

Fresh

June 2018

Fresh produce a family affair

P6

Supporting export excellence

P4

Anchored in Tauranga

P17

Collaborating in China

P20



Available from



countdown

40% LESS CARBS IN EVERY SPUD*

LOTATOESTM

POTATOES

LOWER CARB · LOWER CALORIE · GREAT TASTE*

A melt in your mouth taste with just 9.8gms of carbohydrates per 100grms.

GROWN  IN NZ



*Lotatoes™ potatoes contain 40% fewer calories and 40% fewer carbohydrates (per 100gms) than the commonly available Rua and Agria potato varieties.

Visit lotatoes.co.nz for recipes, grower stories and more information

New at the helm



I'm excited to be onboard as T&G's acting CEO and new chief operating officer based in our Mt Wellington, Auckland office. For those of you I have not met yet, I've come from Plant & Food Research where I was CEO. During my tenure I enjoyed a very positive relationship with T&G thanks to our successful PVR programmes and long-term partnership.

Prior to Plant & Food Research, I spent 17 years at Fonterra and one of its predecessors, mostly based in different markets managing sales, customer relationships and global export supply chains, which are core business at T&G too. So, I'll be able to draw quite broadly on my prior experience as I learn more about T&G's business.

As you know, T&G is an iconic New Zealand-born company which I have long admired. Now that I am onboard, my focus is preparing the path for our new CEO Gareth Edgecombe (who starts 9 July) and supporting him to implement T&G's long-term strategy.

I'm excited at the opportunities open to T&G and the strong support we enjoy from our shareholders. We're fortunate to work in a growth industry with demand for healthy produce increasing against a backdrop of a growing global population, increased focus on health and positive trading conditions. I'm learning a lot as I make my way around our business and looking forward to meeting more of our business partners over the coming year.

I'm happy to answer any questions at any time and look forward to further building on the great work everyone at T&G has delivered over the past 121 years.

Peter

Peter Landon-Lane
COO and Acting CEO T&G Global

Contents

06 Fresh produce a family affair

50 years and growing strong

08 Orcharding on show

T&G hosts its first apple technology symposium

10 Fresh Produce

Berry, citrus and satsuma news

13 Growing our people

Creating great talent

18 Grower profile

Andrew Hutchinson's growing role

20 Collaborating in China

On the ground in Shanghai

26 Olympian makes a splash

Young swimmers learn from a Kiwi great

28 Pink Shirt Day

Making a statement against bullying

32 Unearthing our budding growers

Young Gardener Awards' gear-up

35 Our Milestones

Get in touch!

For feedback and to subscribe to our online version of Fresh, email communications@tandg.global

Follow us



Left to right: Trevor Taylor (Tomoana Food Hub managing director), Amanda Liddle (Export NZ HB executive officer), Gary Fly (Container Co), Phil Crombie (ASB commercial manager), Alasdair MacLeod (chairman Export NZ Hawke's Bay), Bruce Beaton, T&G's general manager pipfruit New Zealand. Photograph: Warren Buckland Hawke's Bay Today.



New Zealand's hugely successful role as an exporter would not be possible without regional business support. And with so many flying under the radar, recognising their contribution where possible is crucial.

This year T&G is getting behind a key export region – Hawkes Bay – by supporting the fourth annual ExportNZ ASB Hawke's Bay Export Awards. The sponsorship is fitting given T&G is New Zealand's largest apple exporter with apple growing and packing operations across New Zealand including Hawkes Bay.

ExportNZ Hawke's Bay executive officer Amanda Liddle says, "The awards are an integral part of our

exporting community and a driving force behind the region's economic success."

T&G is sponsoring two new categories. The 'Best Medium to Large Exporter' and 'Unsung Heroes' which reflects the contribution by people within their business who don't seek credit for their achievements.

T&G's general manager pipfruit New Zealand, Bruce Beaton says T&G itself will export 6.9 million cartons of apples and pears this year from New Zealand of which 3.7 million will come from Hawke's Bay. "We're proud to work with growers in the region to enable as many people as possible to enjoy the fruits of our shared labour,

both in New Zealand and overseas in key markets we export to."

T&G joins other key sponsors including New Zealand Trade and Enterprise, Great Things Grow Here, Napier City Council, Grundy Productions, Trinity Hill, Te Mata Estate, Jetstar, OPure and Business Hawke's Bay.

This year's competition is open to all exporters in the Gisborne/Tairāwhiti region with finalists announced on 2 July. The winners will be announced at the Awards Gala Dinner at the Napier War Memorial Centre on Thursday 2 August.

www.exportnz.org.nz



Strong roots nurture relationships



New Zealand's incredible range of supermarket items was showcased alongside T&G's rich heritage at the recent annual Foodstuffs Expo in Auckland.

