



A BayWa  
Company

# fresh UPDATE

MARCH 2017



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LOCAL NZ APPLES

FILLED WITH LOVE FROM OUR VERY OWN  
T&G FOODS TEAM IN NELSON.



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## Note from our CEO Alastair Hulbert




The year is well underway. Much has been achieved across our global business in a few short months both in our usual seasonal business and new areas of operation.

We released a strong result to the New Zealand Stock Exchange for our 2016 financial year in early March continuing on from our growth in 2015 and we now look to build on these results in the current year.

We also recently announced that we had increased our shareholding in our USA-based distribution partner, Oppy. In turn Oppy has taken a shareholding in our T&G North American export business. The USA is a key market for T&G from both a growing/supply perspective, and from a customer perspective, with several key retail accounts ranging T&G products, including our JAZZ™, Envy™ and Pacific Rose™ apple brands. This strengthened partnership with Oppy gives us greater access to both additional US customers and suppliers for our key categories including asparagus, berries and table grapes.

You may notice this issue of *Fresh Update* looks a bit different to those in the past. Our intention is to keep you informed of what is happening across our global business in as engaging a way as possible hence the refresh.

An event to watch out for is the refresh of one of our premium apple brands, JAZZ™ which will be rolled out around the globe as new season fruit arrives in store. Continuing to invest in our brands is a key priority for T&G and the investment we have made in JAZZ™ is just one example of this.

  
**ALASTAIR HULBERT**  
CEO

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Fresh Update is always looking for good news stories. If you have something to share, or feedback you would like to give, please email [communications@tandg.global](mailto:communications@tandg.global)



# Small bites

Recognising our performance in the horticultural industry.

Outstanding orchards

January marked the fourth year the 'T&G Pipfruit Orchard Sector of the Year' awards have run. The awards recognise the overall achievements of each individual orchard sector across T&G in different parts of the growing operation in New Zealand.

Categories are based on what the growing operations need to achieve in order to meet business goals.

"It's not all about production," says Lachlan McKay, T&G New Zealand growing manager pipfruit. "Health and safety, compliance, forecasting and budgeting, continuous improvement and people

management are also important aspects of the growing operation that contribute to the overall performance of an orchard sector.

"This year's competition was extremely close with three points separating the top five orchard sectors."

First place was awarded to Meeanee sector managed by Richard Lyons in Hawkes Bay. Second place went to Karamu sector, managed by Donna Doak Burling in Hawkes Bay and in third equal place were Pakowhai and Thompson sectors both in Hawkes Bay and Riwaka sector in Nelson.



First place was awarded to Meeanee sector managed by Richard Lyons in Hawkes Bay

The team at Meeanee orchard sector

# Growing from within

Career advancement is a reality at T&G with more than 40% of positions, recruited between July and December 2016, filled by existing employees and 73 people promoted into more senior positions.

"We believe in upskilling our employees and therefore try to look internally first and actively encourage staff to regularly look at our careers website," says Paula Henriques, T&G recruitment manager.

"We have a mixed recruitment model and, dependent on role, may need to look to bring in various skills. On the flipside, there are times that we only advertise internally and don't post to external job sites as has been the case recently."

Congratulations to Wiremu Takerei, from our Auckland site, and Lachlan McKay, from our Hastings site, who have recently moved into exciting new roles.

"We believe in upskilling our employees and therefore try to look internally first and actively encourage staff to regularly look at our careers website."

Paula Henriques, T&G recruitment manager

Congratulations to Wiremu Takerei (left), and Lachlan McKay, who have recently moved into exciting new roles



**WIREMU TAKEREI, T&G SALES CADET**

**What was your first role when you joined T&G?**

My first job at T&G was picking produce as a casual storeman, working any shifts available. Moving back from Australia in 2010 I thought it was a good opportunity to get work and T&G was an awesome company to start with and hopefully build a career.

**What is your role now?**

When given the opportunity to work in sales I took it with both hands and I am now a sales cadet working on the Auckland domestic market floor. In this role I have had to learn to understand the needs of different customers which I thoroughly enjoy.

**What career plans do you have for the future?**

My career goals are to establish my own portfolio and take on my own produce lines.

**LACHLAN MCKAY, T&G NEW ZEALAND GROWING MANAGER - PIPFRUIT**

**How did you get into this industry?**

I studied at Massey University where I completed my Diploma in Horticulture (Fruit Production). I then got my first job which was as a leading hand at Grocorp Pacific. I progressed my career to orchard manager, and then on to technical advisor positions in various companies before joining Apollo Apples in 2012 which was purchased by T&G in 2014.

