Alastair Hulbert plus other senior executive team members Harald Hamster, Jonathan Good and Lynn Johnson along with a selection of guests that included line managers and those who had played a role in bringing this programme to life.

"Future Gen was the brainchild of our departing chief financial officer, Harald Hamster who, frustrated with looking externally for leadership talent, asked T&G's Academy and HR team what more could be done as an organisation to develop our internal pool of aspiring people leaders," says Greg Turrell, T&G Global capability manager.

"Harald had encountered a similar programme during the early days of his career and was keen to bring something similar to T&G Global."

Thus, FutureGen was born. Designed and delivered by the Academy team, in conjunction with New Zealand's Primary ITO, FutureGen delivers leadership skills using a modular approach to staff earmarked for future leadership roles, or in the early stages of a career in leadership.

A staggered delivery of topics means no significant time away from the business, and allows for the theory covered in workshops to be applied back on the job via individual and group projects. Participants on the programme have a mix of classroom time, self-directed learning and group projects that encourage them to look outside their own divisions and create relationships across the company.

At the heart of FutureGen are the requirements of a nationally recognised leadership qualification. Participants not only learn best practise leadership skills, but on graduating, receive a National Certificate in Front Line Management.

"Off the back of the success of this new T&G Global leadership programme, a second group of talented staff from across T&G Global have now started on their own journey," says Greg.

## Contact

theacademy@tandg.global  
if you'd like to know more or register your interest in training courses.







## CREATING OPPORTUNITIES FOR GRADUATES

T&G successfully launched its Graduate Programme for 2017 which was created to attract young university graduates into our business.

To appeal to this young group, T&G developed a graduate careers page, launched a site on GradConnection, a recruitment website for graduates, and made direct contact with the key New Zealand universities to inform them of our programme.

"We had a great response with over 500 young people applying to join T&G. We worked closely with the relevant managers to agree on their development programme for the next two years. The graduates are starting their careers with us in accounting, business analysis, digital development, horticulture and sales; we're looking forward to having them in our T&G family," says Paula Henriques, T&G Global recruitment manager.

On 1 February T&G will have six graduates join the business.

"This two-year graduate programme is a structured approach to graduate development that includes both project work and business as usual, with a blend of both individual or role based learning, with organisation or group learning" says Greg Turrell, T&G Global capability manager.

Graduates will be supported by line managers and will be assigned mentors for the duration of the programme.

### WORK FOR US!

WE ARE ALWAYS LOOKING FOR GREAT PEOPLE TO WORK AT T&G GLOBAL - WHO DO YOU KNOW OR ARE YOU INTERESTED? (CHECK OUT OUR JOB LISTINGS ON [WWW.TANDG.GLOBAL/ABOUT/CAREERS](http://WWW.TANDG.GLOBAL/ABOUT/CAREERS) AND FOLLOW US ON LINKEDIN.



Matt Francis and T&G's Paula Henriques

### Recognising high achievers in the hort industry

with a research grant that is awarded each year. We have been sponsoring students at Massey for over 30 years as we believe that investing in our future leaders is also an investment in the future of the horticulture industry.

Recently, T&G Global attended the Massey University Agriculture Awards Dinner which celebrates excellence and high achievers in agriculture education.

Paula Henriques, T&G Global recruitment manager, presented the Massey University Award for Excellence in Horticulture to Matt Francis, sponsored by T&G Global and which recognises a student

who has achieved the best overall performance in their production horticultural programme throughout the year.

"It was great to see so many young people passionate about the industry, which is in need of young talent with energy, skills and innovative ideas," says Paula.

Other high achievers included Cameron Walker who won the William Gerrish Memorial Award, and Jack van Bussel, who took home the overall prize of Massey University Student of the Year. Big congratulations to all the winners on the night.

## STRAWBERRY FACTS

.....  
STRAWBERRIES ARE BELIEVED TO HELP REDUCE THE RISK OF HEART DISEASE AND CERTAIN CANCERS. THEY ARE LOW IN CALORIES AND HIGH IN VITAMINS C, B6, K, FIBRE, FOLIC ACID, POTASSIUM AND AMINO ACIDS.  
.....