Attended by members of the wider Foodstuffs team, as well as owners of New World, Pak 'n Save and Four Square stores, the expo is a great relationship building opportunity for supermarket suppliers like T&G.

"It was exciting to be able to showcase our wide range of produce while reinforcing our strong New Zealand roots and that of our fellow growers," says Michelle Singh, T&G's marketing manager. "Being face-to-face with customers and discussing our products - how they're grown, packaged, transported and delivered was invaluable."

"It was exciting to be able to showcase our wide range of produce while reinforcing our strong New Zealand roots and that of our fellow growers."



Aaron Leslie, Peter Jackson, Steve Higgs and Paul Rewha from T&G, with Dave Stewart (centre) from Foodstuffs.

Committed grower, Allan Fong.

A man with short dark hair, wearing a black zip-up jacket and black rubber boots, is crouching in a field of green leafy vegetables. He is looking towards the camera with a slight smile. The field is filled with rows of similar plants under a clear blue sky. The text 'Fresh produce a family affair!' is written in a white, cursive font across the lower half of the image, with a pink flourish above the word 'produce' and another below 'affair!'. There are also two small yellow line-art icons of leafy plants, one to the left of 'a family' and one to the right of 'produce'.

Fresh produce
a family
affair!

The Fong family have been growing fresh produce on their Pukekohe property since 1948 when Allan Fong's father planted crops on a 12-hectare block, 50km south of Auckland city.

While the size, scale and vegetables on offer has changed dramatically over the last 70 years, a commitment to sustainably growing quality fresh produce is still what drives this successful family enterprise – now run by sons Allan and Colin Fong.

The Fong's are also long-term grower partners of T&G.

"We're second generation growers using hard work ethic and know how handed down to us by our grandfather. We pride ourselves on our heritage, growing world class produce and protecting the land on which we operate," says Allan Fong.

Today the business is known as 'The Fresh Grower' - a 300-hectare operation growing a diverse range of specialty lettuces as well as sweet stemmed broccoli, kale, fennel, Asian vegetables and some baby leaf salad mixes.

Their high-quality produce is not only proving popular on the domestic market. Allan and his team are currently air freighting two consignments of fresh fruit and vegetables a week to Hong Kong for sale in their Fresh Grower store.

"Because of the elevated levels of air and water pollution in China customers don't trust vegetables grown there. Our produce is fresh, delicious and nutritious thanks to our water, air and sunlight as well as our mineral rich volcanic soils which puts New Zealand in the box seat," says Allan.

Allan says the key to growing the produce they sell is his family's love for the land.

"It's in our family's best interest to manage the land environmentally and sustainably so it can continue to be farmed for generations to come," says Allan.

This is exemplified by their proactive adoption of Integrated Pest and Disease Management (IPM) programmes which enable the production of their crops with nil or minimal pesticide residues.

This commitment to the environment and a passion for growing quality food shines through in everything 'The Fresh Grower' does, making them a valuable and respected long-term grower partner to T&G.

"We pride ourselves on our heritage, growing world class produce and protecting the land on which we operate."



Orcharding on show





The sharing of apple quality and innovation initiatives and insights was the drawcard for 100 industry experts who descended on Nelson and Hawkes Bay in April for T&G's first Technical Symposium.

Apple growers, packers and technical staff from around the world visited T&G orchards in between sharing knowledge and experiences acquired over the years growing JAZZ™ and Envy™.

"Everyone was interested to see and discuss how we grow amazing fruit year-after-year but also gain insights for what lies ahead," says Duncan Park, T&G's compliance manager.

The symposium included presentations on counterfeit prevention, intelligent fruit vision, cool chain best practice, fruit thinning and future orchard management systems.

"This kind of face-to-face, practical, on-the-ground technical advice helps growers produce plenty of top-quality fruit where standards are maintained throughout the supply chain. It also exposes New Zealand growers to new ideas and different ways of doing things, creating a catalyst for new thinking and innovation."

Duncan says knowledge exchange is also vital to continuing T&G's global success of JAZZ™ and Envy™, ensuring year-round supply of high-quality apples worldwide.



"This kind of face-to-face, practical, on-the-ground technical advice helps growers produce plenty of top-quality fruit..."



Ryan Weber from
RAMM botanicals (right)
and Danny Nightingale
T&G commercial
manager, berries.

Blueberry buzz

T&G is continuing to explore opportunities for new blueberries in Australia after becoming the license holder of 16 proprietary varieties last year following an agreement between Plant & Food Research New Zealand. The agreement includes varieties from Fall Creek Farm & Nursery in Oregon, USA for which Plant & Food Research holds the Australian licensing rights, as well as varieties developed by Plant & Food Research.