**When you joined T&G what was your first job?**

I joined T&G as an orchard technical manager.

**What is your role now?**

I have now moved into the role of New Zealand growing manager pipfruit where I manage and lead all T&G pipfruit owned and leased orchards in New Zealand.

**What career plans do you have for the future?**

My focus over the next five years is to develop and expand T&G orchards to deliver on our 2022 strategy, after that who knows with all the possibilities within T&G.



# Getting Clear

Not being able to speak a main language in the country you are living and working in is a reality for many people. T&G is proud to employ an increasingly diverse workforce and is committed to helping those, for whom English is not their first language, to improve their communication skills.

The Tertiary Education Commission has funded T&G to provide a 40 hour learning programme for 100 participants that will advance learners' communication skills. Our programme, Getting Clear, covers language, literacy, numeracy and basic computer skills.

This year, the programme will roll out at two Tuakau sites (covered crops) and one Mt. Wellington site (warehousing).

"The core programme involves small group sessions of four hours per week over a 10 week period. Site managers are consulted over assessments, course content and appropriate session days. We ensure sessions are informal and fun for all participants," says Chris Holland, T&G literacy advisor.

"In providing communication skills support, we're recognising the importance of diversity and that people from different ethnic backgrounds, cultures and experiences contribute to making T&G a

more successful and dynamic company. Better communication also improves employee engagement and contributes to higher productivity."

Course participants are provided with tablets during each session, which helps improve their writing and computer skills, and are supported by mentors during their journey.

Although only part-way through the pilot programme, T&G team leaders are already seeing the positive impact the programme is having on those taking part, particularly when it comes to participating in meetings.

"They have been more confident in raising issues in toolbox or morning meetings," says Yvette Tangihaere, T&G team leader covered crops.

Effective communication also involves clear writing and clear understanding which is why managers are given information on these areas for their people.

"Many managers, while skilled at writing effectively for colleagues, can have difficulty communicating with other audiences. We also work with managers individually to improve their clarity of a particular document and run small three-hour group workshops."



Above: Course participants Deseree Lagud and Hamid Naffah.

## Comments from course participants

Participants themselves are excited about what they can do after 20 hours' tuition:

"I can handle social issues at home better as well as at work – leading to more efficiency and productivity in the company."

.....

"I was able to complete a student loan form for my daughter, to seek help for a government financial loan."

Looking at improving your communications skills?

Contact The Academy for a copy of a Clear Language booklet at [theacademy@tandg.global](mailto:theacademy@tandg.global)



Nileshe Gandhi, William Atimalala, Sahil Arora with mentor Sumita Prasad and T&G literacy advisor Chris Holland.

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# Graduates start with sights on our sites

Like to know more about T&G's graduate programme?

Please contact The Academy at [theacademy@tandg.global](mailto:theacademy@tandg.global)

A new intake of graduates joined the T&G family in the beginning of February as part of T&G's 2017 graduate programme. Their first few days were spent out in the field, visiting a number of our sites in Auckland and Hawkes Bay.

Their journey started with a tour of our New Zealand domestic markets (an early 5am start) and our covered crops sites in Tuakau. The group then went on to visit our T&G Whakatu east and west sites as well as T&G Foods in Hawkes Bay. The graduates also had the opportunity to meet young horticulturalists at Haumoana Primary School which T&G sponsors as part of the Garden to Table programme.

Over three days they met a variety of T&G people from across the business who demonstrated our mindset of being open and willing, giving up their time to talk to the graduates about their respective areas. The first day for the graduates also included a lunch with our senior executive team including meeting T&G CEO Alastair Hulbert.

"These six graduates are now working across T&G in a variety of roles including finance, business intelligence, IT, sales and in our orchards," says Greg Turrell, T&G capability manager.

"They will be involved in assisting the day-to-day operations of their respective areas but also have the opportunity to contribute ideas and support future projects and initiatives."



Taking a tour of the market floor at the Mt Wellington site



Top: The graduates visiting our orchards in Hawkes Bay

Bottom left: Students at Haumoana Primary School showing the graduates their gardens



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# Sustainability

## What's in store for 2017?

Following on from our projects in 2016, T&G's sustainability focus for this year is to continue working on projects around energy efficiency, waste reduction and biodiversity as well as focusing on emissions, water and our growers' environmental standards.

With a lot in store for this year, the team welcomes on board our new sustainability analyst, Samantha Walmsley-Bartlett, who started with T&G on 13 March.