IT TAKES T&G GLOBAL APPROXIMATELY 48 HOURS TO GET STRAWBERRIES FROM NEW ZEALAND TO RETAIL STORES IN ASIA.

STRAWBERRIES ARE MEMBERS OF THE ROSE FAMILY.



STRAWBERRIES ARE SELF-POLLINATING AND POLLINATED BY BEES



IT TAKES 2 WEEKS FROM FLOWER TO FRUIT

ON AVERAGE A SINGLE STRAWBERRY PLANT WILL PRODUCE 1KG OF FRUIT PER SEASON

STRAWBERRIES ARE THE ONLY FRUIT THAT WEAR THEIR SEEDS ON THE OUTSIDE. THE AVERAGE STRAWBERRY HAS 200 SEEDS!



STRAWBERRIES CONTAIN HIGH LEVELS OF NITRATE WHICH INCREASES BLOOD AND OXYGEN FLOW TO YOUR MUSCLES.



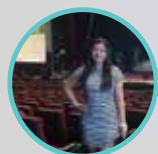
STORE YOUR STRAWBERRIES IN A FRIDGE AT APPROXIMATELY 2 DEGREES.



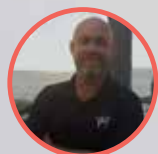



**British Columbia, Canada**
**Tim Jacometti**

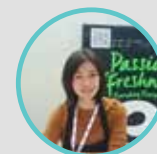
It's my busiest time of year, apple exports are in full swing and demand is high for Chinese New Year shipping. Also with the snow now flying and the sun setting just after 5pm, this time of year can be challenging to get in regular exercise. I play in a men's evening indoor soccer league once a week. I also get out hunting for a day on the weekend, and I try to get in a lunchtime run on an indoor track.


**Peru, Lima**
**Leslie Salcedo**

In my case, I don't do a strict diet because it is a bit complicated during the festive season but I try to stay healthy drinking a lot of water during the day (two litres daily) and try not to eat a lot of food at night. I prefer eating only fruits or cereals.


**Cape Town, South Africa**
**Danie Verwoerd**

In Cape Town we're never far from the mountains so I try to stay active by going for hikes early morning at two of my favourite spots, Lion's Head in Cape Town and Jonkershoek in Stellenbosch. As far as diet goes I'm quite strict and tend to stay away from junk food, sugar and too much alcohol. I had a kidney transplant five years ago so living healthy is not a choice for me but rather a necessity. Having said that I do allow myself a day or two of indulgence over the Christmas period.


**Shanghai, China**
**Zoe Zhu**

During the holiday period, I like to keep healthy by sticking to my own diet which usually consists of whole-wheat toast for breakfast and a glass of milk, vegetables and a bit of meat for lunch and then something easy to digest for dinner like soup. I also eat fruit every day too. At this time of year I like to have less scheduled and more relaxed days, I also like going to restaurants and trying different meals.


**Bangkok, Thailand**
**Pimchanok Sutthisiriwattana (Tara)**

During the holiday season, I like to incorporate a vibrant green salad or fruit dish to the festive table. It's important to keep in mind that balance is key over that time of year. I also like to stay active and rock climbing is something I enjoy doing.

**Vu Ho**

During the holidays, I like to try and play tennis to keep healthy when there is so much delicious food around that time of year.


**Melbourne, Australia**
**Lewis Tudor**

Staying healthy over the festive season is a major problem that I face with the amount of food available from Christmas dinners and parties. I undertake pre-season training three times a week with my local football team. This allows me to eat as much as I can while staying fit and healthy!


**Kerikeri, New Zealand**
**Chelsea Downey**

Besides the obvious, and avoiding consuming one too many beers at a backyard BBQ? I live in one of the most beautiful places on earth. Exploring the Far North is a stress-free way to stay healthy throughout the festive season.

**Hawkes Bay**
**Ivan Angland**

"Over the holiday season, my wife Pam and I like to get out with our two girls Lucy and Rosa. One of our favourite ways to keep healthy is riding the Hawkes Bay cycle ways."