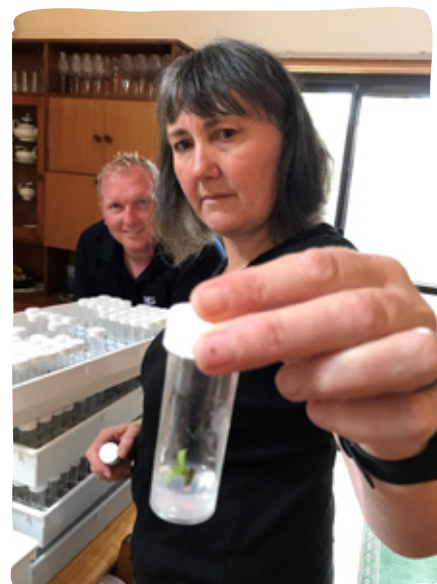
While still in the early planning stages, the first of T&G's blueberry plants are due to come out of quarantine later this year. The team are now working with two nurseries to trial the plants in the Australian environment. If the trial is successful, the team hope to get full-scale planting underway in early 2019, with an initial target of 250 hectares over a three-to-five-year period.

"We're also getting expressions of interest from various growers and exploring which are the best areas to plant the blueberry varieties in Australia and what opportunities

there are to plant in different areas, so we can maximise the production period," says Sarah McCormack, T&G's executive general manager international.

"The Australian soft fruit category, which includes berries, is experiencing double-digit growth every year and there are definitely opportunities if you can produce fruit outside the normal spring window when the demand is high," explains Sarah.

The berries, which have a great flavour profile, and are high yielding, will initially supply the Australian market however T&G is exploring export opportunities for the future.



Above: Karen Brock from Brocklands nursery and Danny Nightingale T&G commercial manager, berries. **Left:** Tissue culture, a little baby blueberry plant.



Super sweet citrus season

Regardless of the season, it's easy to pick up a cold or sniffle. And the annual flu jab is one way people try to keep nasty viruses at bay over winter.

To aid health and spread a little sunshine, T&G gave out satsuma to all its local staff after their flu injections instead of a previous lolly. Satsuma were also delivered fresh by T&G to NZME for 250 of its staff to savour after their injections at their Auckland head office.

Easy-to-peel, seedless and all-natural satsuma are grown by T&G grower partners in Northland and Gisborne and full of Vitamin C, Vitamin A and iron.

The ZM crew bite into satsuma.





You say tomato, *we say* Kumato

Dark green and brown are the new red when it comes to tomatoes thanks to the new Beekist® Kumato.

It's the first tomato grown in New Zealand that can be eaten at any colour stage through the ripening process.

Beekist® Kumatoes are also extremely versatile and make a deliciously colourful addition to any tomato dish.

Dark green skin - mild clean taste.
Good for slicing.

Dark brown skin - sweet spicy aroma.
Ideal for salads and sandwiches.

Deep dark red - juicy and very sweet.

T&G's marketing manager, Michelle Singh says Kiwi palettes have 'ripened' over recent years and tomato consumers are now looking to try new things.

"We're excited about offering tomato fans something mouth-wateringly different this year. Kumato's have an appealing sweet flavour which has been developed through years of

cross-breeding different tomato plant varieties."

The all new unique and intense Beekist® Kumatoes, which are exclusively grown in New Zealand by T&G, stem from the Mediterranean and are a welcome addition to the Beekist® family that already features Y.E.L.O (bright yellow tomatoes) and Tasty Mix, a medley of multicoloured red, yellow and mocha cherry tomatoes.

Beekist tomatoes are available nationwide at New World and Pakn'Save stores and select stores in Australia.

Growing great talent

Left to right, top to bottom: Clayton, Brooke, Maddi, Georgia, Summer, and Geoffery.



Growing the horticulture industry relies on providing opportunities for young people to flourish. That's why T&G is a long-term supporter of a scholarship programme through Massey University.

The T&G Under Graduate Scholarship for the agri-science degree has been available for the past 15 years and aims to ease the financial burden of tertiary education on young people.

And T&G has made the programme even more accessible from 2018 by doubling the number of scholarships available to six per year over the next five-years.

The recipients of T&G's 2018 scholarships were recently announced as Geoffrey Berntsen – Hastings, Clayton Hart – Drury, Brooke Maddison – Tauranga, Georgia O'Brien – Palmerston North, Madison Sheridan – Napier and Summer Wynyard – Hastings.

T&G's capability manager Greg Turrell says the scholarships, worth \$5,000 per year over three years, are one of the elements of the overall support provided to recipients.

"In addition to receiving financial support, this year's scholarship recipients will also have access to summer internships, mentoring, networking and engagement opportunities at a wide range of industry events. We're looking forward to seeing what fresh ideas and new perspectives they can bring to our industry and we'll continue to watch their future career paths with great interest."

massey.ac.nz

tandg.global/about/careers

Grow your world with
T&G



Parliamentary delegation visits T&G in Spain

Speaker of the New Zealand House of Representatives, the Rt Hon. Trevor Mallard led a delegation recently that visited a setting 12,000 miles away from the Beehive yet still buzzing with bees.

