

T&G MAGAZINE Fresh

A BayWa
Company

SEPTEMBER 2017



*Celebrating our
young growers*

From a local fruit shop to a global business. We've come a long way since 1897.



Phil and Kirsty Greer, Jazz™ apple growers

When Edward Turner established Turners and Growers in 1897, he could scarcely foresee how successful his produce business would become.

Today, we're known as T&G Global. And globally is where we do business, from the Americas to Europe, from Asia to Australia, and right here at home in New Zealand.

It makes us this country's biggest exporter of horticultural produce. It also means we deliver fresh, healthy fruit and veggies year-round across New Zealand, from our growers here and abroad.

We do all this with what we call a passion for freshness and a profound respect for the land, our customers, growers and our people. It's a way of doing things that has ensured our success over those many decades.

So we'd like to say to the people of New Zealand, who continue to buy our produce every day: **thank you for 120 years.**



www.tandg.global



LOTATOES



Note from our CEO Alastair Hulbert



New Zealand is currently debating the merits of our political parties as we head to the polls on 23 September for the election. Common themes are emerging that impact on our, and other businesses, including water usage and charges, immigration and the shortage of skilled labour, environmental and economic sustainability, trade, housing and urban encroachment.

As New Zealand's largest fresh produce exporter, T&G takes its role as a horticulture industry leader seriously and we look forward to continuing to work with the Government and opposition parties proactively on these issues.

Also in September T&G will again head to Hong Kong for the region's biggest fresh produce tradeshow, AsiaFruit Logistica. Our footprint across Asia continues to grow with strong supply partners and our in market offices continue to fulfil the growing demand for trusted produce. The show is an important opportunity for face-to-face meetings with our customers as we jointly discuss the expansion of those relationships.

On a more sobering note, T&G recently lost one of our team with the passing of Boe Seduikis while holidaying in Vietnam. Boe was an asparagus exporter for T&G based in our Melbourne office and will be hugely missed by all those that knew him. On behalf of T&G, we extend our condolences to Boe's family and friends at this extremely sad time.

Alastair Hulbert

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Mounds of mandarins fall at Outram School



It's normally snow that falls in Otago over winter but for tiny Outram School it was mandarins.

The Year 1-8 school, with just 175 pupils from across the Taieri Plain, won a national competition organised by New Zealand Citrus Growers that offered a prize of 400kg of mandarins.

The mandarins were donated by T&G Global which grows mandarins in Kerikeri and Gisborne and is a member of NZ Citrus Growers.

Parent Simon Andrews nominated Outram School as he has a son, Braydon, at the school in Year 5. Principal Jeremy Marshall says the arrival of the mandarins over winter was perfectly timed.

"The fruit arrived at the end of the term, in the middle of winter, and many of our children had the normal coughs, colds and illnesses associated with cold weather. We sent them home with the mandarins as a perfect mid-winter treat in the hope everybody bounced back for term three in better health and with renewed energy. The students were very excited when I announced that 400kgs of mandarins would be arriving at school. They couldn't imagine what 400kg of mandarins looked like!"

The school also gave the fruit to its bus drivers, cleaner, teacher aide staff, after school care staff and volunteers. Mr Marshall says they also held fruit back for the school's sports teams to enjoy.

Jeff Hanning, T&G's sales manager based in Dunedin, personally delivered the mandarins, providing a healthy dose of all-important Vitamin C to all those at the school, and their families.



Follow Love NZ Citrus on Facebook



Waiuku netball swaps half-time oranges for JAZZ™

Waiuku Netball Club celebrated its 60th jubilee in June with the help of JAZZ™ from T&G.

To celebrate they hosted a 'Carnival Day' with a knockout round robin format meaning players had to endure several games on one day - in less than ideal weather.

"Thank you to T&G for donating to the event. The apples you provided our players gave them an all-important energy boost to power through their games of netball," says Jane Parry from the Waiuku Netball Association.



T&G SUPPORTS FRUIT IN SCHOOLS TO RECORD NUMBERS IN 2017

Approximately 543 New Zealand schools have taken part in Fruit in Schools this year, with classrooms on track to receive more than 20 million servings of produce over the four terms of 2017.

Starting in 2005, Fruit in Schools has been supplying eligible primary school children (decile 1 and 2 schools) with a free piece of fresh produce daily. Today, more than 115,000 students across 21 regions are benefitting from the Fruit in Schools initiative, with T&G supplying 38% of all schools involved in the programme.

T&G supplies 30,000 primary school students across 210 schools from around Gisborne, Hawkes Bay, Northland, Taranaki and Waikato with weekly fruit and vegetables through the programme.



Fruit In Schools at Holy Cross Papatoetoe.

And the initiative is proving overwhelmingly positive, with many principals seeing the initiative making a real difference, every day:

- 80% of principals said Fruit in Schools contributed to a sense of equality between pupils
- 98% of pupils said they knew more about nutrition and health
- 66% of principals said they had seen an improvement in students' general health as a result of Fruit in Schools

Principal Murray Hawke, Hatea-A-Rangi School in Gisborne, says his students love the produce they receive from T&G through the programme. "Our kura (school) is a decile 1 school on the east coast of New Zealand, an hour up from Gisborne. We have 26 kids and every day our teacher aide cuts and prepares a platter of fruit to go into our two classes before morning tea and they absolutely devour the fruit we receive. It's as much a part of their day as their reading."



Branching out for Arbor Day 2017



To celebrate Arbor Day 2017, T&G delivered 57 apple trees to Garden to Table schools, all over New Zealand.

Arbor Day is dedicated to the planting and caring for trees as a way of giving back to the environment, engaging communities through positive action and contributing to the restoration of native trees.

And it's the combination of giving back to the environment and teaching Garden to Table students how apples grow which struck a chord with T&G.

"We live by the land so doing right thing by it is second nature to us," says Alastair Hulbert, CEO, T&G. "Arbor Day provided us with an opportunity to plant more trees, get more apples into Garden to Table schools and teach children how to care for a fruit tree."

Each Garden to Table school received an individually packaged Adore apple tree with instructions and growing tips for planting and caring for their tree.