Keeping healthy  
this holiday

How will you stay healthy  
during the festive season?  
We asked a selection of our  
people from around the globe.



## DONATING HEALTHY PRODUCE TO A WORTHY CAUSE

Throughout the year, T&G Global donates a generous amount of healthy produce to a very special organisation, New Zealand's Stand Children's Services, who run camps and provide homes and school services to children growing up in at-risk environments all around New Zealand.

These camps not only offer home and school based social work services for the children, but also teaches them how to prepare all sorts of meals from potatoes and how to grow them.

The children then take that knowledge and information back to their families as well as a bag of potatoes each.

"T&G Global donates produce about 10 times per year to seven camps around New Zealand, the organisation does a fantastic job and gives great opportunities to children who are in desperate need of help," says Christine Henderson, T&G prepack sales administrator in Pukekohe.

Thank you to all the T&G Global staff from around New Zealand who have played a part in supporting this worthy cause with special thanks to Marcus Damerell, site manager, Lynn Andrews, sales admin, Pete Labes, sales specialist, Liz Curtain, sales specialist and Tracey Burnett, site coordinator, who play an important role in sourcing and delivering the potatoes to both North and South Island camps.



T&G Global Pukekohe Prepack team with potato donations

## HEALTHY SUPPORT FOR FIJI

T&G Global and Zespri have delivered another healthy dose of Vitamin C to Fijians affected by Cyclone Winston.

Nine tonnes of Zespri Green Kiwifruit were shipped to Fiji thanks to another collaboration between T&G, Zespri, Kiwi Produce, Weatherall's Transport and Maersk, delivering donated fruit to schools in the Suva region.

Bobby Sharma, T&G Fiji managing director, says many kiwis think things are back to normal in Fiji given the timeframe since the cyclone took place but he has seen first-hand how badly people are suffering.

"It's really important to keep on supporting these communities as they try and rebuild their lives, homes and schools. Providing nutritious food is just one way we can help and we're committed to continuing our support given our strong ties with Fiji, both as an exporter and importer of produce."



## HEALTHY TRAVEL

Each year Auckland Transport (AT) organises a Travelwise celebration to acknowledge the students and teachers who tirelessly promote alternative modes of transport (other than cars) for getting to school in their communities to reduce congestion, promote safety and encourage activity and wellbeing among children and their parents.

Since its inception in 2005, 12,736 car trips have been taken off Auckland roads during peak traffic periods in the mornings and CO2 emissions have been reduced by 735 tonnes a year.

The programme's 2016 celebration at The Cloud on Auckland's waterfront involved a transport-themed scavenger hunt before Auckland Mayor Phil Goff and AT CEO David Warburton presented gold, silver and bronze awards to the 700 children and teachers present from 85 schools.

T&G Global was asked to donate 1000 apples for the children to enjoy after their scavenger hunt and we were more than happy to do so given the tie between exercise and good food.

Find out more about Travelwise at [www.at.govt](http://www.at.govt).



Fijian school children receiving donated kiwifruit

## T&G EMPLOYS FIJIAN RSE WORKERS POST CYCLONE



Roland Martin with Fijian villagers



A tent being used for accommodation in Fiji

Recently, T&G Global representatives visited Fiji to assess options for recruiting the first group of RSE workers, with the intention of supporting workers whose villages were badly destroyed by Cyclone Winston earlier this year.

Kristen Nash, T&G Global Pipfruit HR business partner, Maurice Windle, orchard labour manager and Roland Martin, orchard sector manager, all from Hawkes Bay, went to Suva, Fiji to meet with National Employment Centre (NEC) staff.

"We worked with the NEC staff in Fiji on potential worker selection, including medical and fitness assessments and profiles on individuals which makes it really easy for potential employers

such as T&G to assess candidates", says Kristen.

The T&G Global representatives also met with the Minister of Labour who says Fiji is very determined to do as much as possible to assist its people in being considered for seasonal work overseas.

"T&G wanted to recruit workers from villages and regions hard hit by Cyclone Winston which killed 43 people, it was the most powerful storm to make landfall in the southern hemisphere. By earning money in New Zealand, the Fijian RSE workers can send money back and help rebuild their homes, villages and lives," says Kristen.