The delegation visited an apple orchard with naturally pollinated fruit in Spain that has strong ties to New Zealand.

Among the delegation was the Hon Amy Adams, Hon Jacqui Dean, Kanwaljit Singh Bakshi MP and Priyanca Radhakrishnan MP. Together they visited T&G's in-market grower and packer Nufri for a presentation, packhouse and orchard tour.

Marc le Prince, European manager for T&G says it was an honour to host the New Zealand representatives during their visit to Europe and to showcase a partner apple growing operation.

"T&G is proud to partner with Nufri for the growing and packing of Envy™ in Spain. We first tested Envy™ in Spain in 2017 with a positive response and since then Nufri has planted Envy™ over 120 hectares. This year was the first year of production with just over 1300 tonnes and we're forecasting around 6000 tonnes by 2023. Spanish-grown fruit is received well and our intention is to have a 12-month local supply of Envy™."

Marc says most Spanish-grown Envy™ is sold in retail with the second biggest outlet being wholesalers.

"The balance is sold by T&G in Scandinavia and Holland. We also grow Envy™ in Italy, which represents 42% of current Spanish Envy™ sales, however this volume will decrease as local production grows. We also import New Zealand-grown Royal Gala and Fuji into Spain to fulfil demand for apples."

Mr Mallard says Spain, the fourth largest economy in the Eurozone, and a strong promoter of liberal trade policy, will be important to New Zealand in post Brexit trade negotiations.



The New Zealand delegation visit an orchard growing New Zealand-born apples.

"T&G is proud to partner with Nufri for the growing and packing of Envy™ in Spain."



Timely tour!

Harvest is a busy time for any grower but it's also a perfect learning environment.

Around 25 Massey University horticulture major students, postgrads and PhD students took advantage of the recent harvest to visit T&G's apple growing operation in Hastings for a tour of the orchard and packhouse operation.

Designed to give them a snapshot of the fast growing, vibrant and innovative horticulture industry, and the vast range of jobs available, the students enjoyed a mix of presentations by T&G staff as well as opportunities to walk around T&G's test orchard and discuss the latest technologies in apple production and management.

Dr Huub Kerckhoffs, a senior lecturer at the Massey University School of Agriculture, says the visit gave the students a real insight into how T&G grows and exports the best apples to the world.

"It was a unique experience for the students involved," he says. "It was a great eye-opener for them combining learning, networking and teambuilding, together with a lot of fun," he says.



A new face for T&G in Asia



James Gordon and Victor Anderson with Warren Young Zespri's collaborative marketing manager. T&G is exclusive sales & marketing agent for Zespri in the South East Asian market.

While most people would struggle to see what cows and fruit trees have in common, experienced dairy industry executive James Gordon, who recently joined T&G as general manager in Asia, says it is the similarities between the fresh produce and dairy industries that excites him most about his new role.

"They are both industries where New Zealand based companies excel in sourcing and supplying high quality products to global customers. Similarly, both industries have a strong focus on providing healthy safe products in to Asia – and I really enjoy the strong connection between fresh produce and vibrant healthy living. It's a great industry because every single product we sell is both healthy and is also a pleasure to eat. Who wouldn't want to be a part of that?" says James.

With over 20 years' experience across sales, marketing and senior commercial leadership in Asian markets, James brings a wealth of experience to the T&G team. He has previously built strong sales networks in South East Asia and Japan as well as establishing offices in key territories and a fully operational supply chain in China.

Based in Bangkok, James is responsible for overseeing T&G's expanding operations in the Far East, which currently includes Singapore, Vietnam, Japan, China and Thailand.



T&G continues a healthy connection with Tauranga.

Anchored in Tauranga

One of New Zealand's fastest growing cities is also home to one of T&G's most successful market and transport operations.

Settled by Māori in the 13th century, and later by Europeans in the early 19th century, Tauranga is now New Zealand's fifth largest urban area having officially become a city just 55 years ago.

T&G's relationship with the Bay of Plenty city, which translates to 'a place to anchor', stretches back to early last century. Today T&G has a 2,100 square metre operation on Maleme Street in the suburb of Greerton after moving from Cameron Road in Tauranga.

The current site was officially opened with much fanfare on 20 June 1995 and like Tauranga itself, has continued to grow.

Today T&G Tauranga employs a 28-strong team who work six days a week to supply and service grower and customers not only in the Bay of Plenty but a wider region that stretches east to Rotorua, west to Whakatane and Hawkes Bay, south to Palmerston North and north to Kerikeri.