The Adore apple variety, from Nelson's Waimea Nurseries, was specially chosen for its easy care, black spot resistance and tasty, sweet and juicy fruit which will be ripe and ready by April 2018.

Kids from Flatbush Primary's Room 19, Nanise, Ruthy, Arapeta, Seyliann, Adriana, Johnny, Elijah planting their tree with gardener extraordinaire Turi Tupou.



Year 3 and 4 students from room 4 Haumoana School with their apple tree.



Fun fact

New Zealand's first ever Arbor Day planting happened in Greytown in the Wairarapa on 3 July 1890. The first official Arbor Day celebration took place in Wellington in August 1892, with the planting of pohutukawa and Norfolk pines along Thorndon Esplanade.



T&G's Ben Barker with the kids from Riverview School in Kerikeri.

Budding young gardeners celebrated



Right: The judges (from left to right) chef Al Brown, Garden to Table's Linda Taylor and T&G's Andrew Keaney.
Below: Students at Meadowbank School getting ready to garden.



Garden to Table and T&G are proud to have launched the inaugural T&G Garden to Table Young Gardener of the Year Awards.

The new awards are designed to acknowledge the great work Garden to Table schools and students are doing by finding the best budding young gardener and gardening school among them.

The judges for this new award are Andrew Keaney, T&G executive general manager New Zealand produce, restaurateur and acclaimed chef Al Brown and Garden to Table's chief executive officer, Linda Taylor plus well-known New Zealand gardening journalist Linda Hallinan.

T&G is proud to support Garden to Table which does an amazing job of enabling primary school children to grow and harvest fruit and vegetables in schools, then prepare, cook and share meals made with their produce.

Andrew Keaney says, "We're thoroughly excited to be encouraging kids to put their screens down and get their hands dirty, while being outside and learning in a different environment.

"This competition recognises the passion of these young growers while strengthening the connection between growing and consuming healthy food for our next generation and their families," says Andrew.

The new competition has two award categories; one for School of the Year and the other that will celebrate five Young Gardeners of the Year.

Garden to Table's Linda Taylor says the awards are designed to recognise the

talent and achievements of individuals and schools who are gardening, growing and harvesting nutritious food.

"Together with T&G, we're on a mission to change the way children approach and think about food. At Garden to Table we strongly believe that children who understand where good food comes from – and how to prepare it – are likely to make better food choices."

As well as looking for the most passionate young gardeners in New Zealand, the awards are looking to celebrate the most enthusiastic school that is championing this fresh approach, involving their kids in all aspects of gardening in an environmentally sustainable garden.

Visit www.younggardenerawards.co.nz to view the amazing entries from Garden to Table's students and schools.

Al Brown and Meadowbank students enjoying the produce they've cooked.



COMMUNITY

"Together with T&G, we're on a mission to change the way children approach and think about food."

Linda, Garden to Table chief executive officer



GTT Linda Taylor preparing produce for cooking.

T&G's New Zealand produce EGM, Andrew Keaney helping out in Meadowbank School's garden.

Lotatoes™ delight at Auckland Food Show



Showcasing our
brands at
the Auckland
Food Show



The Auckland Food Show at ASB showgrounds in July saw thousands of foodies descend on hundreds of exhibitors, all searching for the latest and greatest in food, beverage and kitchen equipment.

Among them was T&G's new Lotatoes™ which has 40% less carbs and fewer calories than other potato varieties, and they're more sustainable. A shorter growth cycle means they use less water than traditional spuds which is better for the environment.

The eager Foodshow attendees were served Lotatoes™ in a delicious potato salad alongside perfectly seasoned Classic Y.E.L.O tomatoes on crackers, skewered Jellybean tomatoes with feta cheese and crunchy JAZZ™ apple slices dipped in Pic's almond butter.

"It was great to see the delight on our consumers faces when trying our new Lotatoes™ in a salad," says Michelle Singh, marketing manager New Zealand, T&G.

"The show provided us with a great opportunity to showcase our fantastic range of produce, create awareness of our new Lotatoes™

and show consumers exciting ways to pair, prepare and serve our products."

Special recipe booklets were also given to show attendees of the dishes sampled with the aim of inspiring cooking at home.

"Consumers were curious about our Y.E.L.O tomatoes and were encouraged to try samples. Once they tasted them, they were all positive about their unique taste and colour profile," says Michelle.

Two kilogram bags of Lotatoes™ are available across New Zealand in Countdown stores.

What people said

CLASSIC Y.E.L.O

*They taste way better than red tomatoes.
These will be my new go-to!*

RUBY'S JELLYBEAN

I love the way they burst in your mouth.

JAZZ™

*JAZZ™ apples collaboration with
Pic's almond butter!*

LOTATOES™

I've seen these on TV, so glad I can try them!



Mastering potatoes is truly a family affair

Produce farming is truly a family tradition for Franklin's Masters family, who for over 70 years, have grown potatoes, onions and lettuce on their 100% family owned farm outside Auckland.

"We're three generations strong, pride ourselves on our heritage, growing world class produce and protecting the land on which we operate," says Preyesh Master.

"We take pride in our craft and our passion for growing fresh, quality produce has come about through hard-work and know how, handed down from generation to generation."

Haribhai Master began growing on the Bombay property back in the 1960s. Since

then, he has taught his sons Narendra and Pravin the art of growing, harvesting, grading, packing and selling produce.

Narendra and Pravin later passed on the craft to the third generation to work the farm – who, to this day, continue contributing to the sustainable success of the multi-generational operation.

The family's relationship with T&G began in the 1970s when they began supplying us with their potatoes.

"Given all the health ailments around the world, including diabetes and rising obesity rates, we are proud to be involved in an industry that adds so much value to society by producing a healthy nutritious product

for consumers. We know we need to provide good healthy food, for everybody, every day," continues Preyesh.

"That's why we adhere to international best practice, soil management, nutrient and quality assurance compliance programmes.

"We all understand that it's in our entire family's interests to manage the land the same environmentally and sustainably sound way that we always have - so it can continue to be farmed for more generations to come," he says.