Samantha is based in Group Office at our Mt Wellington site. If you're in the area, pop in and say hi or send her an email [samantha.walmsley-bartlett@tandg.global](mailto:samantha.walmsley-bartlett@tandg.global)

### Meet Samantha

Hello, I'm Samantha and I'm very excited to be a part of the T&G team. I grew up in the sunny Hawkes Bay, spoilt with beautiful beaches, a variety of trail walks and an abundance of fresh fruit and veges. I then moved to a much cooler climate and studied at the University of Otago, where I experienced snow and those terribly cold flats you would have seen on the news.

I developed a keen interest in botanical life, soil and climatology through my interests and a degree in Environmental Management. Through my studies I became passionate about sustainability. I have a great love for the natural world and spend as many weekends as I can exploring new tracks and trails.



As T&G's sustainability analyst, I am excited to utilise the wonder of plants, implement new technologies, reduce our waste, minimise our impacts on climate change and create sustainable systems.

*"What you do makes a difference, and you have to decide what kind of difference you want to make" – Jane Goodall*

## NEW LIGHTING UPGRADE

Our T&G site in Nelson has been operating the same lighting system since both the coolstore and packhouse were built over two decades ago.

"The lights were old technology and could take anything up to three to five minutes to reach full lumination, and even then the lighting wasn't very good," says Christine Bary, T&G post harvest manager.

In 2016, T&G started a project to look at the issues associated with the old lighting and found that upgrading to LED lighting would be more sustainable.

"The site's kWh usage, as well as our CO2 emissions, are projected to drop by 59% with a great increase in annual energy savings. Our partners, Business Lighting Solutions, Nelson Electrical and DJ Electrical were very accommodating in ensuring we got this project up and running before the start of the apple season," Christine adds. "It's making a huge difference already."



Before



After

## Just an average day for our Shanghai team

In the lead up to Chinese New Year, our T&G Shanghai team worked tirelessly at the Huizhan wholesale market, where T&G has its main operations and offices, to ensure the high demand for fresh imported fruit and vegetables, at this special time of year, were met.

"The team worked actively alongside our customers and distributors, checking the quality of the fruit on arrival and looking at



our market performance (inventories and daily sales) which are of tremendous value to our international offices and several growers who work with T&G as partners in China," says Ignacio Smith, T&G general manager China.

"Our customers really appreciate having our in-market team supporting them and making sure things run smoothly, especially during weeks of high demand such as Chinese New Year."



Sammy Xu and Ignacio (Nacho) Smith walking through the market floor

Check out some photos of our Shanghai team hard at work



T&G's Shanghai team (from left to right) Ignacio Smith, Sammy Xu, Ivi Wang, Zoe Zhu, Matthieu Bao, Robin Qin, Mark Zhang



# Crunching the numbers

T&G operates right across the globe with nearly 1,500 permanent employees and thousands more seasonal staff at harvest times.

But size alone doesn't put T&G Global at the forefront of the produce business worldwide. It's our people, and their wider teams, (alongside great produce), that make a daily difference.

One team that flies below the radar but ensures the ongoing success of T&G is the global finance team.

The team, led by CFO Wolfgang Loose, is spread across New Zealand and the world and successfully overcomes time differences; distances and month-end time constraints to ensure timely, accurate and efficient results for the T&G board, BayWa (our parent entity) and other key stakeholders.

Consisting of approximately 95 staff globally, the T&G finance team works collectively to align every day and extraordinary tasks with the mindset and strategic pillars that are at the foundation of T&G.

The finance team is about the basics; keeping it real and respecting everyone they come into contact with.

"We understand and work through issues together regardless of the diversity of our teams, the language barriers across our international business units and the

differing cultures and practices of people we deal with," say Harpreet Gill-Tamber, T&G financial accounting manager.

The team works together to produce timely and accurate consolidated information for T&G's board, BayWa and other stakeholders. They work hard together to understand the needs of our large customer and supplier base regardless of gender, age, religion, language or culture.

"The work at T&G is very challenging and very often a curve ball is thrown into the mix, however, the entire team works hard together to ensure all challenges are dealt with in a timely manner and we support each other to be resilient," says Harpreet.

In between balancing the numbers, members of the finance team at the Mt Wellington site in New Zealand can be found doing lunch-time yoga, boot camps and touch-rugby. The team has also contributed to sustainable tree plantings at orchards and environmental clean-ups.

T&G Global is always seeking capable and inspiring people to join its finance team. Keep an eye on our careers page [tandg.global/careers](http://tandg.global/careers) for future opportunities.



"The work at T&G is very challenging and very often a curve ball is thrown into the mix, however, the entire team works hard together to ensure all challenges are dealt with in a timely matter and support each other to be resilient."