T&G's B-trains travel up to Auckland, bringing staples like bananas, onions and potatoes back down to the Bay of Plenty while smaller trucks collect

fresh produce from local growers for customers.

"Our team has forged long-lasting relationships with both growers and customers," says Kingsley Smith, Tauranga sales manager, "with most fruit and vegetables pre-sold by the time they're unloaded. We operate six days a week, with Saturdays our busiest with plenty of opportunity for growth like the region we service.

"We pride ourselves on hunting up through over and above deals providing our customers a consistent reliable quality offering – communicating category trends that further strengthens the paddock to plate partnership between grower, supplier and retailer."



Above: Tauranga's busy market floor. **Below:** (Left to right) David Freeman, Jeff Balsom, Michelle Singh (T&G's marketing manager, New Zealand), Kingsley Smith and George Storie. Out of shot is Tim Watt, Gaurav Hathiwalla and Joy Greer – busy servicing customer's needs.



Grower Profile

**Andrew
Hutchinson**

*T&G's technical
manager*

*"Horticulture requires
you to be flexible and no
two days are the same
when you are dealing
with something that
grows! If I had only one
job I'd get bored."*





T&G wouldn't be one of New Zealand's leading horticulture businesses without passionate growers and people like Andrew Hutchinson, T&G's technical manager based in Tuakau.

Originally from Tauranga, Andrew is forever grateful to his enthusiastic horticulture teacher at high school who made him realise the potential of a career in the industry, particularly in his home province of the Bay of Plenty.

With a Bachelor of Applied Science majoring in Horticulture from Massey University under his belt, Andrew spent a few years back in the Bay honing his craft with avocado and kiwifruit growers before moving to Auckland. Here he won several regional competitions before being named Young Horticulturist of the Year in 2016 – a testament to his work ethic and passion for the future of the New Zealand horticulture industry.

In 2017, T&G were lucky enough to welcome him to the team as the technical manager for T&G's tomato growing operations. Today, Andrew assists with the production of millions of kilograms of specialty tomatoes including Angel, Red Delight, Y.E.L.O and the new Kumato T&G grows under its 28 hectares of glasshouses.

"I love what I do," Andrew says. "Horticulture requires you to be flexible and no two days are the same when you are dealing with something that grows! If I had only one job I'd get bored."

Andrew's Young Horticulturist of the Year prize included a travel package which will see him visit glasshouses in Europe later this year to get an understanding of their growing practices. Given their scale and the different technology used overseas, he is looking forward to tapping into different expertise to help continue his development path in what he describes as "a very exciting industry".

Collaborating in China



It's been three years since T&G officially opened an office in Shanghai as part of its market growth plans. The opening followed 15 years of T&G successfully supplying Chinese customers and growing demand for permanent in-market resource.

Three years later the team on the ground, led by China country manager Ignacio Smith, have further strengthened relationships with customers and partners by providing more responsive and timely service to Chinese consumer with quality

fresh fruit and vegetables from New Zealand and other key supply regions.

"The China market continues to change rapidly, and T&G's goal is to be at the forefront of those changes by being able to respond to the evolving market conditions. Our growers and suppliers need real-time information on market pricing and trends to be able to make the best decisions and adapt their businesses accordingly. And that is what our in-market team is able to provide."

T&G has had strong support from the New Zealand Government and its agencies since forging a business in China including New Zealand Trade and Enterprise, the Ministry for Primary Industries and the Ministry for Foreign Affairs & Trade as well as New Zealand Central, the New Zealand Government-sponsored working space in Shanghai for Kiwi companies doing business in China.

still fresh 10 years on



Tatsuya Kakemoto *T&G's country manager, Japan*

Tatsuya personifies T&G's passion for freshness every day. For the last 10 years he has been instrumental in finding new and different ways to supply fresh products to the Japanese market all year round.

Based in Tokyo, this father of two daughters, has been overseeing T&G's Japanese operations since 2008 with a focus on table grapes, asparagus, berries, tomatoes and apples. He attended university in New Zealand but moved back to Japan to begin his career as a retail buyer before later moving into trading and sales.

It's this in-depth market knowledge that enables Tatsuya to think about the long-term future of T&G in Japan. He knows how to adapt to Japanese market changes and move quickly to take advantage of new trends that arise.

"It's a case of investigating the current situation, movement, rumours and news in the market," says Tatsuya.

"The big opportunities exist when we can supply what our customers want. There are many challenges in the process, but I believe we can overcome those challenges and win if we can identify market trends, anticipate new opportunities, move quickly and maintain excellent communication with our customers along the way."

A great example of anticipating an opportunity is the upcoming 'JAZZ™ Apple Anniversary Day' in Japan on 28 June - the date the first container load of New Zealand grown JAZZ™ apples arrived in the country seven years ago.