And, when T&G needed a partner to grow its first low carb potato, it was the combination of the established relationship and their environmental credentials that



meant the team at Masters were selected to get Lotatoes™ from their paddocks to customers plates.

The key to growing the produce they sell is the family's love of the land. Their commitment to the environment and passion for growing quality food shines through in everything they do, making them a fantastic supplier to T&G.

"Consumer trends had been putting potatoes out of favour with many people," says Michelle Singh, marketing manager New Zealand, T&G.

"But the team at Masters took our naturally bred seeds and are sustainably growing our nutritious Lotatoes™ potato in the fertile rich volcanic soils on their farm," says Michelle.

And thanks to the strong relationship between Masters and T&G, Lotatoes™ is putting spuds back on the Kiwi dinner table.

"Given all the health ailments around the world, including diabetes and rising obesity rates, we are proud to be involved in an industry that adds so much value to society by producing a healthy nutritious product for consumers."

Preyesh

STUFFED LOTATOES™

Makes 8 servings

8 small Lotatoes™	2 sprigs fresh thyme
1 cup rock salt	1/2 cup Shiitake mushrooms, dried
1/2 onion, diced	1 Tbsp truffle oil
2 cloves garlic, diced	1/4 cup Parmesan cheese, grated
1 Tbsp butter	1/4 cup creme fraiche
1 Tbsp olive oil	1 Tbsp chives, chopped + add to shopping list
1 cup mushroom, assorted	

Preheat oven to 150C. Place salt onto an oven tray and place Lotatoes™ on top of the salt. Place in oven for 45 minutes.

In a large fry pan, melt butter and add oil. Sauté onion seasoned with rock salt over a medium heat, cooking for about five minutes or until translucent. Add garlic and cook for a further two minutes.

Add mushrooms and thyme and increase heat, cook until the moisture from the mushrooms has cooked off.

In a dry fry pan on a medium heat, fry the dried shitake mushrooms for about three minutes then place in a spice grinder and blitz until mixture becomes a powder. Season generously with salt and pepper.

Remove Lotatoes™ from oven and, while still warm, cut off the top, scoop out the flesh from inside and place into a bowl. Using a fork, mash the Lotatoes™, season and add mushroom mix and the truffle oil. Return the Lotato™ filling back into the Lotatoes™ and sprinkle parmesan over the stuffed Lotatoes™.

Preheat the oven to 200C on grill setting and grill until the parmesan has melted.

Mix together creme fraiche and chives. Place a dollop of the creme fraiche on each Lotato™ and sprinkle over mushroom dust (add a small drop of truffle oil on each Lotato™ if you like as well).



Talking produce at the NZ Hort Conference

Three of the senior team at T&G shared their thoughts, insights and ideas about how the New Zealand horticulture industry can thrive at the recent Horticulture Conference in Tauranga.

The Horticulture Conference is the industry's annual opportunity for growers, producers, employers and food suppliers to get together and share ideas, learn about innovation, hear inspirational and influential speakers, connect and socialise.

Andrew Keaney, executive general manager New Zealand produce, Sarah McCormack, executive general manager international and T&G's capability manager, Greg Turrell each spoke on a range of issues facing the industry.

T&G works alongside more than 1,000 growers many of whom were in attendance.

Sarah spoke on the 'Women in Horticulture' panel which discussed the fact that many women continue to overlook a career in horticulture despite the global dependency on primary industries.

Greg highlighted the attention being given to strengthening awareness of horticulture in schools, including T&G's Graduate Programme, and the work being done to attract young people into the industry.

The conference wrapped up with the Horticulture Conference dinner and awards, sponsored by T&G, where Andrew thanked attendees for their support as we celebrate 120 years in business.



Above: Andrew Keaney, executive general manager - New Zealand produce addresses HortNZ dinner and awards ceremony attendees. Sarah McCormack speaking on the 'Women in Horticulture' panel.

Garett Hoffman and Klaus Sulz of T&G Transport.



T&G's capability manager, Greg Turrell, joined a panel of speakers at HortNZ's recent conference in Tauranga, to share his thoughts on the following question:

Employers are crying out for people and can't get them yet offer diverse and satisfying jobs and careers. On the flipside, we have students in schools looking towards their place in the world, who want good work, careers and training.

What's missing here?

Let's start with what made them choose horticulture? Turns out many had a similar story, inspiration from a teacher, or a family connection to growing and the land. Some made this choice very young, others after a year of agriculture study at university.

Unfortunately, they often felt that they stood alone with their love of horticulture, took criticism for their choice of career path and eventually joined small groups in tertiary study.

The resistance to join the horticulture industry can largely be due to poor information around career opportunities and limited to no funding available to schools. Often, it's because other industries are well funded and better organised to attract young people first.

Currently the horticulture industry has diluted efforts from many industry groups, representing everything from kiwifruit, pipfruit, through to tomatoes, potatoes, you name it – there's an industry group supporting each fruit and vegetable grown here in New Zealand, all working for their own interest, and within the confines of their individual budgets. It's often done as a side line activity to their own job, with smaller growers relying on the efforts of others.

This presents a wonderful opportunity to work together, break down the silos, bring fruit and vegetable groups together and present a united front. With substantially more funds, a representative group from across the industry and therefore the best and brightest minds working in harmony.

There needs to be a national youth strategy that determines where to focus efforts and the touchpoints. Consider ways to support the curriculums that lead into horticulture study at a tertiary level. Provide pathways into horticulture from secondary school

straight into the industry. Bring back horticulture apprenticeships and recognise that you don't need be degree qualified to have a rewarding career in horticulture.

Engage kids via social media by using entertaining and talented people. Use technology centric displays at career expos that represent the present and future of the industry.

Use your existing young talent to connect with young people at the schools they attended, show the kids at these schools what is possible in horticulture, inspire them with stories of achievements and the lifestyle that is possible.

Lastly, capture the hearts and minds of parents, principles and career advisors and provide them with accurate information about a career in what is such an exciting and booming industry.