Harpreet Gill-Tamber, T&G financial accounting manager



## INTERNATIONAL TRANSFER

The global nature of T&G's business means our people are not only able to travel for business but also live and work in the dozen countries we have a footprint in. That footprint includes opportunities for our colleagues working for our majority shareholder, BayWa in Germany.

T&G's new chief financial officer, Wolfgang Loose is the latest example of this partnership having joined T&G on 1 February from BayWa.

"T&G has performed very well in the past few years," says Wolfgang when asked what attracted him to the role. "It's a great opportunity to join a business which has such a good future and work with a young and talented management team. I am proud to be a small part of T&G and to support the future growth of this great company."

Wolfgang now leads a team of more than 90 financial staff in 12 countries who support T&G's people, customers and suppliers with a multitude of finance needs. His experience as the former head of tax for BayWa, combined with his audit, credit management and business administration experience, puts him in good stead for supporting T&G in achieving its financial target of NZ\$2 billion by 2022 says CEO Alastair Hulbert.

"We're delighted to welcome Wolfgang and his family to the T&G team and I personally am looking forward to working with him very closely over our new financial year."

Wolfgang and his wife Tanja have two small children under four and are excited about exploring all New Zealand has to offer. A fan of sailing, mountain biking and windsurfing, Wolfgang says his first impressions are that New Zealanders are very friendly people and that the country has beautiful beaches and weather. "It's cool to be here in the South Pacific region," he adds.

T&G's CFO Wolfgang Loose



*T&G Transport  
achieves five-star  
rating*



**T&G Transport has been an established transport provider for more than two decades. With more than 55 trucks, the team services all major New Zealand routes from Kaitia in the north to Invercargill in the south.**

Over the last year T&G Transport has been working hard to improve the safety and compliance of its operation. Now a big milestone has been reached.

One of the industry measures used as a guide in these efforts is the New Zealand Transport Agencies operator rating system which takes into account compliance with driver infringements, vehicle road-side inspections and certificates of fitness compliance for the previous 24 months.

"Our target for 2016 was to achieve a five-star rating in this scheme and after a number of ratings placing us just short of this target, I was pleased to advise the business that in December 2016 T&G Transport achieved this goal," says Allan Nagy, T&G acting transport manager.

"A big thank you to all our T&G Transport staff as well as the teams at TR Group, our fleet supplier, and CCS, who help with the monitoring of the performance of our drivers, who have assisted us in achieving this goal. Our combined efforts have created this result and it is a real milestone and all at T&G should be very proud."

## IMPROVING FORKLIFT SAFETY AT OUR HASTINGS SITES

T&G's ongoing focus on the safe driving of forklifts has been extended to T&G's Whakatu west and east sites.

Allan Dickey and Darryl Dixon, T&G supervisors based at the site, recently worked with Work and Income New Zealand (WINZ) to interview 30 candidates for new positions. In total, 12 people were chosen with six now based at T&G's west site and the other six at our east site.

"Allan and Darryl put together a week-long training schedule that included theory and practical elements to give the trainees an in-depth understanding of the inspections, maintenance, restrictions and use of the forklifts," says Julie Muxworthy, T&G health and safety business partner.

The practical elements included a dedicated area that was set up to allow the trainees to maneuver different loads at different heights and in a number of situations. Trainees were given the opportunity to practice what they had learnt while the trainers assessed the competencies of each person individually.

Esmee Hungahunga, T&G coolstore manager, and Scottie Northover, T&G stores supervisor from the Hastings east site, have been working with WINZ for several years and contributed to the initiative.

"Esmee and Scottie pulled together the training and assessment material after realising there was a shortage of good quality drivers and a risk of drivers picking up old habits, even if they had attended previous training," says Julie.

"As Scottie pointed out, forklifts are 'killer machines' so we must ensure any drivers, new or otherwise, have the right training and are regularly assessed and reminded via Toolboxes (morning meetings), with good behaviours being recognised."



# T&G's annual Fishing Competition

**On 1 March, around 90 T&G staff, suppliers, growers and buyers made their way to Half Moon Bay Marina in Auckland to tackle the open water and return with the biggest catch.**

T&G has been running a fishing competition in Auckland for a number of years and it is now a much anticipated event among everyone that participates (except the fish!).

After an early start, participants headed out onto the water for a six-hour fishing session.

"This longstanding competition is a great opportunity for us to treat our customers, suppliers and growers to a day out for their

continuous partnership with our business. It's also a good chance to have a break from everyday work and engage in friendly rivalry," says Colin Murphy, T&G category manager vegetables.