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

Other examples of success from Tatsuya and his team include year-round supply of white asparagus, impressive growth in table grape sales over the last five years and meeting new demand for peas and easy peel citrus.

Tatsuya says he's excited to be collaborating across the T&G business and using the company's global reach to continue supplying more high quality fresh produce to Japanese consumers year-on-year.



Walking the talk safely

T&G's Christchurch team are literally walking the talk to demonstrate how seriously they take health and safety.

A cross-functional team made up of members from sales, transport, pack house, stores and the banana ripening team regularly conduct 'safety walks' which take them into areas on site that they wouldn't normally visit so they can help identify areas for improvement.

Stefan Hance, logistics improvements, loves the fact team members visit different, less familiar areas of the operation with fresh eyes.

"It is a great way for us to help each other to identify hazards, unsafe work practices, and hold us accountable for ensuring our house keeping standards are best in class. After the walks, the findings are reviewed with the management team and commitments are made to find appropriate solutions within two weeks," says Stefan.

The collaboration between the different teams and the process of auditing each other's space, has

given everyone an increased sense of accountability but Stefan says there have also been other benefits.

"It's great for site housekeeping as it's encouraged healthy competition between teams and better standards across the board when people know someone from a different area is coming to check their space out.

"It's wonderful to see everyone looking out for each other to ensure we all get home safe every day. I get the sense that everyone is keen to keep improving the health and safety at our site," concludes Stefan.

"It's great for site housekeeping as it's encouraged healthy competition between teams and better standards across the board..."

Christchurch staff walk the Health and Safety talk.





Waste reduction targets



A central focus of T&G's *Growing Green* commitment is achieving zero-waste to landfill for its New Zealand operations by 2025.

This ambitious task, started earlier this year, has involved all T&G sites being audited for waste and identifying ways to optimise recycling options at each location.

"The audits helped us understand each site's needs and tailor plans for reducing landfill volume," says Samantha Walmsley-Bartlett, T&G's environmental and sustainability advisor. "It allowed us to connect our sites with appropriate waste providers to develop long-term strategies for diverting these waste streams from landfill, getting us closer to our zero-waste goal."

New processes are in train at T&G's Christchurch, Nelson and Dunedin sites which have moved away from traditional rubbish bins to waste stations with colour-coded bins and signage, enabling staff to sort and dispose of their waste more effectively - reducing T&G's landfill volume.

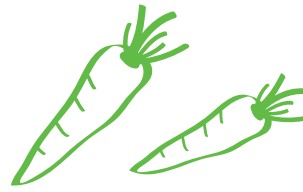
"The site changes have been carefully designed to introduce and optimise recycling behaviour and we're seeing some encouraging results already. Everyone's understanding of recycling has improved - our people know what material is recyclable and how to recycle it, including cardboard, shrink wrap and organic waste so we are tracking well to meet our commitment," says Samantha.

T&G's other North Island sites have received new bins and waste stations and managers are capturing feedback and suggestions from staff on how to ensure the new systems are efficient and effective.

T&G's waste streams for the year ending April 2018 have also showed a notable decrease in waste to landfill due to the recent changes.

"Regardless of where our people work in the business, we're committed to positioning sustainability at the front of mind for everyone here at T&G," concludes Samantha.

No beta celebration for carrots



Credit: Ruapehu Bulletin.

Carrots contain higher levels of beta carotene than any other vegetable or fruit giving them a gorgeous glowing colour – a perfect look for a party.

And what better setting for a celebration than the Carrot Carnival in the Central North Island town of Ohakune.

An annual festivity held each May, the golden vegetable celebration features carrot stacking and wrapping races, baking competitions, stalls, displays, music, entertainment and activities with support from T&G.

Ohakune, home to many root vegetable growers, is the carrot capital of New Zealand and has a 7.5m tall carrot road side sculpture erected in 1984 to prove it. First grown in the area during the 1920s by Chinese settlers, who cleared the land by hand and explosives, Ohakune now grows two-thirds of the North Island's total crop.





Juicy reward for athletes big and small

T&G apples and bananas were a welcome reward for participants in this year's iconic MCL Triple Peaks Event in Hawkes Bay which saw 700 participants running, walking and mountain biking 50km across mountains, tracks and rivers, raising money Te Mata Park.

Gavin Garland, T&G's market planning team leader, says it was great to be able to participate and support an event where people understand and appreciate the value of nutrition.

"Water and fruit made a welcome boost to energy levels at the top of each peak. They helped put smiles back on people's faces and motivation back in their stride. I spoke with one participant at the finish line who told me he was seriously considering

pulling out of the race. He was so relieved to see our apples at the top - he had no energy left and felt a 'did not finish' was imminent, but he bit into one of our apples and it got him to the finish line," says Gavin.