Still fresh at 120 years - pip pip hooray for T&G



Above: T&G's executive general manager, New Zealand produce, Andrew Keaney and CEO Alastair Hulbert. Left: Alastair and Hon Louise Upston cut the cake.

It's not often a business celebrates 120 years and can say it's still fresh to the core but for T&G – it's the truth.

Founded in 1897 as Turners and Growers, our name was changed to T&G Global in 2014 to reflect our ever-growing global footprint. Key to our longevity has been innovation with the recent launch of our first lower carb potato (Lotatoes™) and revolutionising the tomato category with its bite-sized Beekist® and Ruby's brands.

Earlier this year T&G's Envy™ apple was named the favourite of American's and 2017 also marks 58 years since former chairman Jack Turner coined the name 'Kiwifruit', starting a billion-dollar export industry for New Zealand.

T&G recently marked its 120-year milestone in style with New Zealand generational growers, customers, suppliers and staff, many of whom have worked for T&G for decades – including one who has worked for T&G for 63 years (read more about him on page 25).

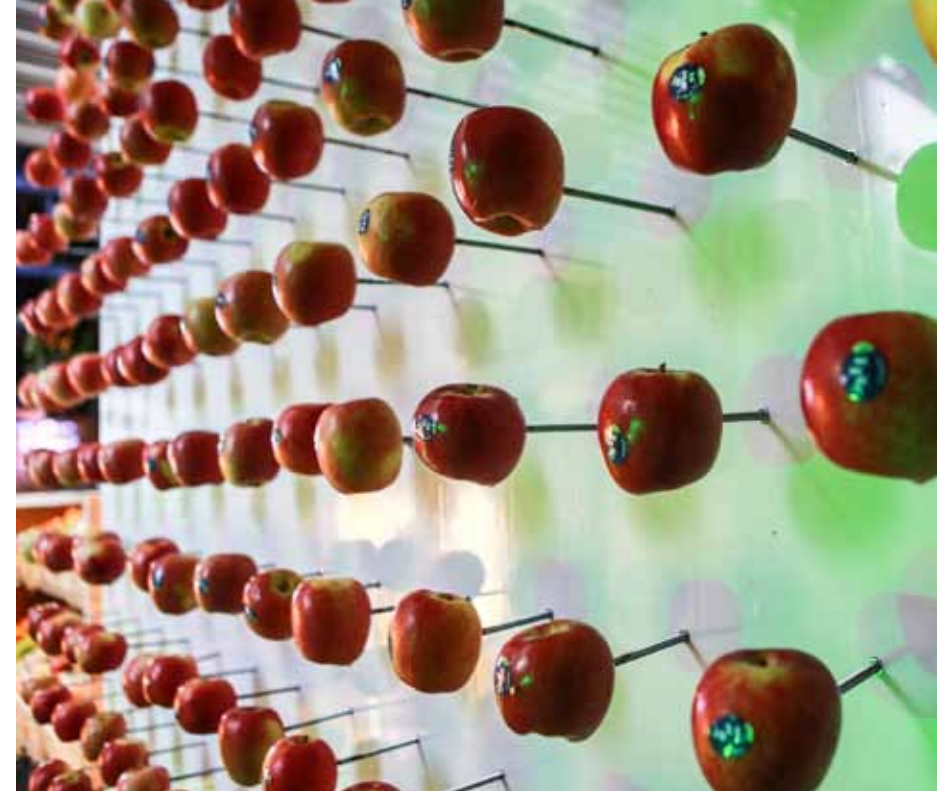
A big focus of the celebration was T&G's focus on fresh food with Karena and Kasey Bird (Masterchef New Zealand winners 2014) creating a mouth-watering menu showcasing the best of T&G's, and New Zealand's, produce.

On the menu were fruit and vegetables from some of the 1000 growers T&G works with, plus produce from the substantial volume T&G grows including JAZZ™ apples and Satsuma mandarins.

The secret to T&G's longevity and success? Keeping fruit and vegetables consistently fresh, responding to changing consumer needs and adhering to its original business philosophy, as set down by founder Edward Turner who said; "Our industry is vital for healthy living and is essential to mankind and does no one any harm."

On the night, Alastair Hulbert, T&G CEO, addressed the crowd saying, "Edward Turner was certainly ahead of his time in many ways, establishing a flourishing fruit and flower business on K Road in Auckland in 1897 with the support of his nine sons. Fast forward to 2017 and T&G has a footprint the length and breadth of New Zealand plus 12 offices offshore delivering the best of New Zealand to kiwis, and the world, and importing what is needed to provide people with fresh produce every day, everywhere.

"And in an age where obesity and heart disease are rampant, I'm proud T&G provides people with healthy food options," adds Alastair. "We're passionate about what



Anna Dunne (left) and Verena Cunningham from T&G

we're doing and possibly one of the many reasons we continue to grow 120 years after our first seed was grown."

Andrew Keaney, executive general manager, New Zealand at T&G Global continued, "We're a champion for over 1000 local growers and are growers ourselves. We understand the challenges growers face and believe consumers have a right to know where their produce is grown. As an industry, we need to remain focused on this alongside biosecurity, sustainability and food safety – all aspects of business we take very seriously."

Employing 1500 people across New Zealand and 200 overseas, T&G also recruits around 2000 seasonal workers each year.

T&G is also the country's biggest exporter of fresh fruit and vegetables. Total New Zealand horticulture products recently exceeded \$8 billion for the first-time outdoing wine exports and making the industry's target of \$10 billion by 2020 a reality.

Alastair is excited about the next chapter of T&G as the company continues to deliver fresh, healthy fruit and vegetables year-round across New Zealand. "We are proud to be champion the best of New Zealand and grateful for the support kiwis – including our passionate growers – have given us over the past 120 years. We're looking forward to continuing our strong relationships and enabling kiwis to eat healthy food and enjoy an active lifestyle for many years to come."



Dave Chambers MD Progressive Enterprises and Andrew Keaney Executive General Manager, NZ at T&G

"Our industry is vital for healthy living and is essential to mankind and does no one any harm"

Edward Turner, T&G founder



From left to right: Karena and Kasey Bird, Alastair Hulbert, Hon Louise Upston, Andrew Keaney, Prof. Klaus Lutz and Mau Wah Liu.