The need for the additional workers in Hawkes Bay is due to significant growth in T&G's Pipfruit

In 2016/2017, T&G applied for 560 RSE workers for Pipfruit and over 700 for our entire business.



business which has led to the creation of a new orchard sector.

The group arrived on 28 November and are working at T&G's new Tuki Tuki sector in the orchards for the thinning and harvest seasons.



Devastation caused by the cyclone





## FOCUS ON

### T&G PROCESSED FOODS

The manufacturing arm of T&G's processed foods division is better known as ENZAFOODS which in turn is supported by our Fruitmark sales and trading team. Fruitmark are responsible for the sales of T&G Processed Foods products from over 100 suppliers across 16 countries.

Fruitmark has a significant market share in the products they supply within the New Zealand and Australian market and are focused on expanding their business model to support T&G Global's strategic goal to generate two billion New Zealand dollars by 2020.

A significant step in this plan is the Fruitmark USA office, located in Seattle, which opened in May last year with two employees, Mike Barrett, GM Fruitmark USA, and Jeanette Zimmerman, sales support.

"We're very fortunate to have the expertise of Mike and Jeanette who bring decades of frozen fruit and concentrates production, sales and logistics experience to the company," says Colin Lyford, T&G Global GM Processed Foods.

The fruit for processing is grown and packed in the United States, Canada, Mexico, Chile and Ecuador and sold to customers in the United States, Canada, Europe and Australia. In May this year, a third experienced employee, Matt Bixby, located in Michigan, came on to further expand the team's product range to include frozen vegetables, spices and herbs.

"During the past 15 months, the North American business has grown to include 41 customers and 43 suppliers with many of our first 2015 customers, who gave us small trial orders, having confirmed larger volumes from the 2016 crop," says Mike Barrett.

Fruitmark USA has also been able to expand the product range and customer value by offering fruit products from Fruitmark Australia's long term tropical juice and puree suppliers with the help and experience of T&G Global's Sydney and Melbourne staff.

"Having the support from a world-wide team, opening a new office and securing a supplier and customer base for Fruitmark USA has been a positive and successful experience," says Colin.

Range of T&G  
Processed Foods  
products



Matt Bixby



Mike Barrett



Jeanette Zimmerman

## OPPY HOSTS NEW ZEALAND HIGH COMMISSIONER



From left to right: James Milne, Oppy executive director of marketing, Steve Woodyear-Smith, executive category director tropicals, Nick Fleming, Daniel Mellisop, and David Nolley, executive category director apples and pears.

New Zealand's Consul General and Trade Commissioner, Nick Fleming, and High Commissioner to Canada, Daniel Mellisop, dropped by Oppy's Vancouver headquarters recently to acknowledge the businesses' contribution to the success of New Zealand produce in North America, and discuss future opportunities to grow together.

Oppy (The Oppenheimer Group) has held a positive and long-term relationship with T&G Global for decades. Traditionally our marketing arm in North America, this changed slightly in October when T&G Global took over the marketing license for pipfruit in North America and spread produce distribution across three companies – Oppy, Rainer and CMI.

Oppy has imported New Zealand products into North America since the late 1950s and the team's dedication to promoting the

country's fresh produce continues to be championed by a passionate group of kiwis who have worked for the company for about two decades.

These produce pros began their careers with Zespri or ENZA in New Zealand and broadened their New Zealand produce marketing experience in Asia before or between stints at Oppy. Their strong ties with growers and family back home, blended with expertise gained through many years in the market, assures an authentic, strategic stewardship of New Zealand's products through Oppy.

T&G Global's ENZA kiwifruit and Zespri's kiwifruit brands continue to be cornerstone brands at Oppy with the company actively promoting these product lines with the support of New Zealand Trade and Enterprise.



# T&G CELEBRATES FIRST PERUVIAN GRAPE HARVEST



Minister Nathan Guy,  
T&G's Oscar Barton and New  
Zealand ambassador to Peru  
and Chile, Jacqui Caine



In November, T&G Global celebrated the export of its first Peruvian-grown table grapes to global markets, marking another significant milestone for the business.