After a successful day out on the water, top prize went to Stephan Boric of Boric Food Market.

## A big thank you

Thank you to everyone involved in organising this event, our sponsors for contributing to the prizes and goodie bags, as well as our suppliers, customers and growers who joined us on the day. See you all again next year!



"This longstanding competition is a great opportunity for us to treat our customers, suppliers and growers."

Colin Murphy, T&G category manager vegetables



T&G's EGM New Zealand Andrew Keaney, Stephan Boric of Boric Food Market and T&G CEO Alastair Hulbert





FRESH  
LOOK  
SAME GREAT  
TASTE



# JAZZ™

## APPLE

THE JAZZ SENSATION



# LAUNCHING NOW

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# Refreshing look for sensational apple



New Zealand-born JAZZ™ apples are loved the world over and now have a refreshing updated look designed to further strengthen their place on the premium apple world stage.

The refreshed design was revealed at a global launch at Fruit Logistica in Berlin in February with customers, suppliers and other key stakeholders.

“Our consumer research identified an opportunity to reinvigorate the brand to reinforce its premium proposition,” explains T&G’s executive general manager pipfruit, Darren Drury who spoke at the event.

“We know we operate in a highly competitive category and that it’s vital to remain relevant while appealing to new consumers. Having discussed it with our

growers, sales agents and customers we felt the time was right for a refresh globally.”

Fruit is being stamped for sale with the new JAZZ™ logo and ENZA mark as it comes into season, giving consumers added confidence they’re buying consistent, high quality apples with year-round supply.

Sandi Boyden, T&G marketing manager pipfruit says the refresh of JAZZ™ is a major investment by T&G.

“The contemporary logo and design suite extends across all touchpoints - from packaging to promotions, sampling to digital platforms.” She also says additional regional launches in T&G’s key global sales markets will take place as new season JAZZ™ apples enter various markets.

**Join the JAZZ™ sensation at [jazzapple.com](http://jazzapple.com) and follow us on Instagram #jazzsensation and Facebook.**



## About Jazz™

JAZZ™ apples were first born in New Zealand orchards following a natural union of Royal Gala and Braeburn varieties. Sixteen years later JAZZ™ apples have become a global favourite, being grown in 10 counties under T&G’s ENZA growing programme and sold into over 50 markets. What makes JAZZ™ so special is its naturally durable, firm skin, dense flesh and versatility. It’s equally delicious freshly served in salads and cooked in desserts. A healthy choice on the go, JAZZ™ apples offer reliable goodness and are perfect for lunchboxes. Join the JAZZ™ Sensation. Follow #jazzsensation on Facebook or Instagram or visit [jazzapple.com](http://jazzapple.com)



# Double-header in Berlin

T&G had two reasons to celebrate at Europe's biggest fresh produce tradeshow, Fruit Logistica, in Berlin last month.



*"We're constantly striving for quality produce while exploring sustainable growing practices..."*

A newly-built stand at the annual show was the perfect platform for T&G to reveal the highly anticipated refreshed look of its premium apple brand, JAZZ™ to customers and media. The fresh stand was also the location for a celebration with special guests to mark the start of T&G's 120th year in business.

T&G has grown from a small fruit auctioneer in New Zealand in 1897 to an international vertically integrated grower, picker, packer, shipper, trader and marketer of fresh fruit and vegetables and processed foods 120 years later.

T&G Global CEO Alastair Hulbert says reaching 120 years is an exciting milestone given the business has such a positive future with much more to celebrate over the coming years. He believes T&G's success lies in its consistent growing practices, committed growers, supportive customers and passionate people.

"We're constantly striving for quality produce while exploring sustainable growing practices to maintain year-round freshness and provide a healthier lifestyle for everyone we share the planet with."

BayWa CEO and T&G chairman Professor Klaus Josef Lutz also attended Fruit Logistica and T&G's 120th year celebration. He congratulated T&G on its anniversary and all employees, partners, and friends who have been part of the company's long and successful history.

"BayWa has been part of this history for only five years but I am happy that we have already started writing a new chapter together and I am looking forward to the time to come."

Professor Klaus Josef Lutz, BayWa CEO and T&G chairman



BayWa CEO Prof Klaus Josef Lutz and T&G CEO Alastair Hulbert



José Luis Alvistur and Jeanette Zevallos from T&G Peru and Victor Anderson from T&G Thailand



# Industry legend retires



T&G wishes John  
a bright future

## Profile:

### John Sauer T&G Foods 1978 – 2017

I arrived back in New Zealand in 1978 after a year in Europe, broke and needing a job. I applied for a job as a seasonal forklift driver at the Nelson Apple Cannery, owned and operated by the New Zealand Apple & Pear Marketing Board, and was successful. The factory was then in a semi-rural setting with no housing anywhere nearby.