Covered crops celebrates in style

Around 280 of T&G's covered crops staff from our Mangere, Tuakau and Ohaupo tomato growing sites took time away from their day jobs recently with a fun day out at Pukekohe Park.

Team members from each site choose a theme for the day with staff dressing in traditional Indian saris, as Chicago mobsters or as rugby players.

"It was great to get all our staff together, show them our appreciation for all their efforts and update them on some new

developments within our business. The day was a great success," says Anthony Stone, general manager covered crops.

The Reporoa covered crops team also enjoyed a lunch and celebrated three of their team receiving 10-year service awards.

"Recognition of our people is very important and that is just one of the reasons we asked everyone to attend these fun events," says Anthony.



.....
"It was great to get all our staff together, show them our appreciation for all their efforts and update them on some new developments within our business"

Anthony Stone, T&G general manager, covered crops



Award
Winners

Employee of the Half Year Award winners

FAVONA - Sililo Malungahu
 MANGERE - Velmor Palapar
 HARRISVILLE - Taufa Filiai
 GERAGHTY - Daphne Toafa
 OHAUPO - Faleolo Taala
 REPOROA - Manufili Maiava

10 Service Awards

GERAGHTY - Nilesh Patel
 OHAUPO - Bryan Morrison
 MANGERE - Murray Adam
 HARRISVILLE - Kamal Lata
 OHAUPO - Bert Bout
 REPOROA - Amoe Whakatihi
 REPOROA - Sandra Howden
 REPOROA - Mattie Kiri



Murray Adam, national packhouse manager, and Velmor Palapar Employee of the Half Year Mangere.



Faleolo Taala Employee of the Half Year Ohaupo and Davinash Naicker grower manager Ohaupo.



Taufa Filiai, Employee of the Half Year Harrisville and Jason Greene grower manager Harrisville.



Daphne Toafa, Employee of the Half Year Geraghty and Nilesh Patel, grower manager Geraghty.



Sililo Malungahu Employee of the Half Year, Favona and Herman Fourie grower manager Favona.



Kamal Lata, 10 Year Service recognition, Harrisville site and Anthony Stone, GM covered crops.

T&G doing more, using less, drives up energy savings



T&G's passionate sustainability team has been hard at work reducing our energy waste recently, under the banner of doing more, using less.

The team has been hosting energy management workshops all over New Zealand, engaging our people in energy workshops, embedding reporting tools and auditing offices for energy waste – with some surprising results.

“During a recent audit, we found that by switching off computers and office lights, we could save 107,356.8kWh of annual energy waste, which is a reduction of 21 tonnes of CO2 emissions,” says Samantha Walmsley-Bartlett, Sustainability Analyst, T&G.

“That’s a \$10,735 saving in energy costs in New Zealand alone and enough energy to power 280 homes for a year,” she says.

The team also hosted three half-day energy management workshops in conjunction with EnergyNZ. The workshops proved popular, with 30 people attending.

“These workshops improved our people’s understanding of energy fundamentals, like how energy is delivered and charged and how we can use energy smarter at work and at home. They also outlined emerging energy trends and technologies to prioritise in the future,” continues Samantha.

Between the workshops and the audit, there is a real enthusiasm amongst our people to reduce energy, which is being encouraged by providing our New Zealand sites with an online energy reporting tool, allowing staff to see their site’s energy consumption in real

time and how they’re tracking towards our energy reduction targets.

“Saving energy is good for the bottom line but it’s also the right thing to do. For example, the staff in our cool stores were really positive about switching to LED lighting to save energy, and it also made their work environment safer and nicer to work in. Many have taken that experience and changed their own lights at home too,” she says.

The doing more, using less initiative being embedded by the sustainability team fits with T&G’s Growing Green commitment to the land on which we grow, which sets us environmentally sustainable benchmarks for energy, emissions, waste, water, biodiversity and transport.

And this commitment to reducing energy waste has seen T&G become a finalist in the 2017 NZI Sustainable Business Network Awards in the Efficiency Champion category. The winner of which will be announced on 30 November in Auckland.

“Being nominated is a great reflection of our people’s energy, enthusiasm and hard-work during the energy efficiency programme,” concludes Samantha.

“T&G lives by the land, so it makes sense for us to constantly think about reducing our impact on the environment, and how we can do right by the planet.”

Some simple changes we can all make to save energy, water and other resources like paper at work and home are:

- Replace incandescent light bulbs with energy efficient LEDs and save \$100 or more a year on electricity in your home
- Turn your computer off at night or when you're going to be away for more than half an hour
- Save paper and ink by selecting double-sided, grey-scale printing or fit multiple pages to fit on one page
- Utilise 'locked print' in your printing settings to hold a print job until it's needed
- Turn off heating when you don't need it
- Set your heating thermostat to around 20 degrees Celsius or 68 Fahrenheit
- Close doors and blinds to retain heat
- Dry clothes outside and ventilate your home after cooking, showering and washing

T&G sustainability analyst
Samantha Walmsley-Bartlett



Collaboration helps Envy™ growers weed out bad apples



T&G prides itself on partnering with global leaders in pipfruit (apple and pear) production, and our latest partner NUFRI in the European Union is no different.

NUFRI, one of Spain's most progressive and skilled fruit producers, is planting 120ha of Envy™ apple trees in 2018, on a state of the art high altitude site in Soria in Spain.

In early July, a team of European growers visited NUFRI in Spain to learn best growing practice and enjoyed an Envy™ field day where they shared, learnt and discussed all things Envy™.

“The day went well and everybody was pleased with the points raised and the visit to our fields,” says Marc Leprince, European manager, T&G based in France.

The day started with a presentation by NUFRI, explaining the different ways they work to achieve optimum fruit production from each tree.

After the presentation, the attendees visited the Envy™ blocks where the highly engaged team asked the field managers lots of questions.

NUFRI's 120ha Envy™ orchard in Soria, Spain.