T&G Global purchased 340 hectares of land in the northern region of Piura in 2014 and over the past two years has planted roughly 100 hectares in vines, mainly seedless table grapes. The target is to have 200ha planted by the end of 2017.

T&G Global currently sells close to two million boxes (15,000 tonnes approximately) of table grapes each year with the largest volume coming from Peru and Australia, followed by USA and Chile.

"We've found Peru to be a relatively easy place to operate in given the country's good investment environment and its support of businesses that grow their economy," says Alastair Hulbert, T&G Global CEO.

"We now employ 15 full-time local staff in Lima, 40 full time staff in Piura and up to 150 seasonal workers on our Piura farms, a number that will continue to grow as the operation scales up. Building the operation has not been without its challenges, especially water

supply, but our team has done a fantastic job."

"We're currently building a second reservoir on our land to better ensure consistent water supply and I know our team is very excited to be at the stage of harvesting our first T&G grown fruit."

T&G is also working with consultants to look at the environmental footprint of the project including water and chemical usage minimization. Initial analysis on renewable energy has shown strong potential given the high number of sunshine hours, plus the relatively high costs of energy.

T&G is actively involved in upskilling local staff and supporting training initiatives in line with CSR best practice and sustainability pillars which are central

to T&G's mission and purpose.

New Zealand's Primary Industries Minister Nathan Guy recently visited T&G Global's grape operation in Peru while in the country for APEC meetings. Joining him on the visit was New Zealand Ambassador to Peru and Chile, Jacqui Caine and Tony Nowell, director of the NZ Food Innovation Centre Auckland and other embassy and Ministry of Primary Industries representatives.

*"We've found Peru to be a relatively easy place to operate in given the country's good investment environment and its support of businesses that grow their economy."*



## EUROPEAN ENVY™ WEBSITES GO LIVE

Envyapple.com is now live in a total of seven languages, including French, Dutch, German, Spanish, Italian, Mandarin and English.

"There is strong consumer demand for Envy™ apples, across North America, Europe and Asia. As such the number of markets in Europe growing and selling Envy™ apples has increased and so we need to ensure we are communicating in the market's mother tongue" says Sandi Boyden,

T&G's marketing manager for Pipfruit.

With IP targeted functionality envyapple.com serves content in the language relevant to the location of where the user is accessing the website from. However, there is also the added function of being able to change to the user's desired language.

"The website is also mobile responsive, which is important given that around 75% of online activity is across smartphones or tablets. Our

digital platforms are a 24 hour/ seven day marketing resource and therefore need to be a positive and engaging user experience," says Sandi.

Thai, Vietnamese and Japanese are the next language versions with launch timing planned for early 2017.



## KEEPING OUR BUSINESS TRAVELLERS SAFE

We have recently entered into a partnership with International SOS to ensure the safety of our business travellers before, during and after international travel.

International SOS is dedicated to providing support for any medical or security question, concern or emergency 24 hours a day, seven days a week. A range of services are provided including pre-trip advisory emails, advice and assistance, proactive email alerts relating to security / medical events occurring in countries of interest to name a few.



Consider them your reliable, virtual advisor for both critical and routine questions. For example, call an assistance centre 24/7 if for example you're:

- Not feeling well
- Need a referral for a doctor, dentist or other care
- Need prescriptive medication
- Hear of travel disruption that impacts your itinerary
- Feel unsafe, hear of riots or protests outside your hotel or place of business
- Your wallet /passport/ identification documents are lost or stolen
- Are the victim of a theft or assault
- Require language assistance, even in a taxi



The service is available to all T&G business travellers, globally. Details regarding accessing the service will be sent to travellers directly.

If you have any questions about the service, please contact [doug.bygrave@tandg.global](mailto:doug.bygrave@tandg.global)

"I THINK IT'S VERY EXCITING TO SEE THE COLLABORATION BETWEEN PROJECT ONE AND FIRSTPICK. OUR NEW SAP SYSTEM EQUIPS THE BUSINESS WITH STATE OF THE ART BUSINESS TOOLS AND IS NOW COMPLEMENTED BY THE STATE OF THE ART CUSTOMER EXPERIENCE DELIVERED BY FIRSTPICK."