For five years, I worked in the yard as a forklift driver and worked in the factory during the off season. This was an era when the workplace was far more relaxed than how it is today. Senior management had a small one-hole golf practice green behind the factory and we had two tennis courts among the bins, hidden from view, for lunch time and after hours' tennis.

Although it may seem we had an easy time of it, we handled huge volumes of fruit through the factory in the 1980s and 90s and I remember doing an 84-hour week on night shift to handle it all. In 1984 it was decided the factory needed a person in a fruit procurement role. I saw the job

advertised in the local paper and mentioned to the manager that I wouldn't mind applying for that job. He just said, "oh, well that's good, saves me interviewing anyone- the job's yours," and the rest is history.

In all my years of experience I have seen huge changes in the pipfruit industry. Marlborough had a thriving pipfruit industry and, while it still does, a lot of focus is on the wine industry. Canterbury developed a major pipfruit industry with the advent of Applefields and other corporates however the climate wasn't conducive to growing apples and the industry failed.

Nelson in the 1980/90s had 300 plus growers and nearly 100 packhouses which were mostly family operated businesses. Today the number of growers has fallen below 100 with less than 30 packhouses overall, yet production has risen. I have always believed developing good working relationships with suppliers is the key to being successful in fruit procurement.

Going into retirement it is looking like my life after T&G Foods is already busy. I am involved with football administration, and the Brain Injury Association of which I am local president, and I'm on the national

committee. I have also volunteered to help with the resettlement of refugees in Nelson through Red Cross. Hopefully I will get time to go fishing in the boat I purchased with mates prior to Christmas and get to update our campervan for some tours of New Zealand as well as spending time at the family bach near the Abel Tasman Park.

I have loved my years at T&G Foods, based at the Nelson factory, the diversity of the people and the friendships, formed both at work as well as with growers and suppliers, have made for a great working environment. I know I am going to miss the people.

With BayWa now the owners of the business and the direction they are taking the business, I believe the future looks bright. I wish everyone well for the future.

*The team at T&G thanks John for his contribution given to our business and the wider pipfruit industry.*

## Seared salmon with JAZZ™ apple waldorf and lemon aioli

4 x 140g salmon fillets  
salt flakes and freshly-milled black pepper  
2 Tbsp extra virgin olive oil  
1 bunch dill, finely chopped  
2 JAZZ™ apples (350g), finely sliced  
3 sticks celery, finely sliced  
80g (⅓ cup) walnuts, roughly chopped  
½ bunch parsley, roughly chopped  
65g (¼ cup) aioli (garlic mayonnaise)  
juice of 1 lemon  
lemon wedges, to serve

1. Season the fish pieces with salt and pepper, then fry both sides in olive oil in a large frying pan over a high heat for 2 minutes, until medium. Pat dry with kitchen paper, then crust with chopped dill.

2. Toss the apples, celery, walnuts and parsley. Mix the aioli and lemon juice and pour over the salad. Serve piles of salad with the fish and lemon wedges.

# Create it at home



# Grower Profile

## THE ORCHARD

**Well protected -  
come rain, sun or hail**

*“A one-off event like a hail storm can have huge implications for our orchard so it made sense to make a one-off investment in netting.”*

- Kevin Cooper



Growers' Kevin Cooper and Roger Brownlie with Ben Rimmer from T&G Global.



Seasoned grower Roger Brownlie is used to battling the elements each year to grow his Envy™ apples but this year he's got new arsenal to best protect his fruit trees.

Rogers farms 20 hectares at the north end of Hawkes Bay, about 10 kilometres outside Napier. His property, The Orchard, has been in the family since the 1960s. Roger and his wife Anna took over the reins, buying it from his parents, in 1992.

“The property was originally a sheep, potato and tomato farm then my old man went into citrus. We're about as far south as you'd want to be when growing lemons. Then my dad started on kiwifruit in the 80s but the land wasn't even enough so he moved to stonefruit and then grapes. We used to grow pinot noir for Montana Linder as well but we pulled the vines out about 10 years ago.”

It's been nearly nine years since Roger replanted two hectares of Envy™ apples, forming a partnership with brand owner T&G Global.

Roger says the partnership has been hugely positive given growing international demand for premium Envy™ apples. “We've had good yields and good pay outs but we're constantly at the mercy of the weather, particularly hail. We've had three in one day,” he recounts. “I had hail insurance but that in itself is pretty costly each year.”