“Hopefully, it will help the new French and Swiss growers. And will likely give our NUFRI growers some new ideas as well,” says Marc.

“The willing and open supportive approach throughout the T&G programme is a credit to the team and we will continue to support them in their developments.”

“The day went well and everybody was pleased with the points raised and the visit to our fields”

Marc, T&G European manager

Driving market success across the Tasman

After Cyclone Debbie recently wiped out a sizeable portion of Australia's outdoor grown tomato crop, it looked likely that many Australian customers would experience significant shortages of tomatoes, potentially for some time.

While consumers often face resulting higher prices, growers have to deal with crop devastation that can sometimes ruin them financially.

Several members of the wider T&G team - from both sides of the Tasman - came together recently to identify ways to mitigate shortages by supplying New Zealand grown tomatoes to Australian customers.

"With almost daily price increases on tomatoes in the Australian wholesale market due to the cyclone, we called Australian retailers to gauge their interest in getting product from New Zealand. One particular retailer showed interest but required further information," says Mark Romeo, commercial manager, Australia, T&G Global.

"And given the shortage would last only a couple of weeks, we had to quickly engage with our tomato and export teams in New Zealand, and our Australian sales team in three-way conversation to ensure total alignment and formulate a strategy on price and availability," adds Tom Cooney, senior exports manager Australasia, T&G.

The speed, agility and collaborative attitudes of the team proved a winner because within a one hour period, a plan to supply Australia with a committed volume and price was agreed upon by all parties and the relevant information was shared with the retailer which they accepted, ensuring they continue to have tomatoes on the shelves.

A by-product of the team's achievement means people on both sides of the ditch now have an increased level of trust, paving the way for the New Zealand to supply Australia



Reuben Crowther, sales representative covered crops, New Zealand.

at short notice and improves our reputation with retailers with our agility and ability to think and act quickly.

"Despite T&G being a global company, many overseas customers may not realise they may be able to source tomatoes from New Zealand. Given we grow tomatoes 52 weeks of the year, there will often be times where exporting is easily possible," says Anthony Stone, general manager covered crops, T&G.

"What was different and encouraging about this situation was having staff, from different business units, in different countries, collaborating cross functionally to quickly and effectively ensure we could meet our customer's needs during a difficult time."

"With almost daily price increases on tomatoes in the Australian wholesale market due to the cyclone, we called Australian retailers to gauge their interest in getting product from New Zealand"

Tom Cooney, T&G senior exports manager, Australasia



Mark Romeo, Commercial Manager, Australia, T&G Global.

Cyclists boost JAZZ™ at Tour de Fresh

With the New Zealand JAZZ™ apple season in North America now in full swing, the always refreshing apple's new brand platform enjoyed a lift at the Tour de Fresh cycling event—on the backs of two Oppy riders.

Oppy (short for The Oppenheimer Group) is one of T&G's strategic partners in the United States and play a vital role in supplying the North American market with JAZZ™ and Envy™ apples.

Oppy's organics category manager Chris Ford and marketing communications manager Karin Gardner donned JAZZ™ apple cycling kit, pedalling more than 300 kilometres each alongside industry friends to boost awareness of the T&G apple brand, climbing over four kilometres of hilly terrain along California's Central Coast. "We took the idea of elevating brand awareness literally," Ford joked.

While their focus aligns with the purpose of Tour de Fresh—creating access to more fresh fruits and vegetables by raising funds for school salad bars—Chris and Karin, along with representatives from T&G, draw attention to our refreshed JAZZ™ apple brand through branded gear, local and social media coverage.

As a premier sponsor of Tour de Fresh, JAZZ™ apples also refreshed riders throughout the three-day course providing welcome nutrition stops each day.

Built around the positioning of "The JAZZ™ Sensation," the new-look brand conveys the always refreshing eating experience delivered by the tangy-sweet, intensely crunchy apple.



Chris Ford and Karin Gardner

Complete with a fresh new logo, and supported by a full suite of nimble visual components, the new-look JAZZ™ brand, which made its North American debut in May, is already standing out with its contemporary colours, eye-catching graphics and a compelling brand message.

"Our customers like the refreshed brand," says Simon Beck, global sales manager pipfruit for T&G. "The fresh-crop New Zealand fruit offers exceptional crisp and crunchy eating quality in the summer, flavour is excellent, and the bright new graphics are creating attention and interest at the store level."

JAZZ™ and cycling have a decade-long history in North America. When the brand was first launched in the US, JAZZ™ sponsored a semi-pro women's cycling squad, made up of promising young New Zealand and North American athletes. Between training hard and earning recognition for the brand on race podiums, the JAZZ™ Apple Cycling Team sampled fruit at key retail outlets.

Grower Profile

BEN MCNATTY

**T&G Technical Manager
for apple orchards**

“To do well, you must have the right mindset and you have to be willing to put up with nature, working outside in the heat and the cold.”

- Ben McNatty

T&G Global is full of passionate growers. Fresh sat down with camera shy Ben McNatty, T&G's technical manager for apple orchards in Hawkes Bay, New Zealand, about his role and his passion for growing.

With his career in horticulture beginning by chance, filling in for a friend on a Hawkes Bay orchard, his strong work ethic thinning apple trees, picking fruit and driving forklifts was quickly recognised - earning him a cadetship and opening up a career path that sees him where he is today.

“To do well, you must have the right mindset and you have to be willing to put up with nature, working outside in the heat and the cold. Yes, there's a career in horticulture, but it's not for everyone. I started when I was about 17 with six others who were my age, and none of them are still here.

“But it is a rewarding career. I make daily decisions that affect our whole crop and millions of cartons of apples so my decisions are pretty critical. Watching a crop grow from trees with no leaves, to seeing our Envy™ apples grow from flowers, is quite amazing,” says Ben.

Ben was part of the Apollo team that merged with T&G in 2014, which saw his enthusiasm and passion come to T&G's Hastings operation where he now oversees the pest and disease programme catered to orchards in the Hawkes Bay.

Making his work life easier is being around other passionate people and the improvements in technology he's seen over the years - particularly going from writing everything down to now using GrowNote, a web-based management system for orchards, has made a huge difference.