## LEADING THE WAY IN THE DIGITAL WORLD

FirstPick, T&G's online ordering platform which was launched in September, now has 250 registered users, representing 15% of all T&G's New Zealand Markets' customers.

"Ten percent of our customers are now actively using FirstPick to order their produce and this number continues to rise. FirstPick is helping to drive new customer acquisition and is successfully delivering an improved experience for our customers" says Jeremy Miller, T&G's head of digital products.

Another exciting step for T&G is the transition of FruitMark, a processed foods division of T&G in Australia which supplies fresh-cut and processed foods, to the new S4/HANA installation of SAP under the Project One initiative.

"As one of the first business units to transition to this platform, Fruitmark required a new online portal for their customers to order from as their existing solution would be incompatible with SAP. After reviewing the functionality of FirstPick and witnessing the uptake in New Zealand, it was decided that it would serve as a fantastic compliment to the new functionality offered by the new SAP system," says Jonathan Good, T&G chief technology and operating officer.

FirstPick will be released to all Fruitmarks customers who are currently ordering fresh-cut products within Victoria and NSW, and will include the likes of Subway and Hungry Jacks franchises. FirstPick and Project ONE went live simultaneously on 5 December.

"I think it's very exciting to see the collaboration between Project ONE and FirstPick. Our new SAP system equips the business with state of the art business tools and is now complemented by the state of the art customer experience delivered by FirstPick," says Jeremy.





## TASTY TOMATOES AT TASTE OF AUCKLAND

November marked the fifth year of the annual Taste of Auckland event, 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 the four days to try signature dishes from some of Auckland's most exciting restaurants, in a beautiful al fresco setting surrounded by pop-up wine and craft beer stands, and alternative food and drink experiences.

In 2015 Beekist® used Taste of Auckland as a platform to launch the new brand and this year was no different. Beekist once again proved there is always room for innovation in the produce sector by launching Beekist Y.E.L.O.™ tomatoes.

"Over the past year, our brand ambassadors have done an outstanding job of communicating the Beekist® brand story and what the brand embodies, while delivering an inspiring, flavoursome sampling experience, that championed Beekists® latest innovation - Y.E.L.O.™, which has encouraged

consumers to use tomatoes in different ways this summer," says Amy Batty, T&G Global's marketing assistant.

T&G's presence at Taste of Auckland included delicious samples and sales as well as social media competitions and activations.



DON'T FORGET TO LIKE AND FOLLOW OUR BEEKIST® FACEBOOK AND INSTAGRAM PAGES



## T&G GETS ROYAL SEAL OF APPROVAL

"...They told us the New Zealand leg of their journey was a real highlight as they felt kiwi businesses were of a similar mindset to themselves, with mutual opportunities for innovation and learning."

T&G's Anthony Stone meeting Queen Maxima



T&G Global was given the royal 'seal of approval' when it hosted members of a Dutch royal trade mission at its Favona Road tomato operation in Auckland recently. The delegation was accompanying King Willem-Alexander and Queen Maxima of the Netherlands on their first state visit to New Zealand.

Senior Dutch business delegates visited the four-hectare greenhouse, grading and packing operation and were clearly impressed by New Zealand's horticulture industry says T&G's general manager covered crops, Anthony Stone.

"It was clear to see the Dutch Embassy had put a lot of effort into leveraging business to business opportunities on the back of the Royal visit to New Zealand. Given the Dutch are renowned as being world leaders in glasshouse growing and systems, it was always going to be a good opportunity for us to meet some of the heavy hitters that visited to discuss possible options that might align and support our growth strategies," says Anthony.

"While we already have existing relationships with some of the visitors, others were new introductions, and it was clear that they equally see opportunities to do business in the future. They told us the New Zealand leg of their journey was a real highlight as they felt kiwi businesses were of a similar mindset to themselves, with mutual opportunities for innovation and learning."