T&G apples were also on offer at the finish line of the annual Fulton Swim School Triathlon in Auckland.

Great weather saw hundreds of kids and parents participating in what Daniel Fulton from Fulton Swim School described as "a perfect day for physical activity and family fun".

"At the start line you saw a lot of emotion of the children's faces, however at the finish you saw the delight of completion. The apple was just what they needed after the huge effort so thank you!," says Daniel.

T&G's Healthy Eating, Active Living philosophy (H.E.A.L) was also alive and 'kicking' at Waimea Amateur Swimming Club in Nelson when the region's oldest swimming club held its annual ribbon meet.

Proudly supported by T&G, the event is a perfect mix of competitive, family fun allowing members to see the benefits of their training while also enjoying raffles, lots of food and a fun swim at the end.

Tarnia Nixon, a volunteer at the swim club and administration assistant in T&G's pipfruit team in Nelson says the club was extremely grateful for T&G's support which went towards printing ribbons that were awarded to each swimmer who achieved a personal best.



Young swimmers from Waimea with their ribbons

Olympian makes splash with young swimmers



New Zealand's most successful swimmer made a huge splash when she shared her extensive experience with tomorrow's stars - young members of the Heretaunga Swim Club - aka the Sundevils.

Lauren Boyle, who lives and works in Auckland, has won more world championship swimming medals than any other Kiwi.

Last August she announced she was retiring from competitive swimming due to an ongoing hip injury but her commitment to swimming continues through mentoring.

Sundevils coach Willy Benson, who was a 2008 Olympic team mate of Lauren's, says the club's swimmers, who range in age from 8 to 21, were incredibly excited to have someone of

Lauren's calibre coming to help train at the end of May.

"We were thrilled when Lauren agreed to spend two days with our junior and senior swimmers, sharing not only her water skills but also her swimming experiences. She also took part in a Q&A with swimmers and parents and offered advice on goal setting and mental skills to further



Swimming legend Lauren Boyle dives into training



support and round-out our members' training regime."

Lauren's visit to Hawkes Bay was being made possible with the support of T&G which has a strong association with swimming in the region.

T&G's general manager pipfruit, Bruce Beaton, himself a regular swimmer, says swimming is an essential life skill and something many Kiwis have mastered to an international level.

"There are many sports available to young people, but swimming is beneficial on so many levels. Having someone of Lauren's ability train and talk with our local young swimmers is an opportunity we're delighted to support given the competition for other sports and funding."

The Heretaunga Swimming Club is one of the oldest swimming clubs in New Zealand and will mark 100 years in 2019. The club trains at Flaxmere Waterworld indoor pool which is where Lauren worked with the Sundevils for two days – in between enjoying fresh JAZZ™ apples from T&G.

"There are many sports available to young people, but swimming is beneficial on so many levels."

Andrew Keaney, T&G's executive general manager New Zealand with Pippa Lucas, winner of the 2017 T&G Best Practical Award.



Hort competition grows

This year's New Zealand's Young Horticulturist Competition is shaping up to be bigger and better than ever thanks in part to a significant increase in support from T&G and three other major partners.

T&G's executive general manager, New Zealand, Andrew Keaney says horticulture needs to be kept top of mind among those looking for a fulfilling career and supporting the Young Horticulturalist of the Year is a great way for T&G to proactively help with this.

"Healthy produce plays a big part in the daily lives of Kiwis and we are seeing more people choosing a balanced, healthy lifestyle which is adding to demand for fresh produce year-round. That demand creates more jobs and enables communities to flourish but as an industry, we are still not attracting enough young people to meet future projected growth.

"New Zealand horticulture is an exciting industry to be a part of. We compete on the world stage at efficiently producing safe, tasty, high-quality products that are in high demand on the global market. Our fertile soils and our growers are among the best in the world and we have a genuine point of difference with our products," says Andrew.

With the total prize pool now of more than \$55,000, the Young Horticulturist of the Year competition aims to nurture and develop the next generation of leaders in the horticultural industry through sector competitions while also lifting the profile of the industry as an exciting and rewarding occupation.

The overall winner will be announced at a gala awards dinner at the Pullman Hotel in Auckland on 8 November.

www.younghort.co.nz

Pink Shirt Day



Tauranga



Hawkes Bay



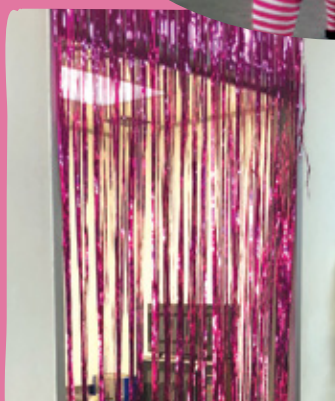
Hamilton



Mt. Wellington



Christchurch



T&G
A BayWa
Company



Healthy competition^{!!} between young growers



Left to right (back row) Gurjant Singh, Esteban Ibanez, Lincoln Roper with Lachlan Bensemman and Glen Laing (front row).