“Technology has changed the business significantly. Everything that used to be done on paper including payroll, spray compliance and bin forecasting, to post harvest quality assurance can be done online now, making the job easier as information is instant.”

And that passion for improvement isn't limited to the land for Ben who's currently studying for his science degree majoring in horticulture, while developing LEAN, a continuous improvement programme, that once imbedded will see every T&G employee know to look for efficiencies in their area of the business, all while writing a best practice guide for growing Envy™ apples in the Hawkes Bay.

On top of this, he's also on hand to mentor the next generation of passionate and enthusiastic T&G growers for regional and national Young Grower Competitions, something he's familiar with since winning Hawkes Bay's Young Fruit Grower of the year in 2007 and 2008.

His open-door management policy sees him advising and educating young growers in orchard best practice, what to expect from the competition, what judges will be looking for and best ways to prepare for an event that can be quite daunting for fruit growers under 30 years old.

“There is a responsibility in this industry to uphold the standard of the growers who came before you,” concludes Ben.

“They've worked hard to get these orchards to where they are today, so the next generation has to maintain the land, the trees and the fruit to the same, if not better, standard, for the next generation to inherit,” he says.



RISK REGISTER ROLLOUT

T&G is committed to ensuring everyone gets home safe from work, every day from everywhere – be they our people or visitors to our global sites.

To further support this commitment, T&G is installing business unit and site risk registers at every site to help identify critical risks and quickly implement corrective actions to keep people safe.

The goal is for every site, orchard and glasshouse, to have a risk register and an action plan to identify and minimise risks by the end of December.

As part of this initiative, risk management workshops have been taking place nationally to change our people's thinking from a hazard identification mindset to 'looking out for each other' approach to actively manage health and safety risks.

"This is a step towards T&G having the right health and safety systems and tools in place to empower our people to look after themselves and each other," says Julie Muxworthy, health and safety business partner at T&G.

"If we all have the awareness, attitude, and exhibit the behaviour to be safe while looking after ourselves and each other, our workplace will quickly become as safe and healthy as we can make it," says Julie.



ONGOING REVIEW & IMPROVEMENTS of traffic management across T&G sites.

IMPROVE INDUCTIONS on all T&G sites.

FOCUS ON RISK that could cause injury to understand and manage prevention.

WORK TOGETHER WITH EXTERNAL BUSINESS PARTNERS, SUPPLIERS & CUSTOMERS to ensure health and safety across all areas work well.

BUILD A STRONG HEALTH AND SAFETY CULTURE through increased worker participation that drives the right behaviours and outcomes, while continuously improving risk prevention.

IMPROVE COMPETENCY (SKILL) TRAINING and increase frequency of re-assessment / recertification.

Continue to STRENGTHEN RELATIONSHIPS with regulators.

.....
"This is a step towards T&G having the right health and safety systems and tools in place to empower our people to look after themselves and each other"
Julie, health and safety business partner



Terry McCauley
DELIVERING FRESH FOR 62 YEARS AND COUNTING

Terry McCauley finished school on a Friday and began driving trucks for T&G the following Monday – 5 December 1955, and he doesn't plan on stopping anytime soon.

He's been on the road ever since, clocking up millions of kilometres, delivering millions of tonnes of produce over six decades - no one at T&G has attained Terry's length of service.

"I started here so I could put a roof over my wife and family's heads," says Terry.

A lot has changed in his time with T&G, and while technology has made life easier for many of us, Terry preferred the trucks from yesteryear verses the ones he drives today.

"Basic trucks from back in the day were better," says Terry. "Trucks of today are full of sensors which means they always need servicing," he says, as he wrestled with the Isuzu's gear stick as it struggles to shift into gear.

"No point having teeth if you can't give them a clean," he laughs as the truck slips into gear as the rig lumbers towards our Favona site to collect a load of cucumbers and tomatoes.

Based at T&G's Mt Wellington site, Terry's remit is delivering fresh produce to Progressive Enterprises – parent company of

Countdown, Super Value and Fresh Choice supermarkets.

Even more impressive than Terry's dry wit is that during his 62 years of delivering produce, he's never had a major accident. Having said that, Terry is humble enough to admit he has had some "pretty close calls" during that time.

"There's some idiots out there on the road. You've just got to be alert all the time."

Terry's fondest driving memory is his 23-hour journey from Auckland to Wellington, when there were no log books, designated breaks or trucks with sleeping cabins.

"I'd finished my round in Auckland, then set off to cart a load of strawberries to Wellington," Terry recalls. "But the two chiller units being used to keep the fruit cool were draining the truck's power, so it was pretty slow going."

His boss, T&G's Brent Batters, logistics manager, northern transport, says Terry is one of the gems in his fleet. "He's a consummate professional with a strong work ethic and has his daily driving routine down pat."

Starting week days at 4am and Saturdays at 5am, Terry's driving isn't limited to trucks. He also pilots fork hoists each morning to unload and load trucks at our Mt Wellington depot.

"We've come a long way from the old manual

T&G legend still trucking

days of stacking things using your hands and a bit of elbow grease," he says.

Terry's reliable service, hard work and dedication over the past 62 years is unlikely

to be surpassed in the modern age. But in true Terry style, he's not one to stop and reflect on all that he's achieved with T&G – there's work to be done.

ABOUT T&G TRANSPORT

T&G Transport is the leading fresh produce transport service provider in New Zealand, servicing over 700 customers from ten depots across the country.

The fleet consists of more than 50 trucks including the latest 560hp Scania truck-and-trailer combination.

With a combination of both fully insulated hard-side sliding doors and curtain-sliders, the trucks can carry up to 57 tonnes. The new trucks also feature the latest technology for temperature-control monitoring and for interactive driver performance for safety and fuel efficiency.

T&G Transport's goal is to get the freshest produce from all growers to all markets across New Zealand and across the world.



T&G Transport delivers to main centres across New Zealand daily and offers a complete field-to-market and market-to-market service including a next-day interisland service. To find out more email: info@tandg.global



Orchard Open Day shows locals what's behind the apple



Above: Chief Nepe showing his irrigation maintenance skills. Below: Tug-of-war winners Hasting's west packhouse, take home the Golden Gumboot for 2017.