Anthony says the delegation was also impressed by T&G's story, its international focus and the connections the company has with Europe thanks to shareholders BayWa, a global pipfruit footprint and existing connections with the Netherlands through covered crops.

As well as hosting the delegation, Anthony and Theo vanDijk (T&G's Dutch-born business solutions manager), Jonathan Good (T&G Global chief technology and operating officer) and Greg Prendergast (T&G Global head grower manager), were invited by the Embassy of the Kingdom of the Netherlands to meet Queen Maxima and King Willem-Alexander. They also met Arie Meeuwissen, CEO of Taks Handling Systems which manufactures harvest logistic solutions for greenhouses in the Netherlands.

"It was an honour to be able to meet and speak with them for several minutes about the success of the trade mission to New Zealand and future opportunities between New Zealand and Dutch businesses," Anthony recounts. "The King spoke of the Netherlands being the second largest exporter of agricultural products and services globally (behind the USA) and the fact they saw like-minded businesses in New Zealand and a real opportunity to work closer in the future. The Embassy staff said there was a real feeling that the T&G Global story was a very relevant and impressive one for the horticulture sector."



## SUPPORTING THE FUTURE OF THE HORTICULTURE INDUSTRY

T&G Global is a longtime supporter of the Young Horticulturist of the Year competition which encourages young people in the horticulture industry to further develop their skills and knowledge while increasing their opportunity for long term careers in the industry.

The title of New Zealand's Young Horticulturist of the Year 2016 was recently awarded to Andrew Hutchinson, representing Horticulture New Zealand, who beat out five others in the grand final competition.

T&G Global supports the regional competitions and national competition and attended the awards night to present both the overall 2016 Young Horticulturist of the Year award, presented by Bruce Beaton, T&G Global GM Pipfruit New Zealand, and the T&G Best Practical Award, presented by Lynn Johnson, T&G Global chief HR officer, which also went to Andrew Hutchison.

"T&G is hugely proud to support the 2016 Young Horticulturalist of the Year competition with this year marking the seventh year of our partnership with the competition," says Bruce.

"It's been exciting to see the competition grow alongside the industry itself and it is encouraging to see such passion, drive and enthusiasm among the emerging leaders of our industry. It certainly bodes well for our future which as we know is incredibly positive and burgeoning."

T&G Global's HR consultant, Peta Docherty, was one of the judges on the panel for the competition.

"The knowledge and drive that each of this years' contestants brought to the competition was absolutely evident and it was fantastic to be playing a role in supporting young people who display such passion for the horticulture industry," says Peta.

Congratulations to everyone that took part in the sector competitions with special mention to the overall winner, Andrew Hutchinson, runner up Jeanette Barker of Amenity Horticulture and Paul Southan of Landscaping New Zealand who took out third place.