About seven months ago Roger began investigating options for hail cover in discussion with T&G's field representative pipfruit Ben Rimmer.

Ben says hail cover is used in Nelson orchards to protect trees but no one in Hawkes Bay has installed permanent structure over Envy™ until now.

“Roger talked to me about it and it was a no brainer given the risks to grower revenue each season. The cost was less than three years of hail insurance premium and it guarantees fruit for the market and revenue for Roger. I was really excited when Roger said he wanted to look into a permanent hail structure, there's a few drape net trials happening around the district on Envy™ but it's great to see someone take that next step, it's a huge plus for us.

The first step for Roger was talking to a grower in Nelson who had installed the netting. “I went and spoke with John Drummond who has used it to protect his PiqaBoo Pears. I went down and saw how it worked and John was very helpful. We went with an Extenday product from the USA and basically have followed what he did with a clips and bungee approach.”

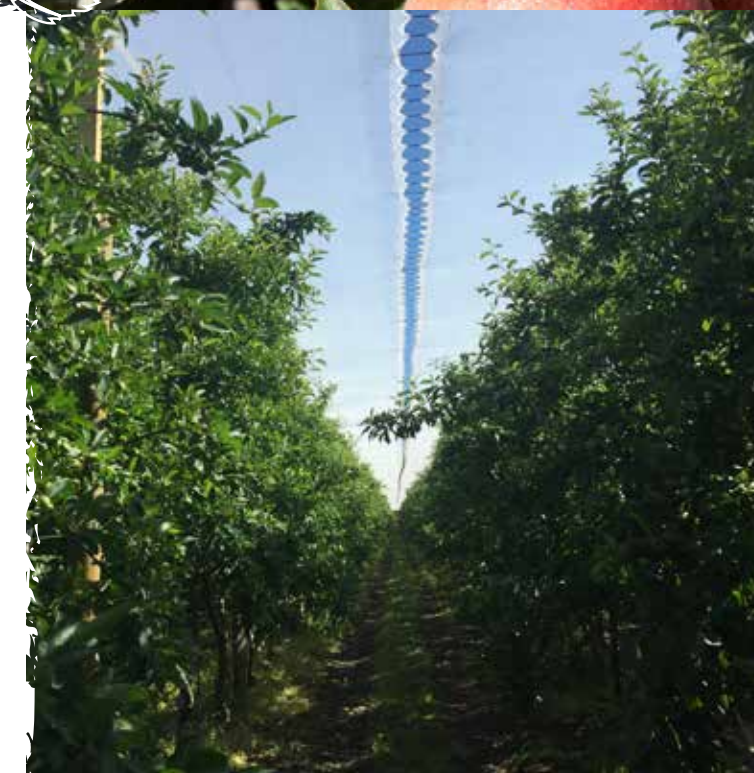
Overseeing the installation of the retro fitted netting at The Orchard was Kevin Cooper who started his career in the viticulture industry. “It came from the supplier pre-stretched and it took us about three days to

get 15,000 clips in place with the bungee in between the rows of trees. You've got to ensure the tension is just right, if you pull it too tight it affects the length of cover so you have areas of trees exposed. It was a bit of trial and error but we got there in the end, it took about nine days in total but the benefits are huge.”

The cover will better protect the trees from wind, hail, rain and heat and it's not uncommon for Hawkes Bay to have a few of these in one day. Roger says the cover will also minimise evaporation, enhance spraying effectiveness, and help regulate the temperature of the trees - resulting in less sunburn on the fruit.

“A one-off event like a hail storm can have huge implications for our orchard so it made sense to make a one-off investment in netting, especially for a such a high valued crop such as Envy™.”

Roger intends spreading the cover to another section next year and recommends that those interested in this, do it in August after pruning. “I know myself how busy it is on an orchard and the focus is usually on growth rather than protection but without the latter, you won't get the former. With less light in the block due to the netting we'll put down reflective cloth under the trees ahead of picking. I'm excited to see what the trees deliver in their new environment and can't wait to start picking at the end of March.”





# Community News



*T&G gives back to the community*

“We are proud of our grower partnerships and people in Hawkes Bay and grateful for the support we receive from them.”

Alastair Hulbert, T&G CEO

In February T&G commemorated the start of our 120th year in business with the opening of a new community ocean swimming circuit just off Napier beach.

The newly-installed circuit features T&G branded buoys, funded by T&G with support from Napier Port, placed 200 metres offshore which creates a 1000 metre circuit.