T&G's Gurjant Singh was in good company when he took out the joint Young Vegetable Grower of the Year competition title with Esteban Ibanez.

Gurjant, 27, comes from a farming background in Punjab, India and moved to New Zealand in 2008 and studied Level 4 Horticulture at MIT. Soon after he began working at T&G's tomato growing operation in Favona, Auckland where he is now an assistant grower.

He entered the Young Vegetable Grower competition to challenge himself and further his dream of becoming a top grower. Aside from his professional life, Gurjant lists his greatest achievement as becoming

a father to his daughter, Amanat. "I'm very lucky to have great support from my family and colleagues," says Gurjant. "They've helped me every step of the way. It's been a great experience, met some very nice people, especially the other growers and I'm looking forward to the next stage of the competition."

Sharing the limelight with Gurjant was Esteban, a production agronomist for Leaderbrand South Island. Alongside them were three other contestants who spent a day in Christchurch competing in a series of practical and theoretical challenges designed to test the skills needed to run a successful vegetable growing business from pest identification to forklift proficiency.

The Young Vegetable Grower of the Year competition is run by the Horticulture Canterbury Growers Association, in association with Horticulture New Zealand. Now in its twelfth year, the competition continues to exemplify the quality of young people entering the vegetable growing industry.

Gurjant and Esteban, together with four regional Young Fruit Growers, will go on to compete for the final Young Vegetable Grower 2018 title, and the ultimate Young Grower of the Year 2018 title, in Napier on 21-22 August.

www.hortnz.co.nz



Botany takes a healthy bite



Encouraging teenagers to choose healthy food options isn't easy as most parents know but students at Botany Downs Secondary College in Auckland are proof of a growing awareness among young people to do just that. The school holds an annual health expo which T&G was delighted to support with Envy™ apples.

Nearly every student that visited the expo got to bite into useful information on good health as well as an Envy™ apple. Apples are rich in antioxidants, flavonoids and dietary fibre essential and fit neatly into lunchboxes for all ages.



Unearthing our budding growers

T&G's commitment to our next generation of growers extends to Garden to Table which enables New Zealand children (typically aged 7-10) to grow, harvest, prepare and share healthy produce.

Close to 70 schools are now involved with Garden to Table and this year T&G is providing financial support to nine - up from six last year - so more children can take part, in and out of the classroom, in growing great produce.

To further celebrate our young people's love of gardening, T&G launched the Young Gardener of the Year Awards last year to overwhelmingly positive response from children and teachers.



Young Gardener of the Year judge and Garden to Table ambassador, Al Brown.



Meadowbank Primary gardening fans.

Growing Bigger

Freddie Meere (Waiheke Primary School), one of five 2017 T&G Young Gardeners Award winners with his mum Kate (left) and Jo Jalfon from T&G.



This year we're celebrating a passion for growing within schools with a new category - the T&G Passion for Gardening Award. And the exciting news is the award will be open to all New Zealand primary schools, not just those involved with Garden to Table.

Entries opening 1 August and judges include celebrity chef Al Brown and T&G's Andrew Keaney (executive general manager New Zealand).

Last year's winning school was Haumoana Primary School in Hawkes Bay which had developed its garden to the extent it could supply produce to a local restaurant.

younggardenerawards.co.nz

JAZZTM Belgium



T&G's Belgium team started the 2018 apple season with a milestone sale - their 10-millionth carton of JAZZTM apples. The incredible result is the culmination of sales of French, Italian, German and of course New Zealand JAZZTM apples. Well done to all involved in this achievement and continuing to get T&G fruit into the European market.



T&G's Belgium team celebrate. Left to right Didier Groven, Greta Knapen, Kathleen Thijs and Tony Fissette.



Milestones

30
years

Deborah Johns,
New Zealand
Produce, Hastings



20
years

Elisa Moon, New Zealand
Produce, Wellington

Lindsay Green, New Zealand
Produce, New Plymouth

Maree Bocock, New Zealand
Produce, New Plymouth

10
years

Jaswinder Kaur, New Zealand
Produce, Favona

Vicki McRae, Technology and
Operations, Auckland

Jason Edwards, Covered
Crops, Geraghty

Russell Ackerman, T&G
Transport, Palmerston North

Ian Muschamp, New Zealand
Produce, Christchurch

Ricky Lee, New Zealand
Produce, Nelson

Tonu Tupou'Ata, Covered
Crops, Favona



ALWAYS
REFRESHING

Jazz™

APPLE

THE JAZZ SENSATION



JOIN THE JAZZ™ SENSATION

jazzapple.com |  #jazzsensation | 