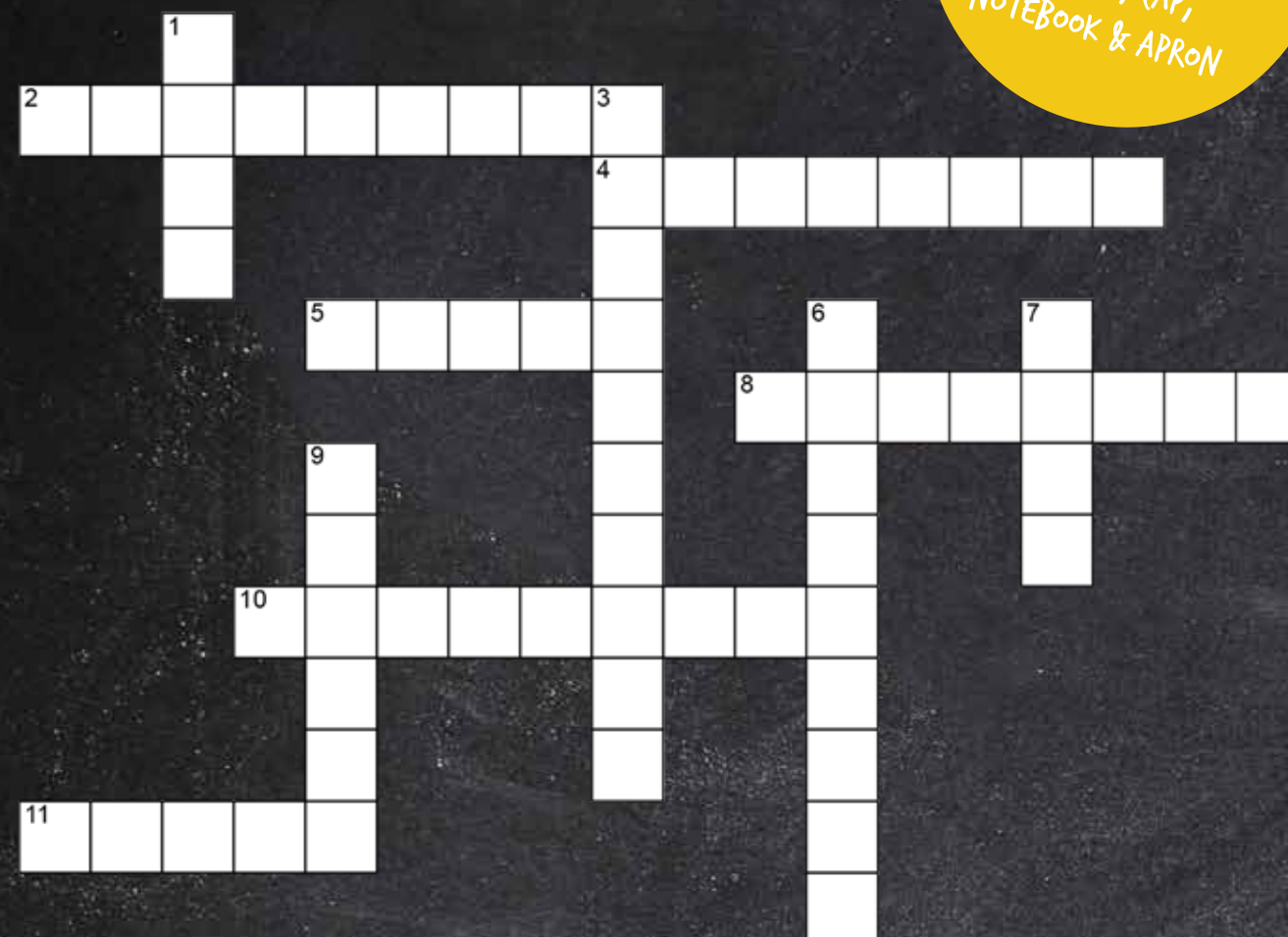
From left to right: Max Spence, (FruitFed Supplies), Lynn Johnson (T&G Global), Andrew Hutchinson (winner), Bruce Beaton (T&G Global) and Malcolm Nitschke (AGMARDT).

*"It's been exciting to see the competition grow alongside the industry itself and it is encouraging to see such passion, drive and enthusiasm among the emerging leaders of our industry..."*



## COMPETITION TIME! FILL IN THE CROSSWORD AND BE IN TO WIN!

WIN A T&G HAMPER  
INCLUDING:  
T-SHIRT, CAP,  
NOTEBOOK & APRON



### ACROSS

- 2 Only the young shoots are eaten.
- 4 T&G grows around 1/3 of NZ's entire production.
- 5 T&G's majority shareholder.
- 8 T&G ..... Farms is one of the leading asparagus traders in the Southern hemisphere.
- 10 In 1959, T&G coined this name.
- 11 T&G recently celebrated the first ..... harvest.

### DOWN

- 1 T&G has had a relationship with this partner for around 60 years.
- 3 This fruit has 200 seeds.
- 6 T&G's online ordering platform
- 7 The crunchiest apple in the world
- 9 Apples should be stored in a .....?

### TO ENTER:

Take a photo of your completed crossword and email it to [communications@tandg.global](mailto:communications@tandg.global)

### Milestones



Congratulations to the following T&G Global employees celebrating milestones during November and December.

#### 10 years

Sumita Chand  
Theresa Aranui  
Ben Rimmer  
Kirstin Bird

Rotaria Lekasa  
Sharryn Weber  
Stephen Mann



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