“With ocean swimming becoming more popular over the last few years, and T&G’s strong presence as a grower and employer in the Bay, we wanted to give back to the community in a positive way by providing branded buoys, with the support of Napier Port. The buoys create a safe swimming circuit giving people the confidence and visibility they need when taking on an ocean swim,” says Bruce Beaton, T&G New Zealand pipfruit general manager.

T&G has many avid ocean swimmers at its two Hastings sites including Bruce and T&G’s CEO Alastair Hulbert. Both joined others in celebrating the unveiling of the circuit by diving into the ocean for a refreshing swim ahead of a function at East Pier in Napier where guests, including local MP Stuart Nash, gathered to celebrate both the new community circuit and T&G’s 120th year.

“We are proud of our grower partnerships and people in Hawkes Bay and grateful for the support we receive from them as well as the wider community, our customers and suppliers. It’s a pleasure to be able to support the opening of the new T&G community ocean swimming circuit and we hope people enjoy this new facility,” says Alastair Hulbert, T&G CEO.

*It’s a pleasure to be able to support the opening of the new T&G community ocean swimming circuit*



*Encouraging exercise and healthy eating*

Last month Central Kids Kindergarten in Reporoa held a fun run which saw around 200 kids and adults participate across four different distances; 10kms, 5kms, 2.5kms and a 500m kids dash.

T&G provided both JAZZ™ apples and Beekist tomatoes for all the participants to enjoy after a long and challenging course.

Reporoa, in New Zealand’s Waikato region, is one of the flattest places around, but somehow the organizers managed to find a track with some very steep hills that took participants through farmland and native forest with impressive views.

T&G’s grower manager Ben Smith, whose son attends Central Kids Kindergarten, said the event was a challenging and fun day out for everyone.

“This was the first Fun Run that Central Kids Kindergarten has held, but the feedback has been that it was fun and challenging with beautiful scenery. My family and myself thoroughly enjoyed the day out.”

The kindergarten hopes to turn the event into an annual fundraiser and grow the event over the next few years. “Not only did T&G’s sponsorship of apples and tomatoes help strengthen the message of healthy eating at the event, it also reinforced the fantastic community spirit that T&G has,” says Ben.



*An Epic event*

Manurewa’s Amateur Swim Club, The Rewa Rebels, who are sponsored by T&G, made their way to Lake Taupo in January for the annual Epic Swim where recreational swimmers have the opportunity to swim alongside some of New Zealand’s best open water swimmers.

T&G’s financial support went towards helping the children with transportation to the event, accommodation and registration fees.

The team has been competing in the event for the last five years and had swimmers participate in the 500m, 1km, 2.5km, 5km and 10km events.

“Thank you to T&G for your ongoing support and contribution to the event. With the children being from a lower socio-economic area, we’d be unable to take part in the event without this sponsorship,” says Donna Killian, Manurewa Amateur Swim Club treasurer.



*“Thank you to T&G for your ongoing support and contribution to the event.”*



# Broccoli

Broccoli is a great ingredient for a detox smoothie

Broccoli is available all year round

Broccoli is very high in Vitamin C, making 1 cup of chopped broccoli the Vitamin C equivalent of an orange

Broccoli is a member of the cabbage family and means 'little sprouts' in Italian

Broccoli is easy to grow and does well in sunny spots with wind protection

In cooler areas plant broccoli from spring through to autumn; In warmer areas plant broccoli in late summer through to spring

Purple broccoli tends to have smaller heads with a deep purple tinge, otherwise it is identical to sprouting broccoli

Store broccoli in a food-storage bag or container in the fridge

## Celebrating our Staff

Congratulations to the following T&G employees celebrating milestones from January – March 2017.

Alastair Hulbert and Darren Drury



Congratulations team!

30 YEARS

DAVE HILLS

20 YEARS

LOU ZURCHER

DIANE WHITEHEAD

DARRYLL HOSKING

10 YEARS

ALASTAIR HULBERT  
KIM BELOE  
DARREN DRURY  
KANCHAN BHAVNANI  
EMALEENE TOKO

SHELLY SATHERLEY  
ROLAND MARTIN  
MARK ROWE  
JUSTIN CARLSON  
AUGUST APIATA  
DYLAN RADCLIFFE  
NILESH PATEL

GAVIN GARLAND  
BRYAN MORRISON  
STEVE INGLEY  
DOUG WHAREHINGA  
GRANT HOLDSWORTH  
ROYSTON SEYMOUR  
OLLIE SHUTT



Celebrating 20 years Diane Whitehead (left) & Darryll Hosking (right).





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