T&G's Evenden Orchard opened its doors to school groups and the public on 11 August in Twyford, Hastings giving visitors a glimpse into the machinations of apple growing.

Held in conjunction with T&G's annual Young Fruit Grower Competition, the open day showcased all elements of a working orchard, the roles required to keep it growing 24/7 and why T&G is a great place to work.

"The day was wonderful, we had around a hundred people visit which was absolutely fantastic, everyone enjoyed themselves," says Lachlan McKay, New Zealand growing manager pipfruit, T&G.

"Our open day gives the community and school groups that visit an opportunity to see what happens on an orchard and really get a taste of all the opportunities available in horticulture and T&G."

Visitors were shown how an orchard is set up, how we identify pest and disease in fruit and how machinery and sprayers are set up.

T&G staff were also on hand to answer questions from attending school groups and the public; discussing career paths and taking applications from those keen to join the team.

At the interactive tent, visitors could also watch T&G videos, take reading material away and sample JAZZ™ and Envy™ apples.

"By showcasing some of the different and sophisticated aspects of our supply chain activities, we hope locals will consider us as an employer of the future," continues Lachlan.

Hawke's Bay is New Zealand's main apple growing region and accounts for 65 per cent of the national crop. T&G is one of the biggest employers in the region and exports one third of New Zealand's apples.

"We need more talent and more capability within the orchards in order to achieve our 2020 and 2022 targets," says Lachlan.

The event doubled as an opportunity for six teams, made up of T&G staff, competing in a tense tug-of-war competition. With competitors fuelled on a generous barbeque, the competition was deservedly won by the team from Hasting's west packhouse, who took home the Golden Gumboot for 2017.

Over at the Hydralada competition, drivers



manoeuvred orchard lift platforms two at a time around a course, while not spilling the bucket of water they were holding, using the machine's foot controls to go forward and backwards. After an intense round robin and semi-finals, the final was won by T&G leading hand Frayzar Brown.

"The day was wonderful, we had around a hundred people visit which was absolutely fantastic, everyone enjoyed themselves"
Lachlan, NZ growing manager pipfruit, T&G.

Hort Competition finds T&G's pick of the bunch

After a day-long battle, Adam Fulford was crowned T&G's Young Fruit Grower Champion with Deanna Muir coming second and Luke Scragg claiming third – all three are from the Hawkes Bay.

The internal competition saw ten of T&G's budding young horticulturists (those 30 years of age and under) from Hawkes Bay and Nelson compete against each another in a test of their orchard skills.

The full day of competition saw each grower's knowledge tested across everything orchard related – from finance, human resources, health and safety, pest control and disease knowledge to fruit maturity, machinery and irrigation maintenance, pruning and labour planning.

The event culminated in an evening awards dinner with a quiz and each contestant delivering an entertaining, informative and forward-looking speech on crop growing topics.

The competition has been designed to replicate the regional fruit grower competitions run each year by HortNZ, so our people are best prepared for what's thrown at them.

Adam, who won with just a two point lead, was relieved to win for the second year



in a row – particularly as the calibre of competition does not leave much room for error.

"The competition gets tougher each year and the margins for error get slimmer.

"While the win is good, it was also great demonstrating my ability to take care of the land like the judges have over their careers. Growing crops is a massive responsibility and I'm happy that there is a good group of young, passionate and determined growers coming through with me," he says.

And while the competition was a great opportunity to test his horticultural skills, Adam is now setting his sights on representing T&G at next year's regional Hawkes Bay Young Fruit Grower Competition.

Below: Jamie Cole from Nelson being tested and Deanna Muir showing her machinery skills.



Celebrating our People

Congratulations to the following T&G team members celebrating milestones from June – September 2017.



40
YEARS

ROBIN BALL



Robin Ball

30
YEARS

JOHN RUSSELL

10
YEARS

PAUL CHAMBERLAIN
ANDREW RARERE
SANDRA HOWDEN
AMOE WHAKATIHI
MICHELLE O'BRIEN

MATTIE KIRI
MATTHEW MONK



John Russell

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Several varieties of avocado are harvested in New Zealand at various times of the year, with the Hass avocado available in September. Avocados are nutrient packed and are gaining in popularity with health-conscious consumers.

- Researchers have found New Zealand-grown avocados have double the amount of vitamin B6 and 20% more folate than avocados grown in other countries
- The season is now underway with the superfruit available through T&G markets across New Zealand
- Avocados provide 41% of recommended daily folate and 30% of recommended daily Vitamin B6
- Folate helps children grow and is also good for tissue growth in pregnancy
- Vitamin B6 aids the immune system and helps reduce fatigue
- Healthy mono-unsaturated fats in avocados help keep appetites under control making the little 'alligator pears', as they're sometimes called because of their skin, the perfect accompaniment to meals or enjoyed on their own with a splash of lemon juice, or smashed with feta on wholegrain toast.

Avocados are one of the best everyday simple, healthy and delicious vegetables (that's actually a fruit) and can be enjoyed in salads, wraps, dips, on toast or as a smoothie.

Avocado Smoothie

This delicious and refreshing smoothie is a fantastic way to start your day!

Time: 5 mins | Serves: 2

Difficulty: Easy

1/2 ripe avocado

1 cup of trim milk

1 banana

1 tablespoon of honey

Simply put all of the ingredients into blender and blend until smooth.

Avocados



Beekist.[®] Home to lots of happy workers.

At Beekist[®], our friendly growers are supported by another team of little helpers – in the form of humble, hard-working bumble bees.

You see, it takes something of a small miracle to handcraft the perfect flavoursome tomato. Soft rainwater. Gentle encouragement. Minimal interference. And round-the-clock care.

Our friendly bees fly freely between all our specially selected vine varieties, gently visiting each flower to ensure pollination just the way nature intended.

The result is a taste sensation that everyday foodies with a fascination for flavour love – just hours after they're hand-picked from the vine.



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