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Fresh

September 2018

New buzz on the vine

P4

Unearthing our
gardening superstars

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South Africa's
blossoming apple scene

P28



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LOOK


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Growing with trust



I am now a few months into my new role and thoroughly enjoying getting to know our business and our people. It has been a busy time with visits around New Zealand, Washington State, Australia, Munich and Asia to meet our people, customers and our growers. It is exciting being part of a business with such a substantial global footprint and great prospects globally.

It's also very clear T&G is built on strong foundations with some outstanding work from many talented people over multiple decades. I feel very lucky to be here and am excited to be leading T&G into the next phase and capture the growth opportunities in front of us.

There has been some fantastic work done on the T&G strategy over the past few years however there is more we can do to grow our business. To achieve this, we will be sharpening our focus around categories and markets we can confidently win in to drive our growth and performance.

I am really enjoying the business, the people and the challenges and I see a bright future for T&G and the industry, as we work together to unleash its potential.

Gareth

Gareth Edgecombe
CEO
T&G Global

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New buzz on the vine



They are referred to as the 'rock stars' of New Zealand's tomato industry for their "buzz pollination" (thousands of good natured bumble bees pollinate every vine, the way nature intended), but now there's a new buzz in the tomato world.

T&G's bee-pollinated tomato brand Beekist® has had a packaging makeover and it comes in the form of cardboard, replacing their plastic punnets. The move will remove 5.5 million plastic punnets from supermarket shelves or 100 tonnes less plastic that Kiwis will take home every year.

The cardboard punnets are home to the range of Beekist® tomatoes including Angel®, Tasty Mix™, Jellybean™, Melody™, Heritage, Farmers Harvest, Sunshine Mix, Chefs Selection and the new Kumato®.

The move to more sustainable punnets, which are 98% plastic free, is part of T&G's commitment to the environment and the belief that the less tinkering you do to Mother Nature, the better. A 100% cardboard punnet is in the pipeline, as part of T&G's sustainability journey, but in the meantime, customers need to separate the small plastic window on the punnet and recycle at a soft plastic recycling bin.

"Like any enduring company, it's innovation that will shape our success," says T&G executive general manager NZ Andrew Keaney, "so we're looking at developing sustainable solutions across all areas of our business, including packaging.

"We are constantly challenging ourselves to present solutions that satisfy our customers' needs and our commitment to the environment," Andrew says, "Our challenge, of course, with perishable products is they often need protecting for transportation and we also need to ensure the food is fresh and safe.

"Sustainable packaging is a major strategic focus for the business and we are building our strategy to ensure we achieve this goal across the business and with our key suppliers."

The cardboard punnets are PECF certified (Programme for Endorsement of Forest Certification). PECF is an international programme that promotes sustainable forest management and means the packaging can be tracked from forest to store.

Beekist® is the biggest tomato brand in New Zealand, with around 28.5 hectares grown in glasshouses in Mangere, Tuakau, Harrisville, Ohaupo and Reporoa.

Tomatoes have experienced a surge in sales in New Zealand mainly due to the range and colour of new varieties on offer including Angel®, Jellybean™ and Kumato®.



It's no surprise that it is the company's Beekist® brand that is spearheading the move to sustainable packaging as the brand has, at its heart, an old fashioned growing philosophy of recycled rainwater, pollination by good natured bumble bees, and tomatoes hand-picked from the vine.

The Beekist® range, in new cardboard punnets, is sold across New Zealand.

"Sustainable packaging is a major strategic focus for the business and we are building our strategy to ensure we achieve this goal..."



Growing hubs under pressure

A report released at New Zealand's Parliament recently says letting market gardens around key growing hub Pukekohe disappear under houses could push up the price of some fruit and vegetables by up to 58 percent, reduce jobs in the area and destroy a distinctive multicultural community.

The report by Deloitte, and commissioned by Horticulture New Zealand, says New Zealand vegetable growing land had decreased by nearly a third between 2002 and 2016.

"Significant and often swift land-use change is putting pressure on our growing hubs - like Pukekohe, Manawatū, Hawke's Bay and Central Otago - to keep up with New Zealanders' appetite for fruit and vegetables," the report warns before focusing mainly on the growth of houses south of Auckland.

About 4,500 hectares around Pukekohe contain some of New Zealand's most fertile and productive soils, with a largely frost-free climate close to transport lines and the population of Auckland. It is also the home of a flourishing population of Indian, Chinese and other ethnicity market gardeners.

The area accounts for 3.8 percent of New Zealand's land under fruit and vegetable production but 26 percent of the country's value of production of vegetables.

The report states any encroachment of land was a significant "food security" issue for Auckland and New Zealand.

If the sprawl continued, then some 4,500 jobs could be at risk, fruit and vegetable production could be halved and prices would rise. A lettuce, for instance, could cost \$5.54.



Agriculture Minister Damien O'Connor, who was at the launch of the report, said New Zealand's soils were a "precious resource" - not just for growers but for every Kiwi who liked to "eat their greens".

"I support efforts to ensure we protect our elite, food-producing soils so our growers can continue to feed us with healthy, natural produce."

Horticulture New Zealand chief executive Mike Chapman said it made economic sense to protect "growing hubs" close to cities.

"They not only provide food that contributes to the physical health of New Zealanders, but also jobs, and vibrant businesses and communities.

"Food and housing are competing for land and water. We need both, so now is a good time to be smart about long-term planning for food security and domestic supply.

"We will not always be able to source food from other countries - look at the extremely hot summer the northern part of the world is having and the impact it is having on food production because of drought."



Pukekohe growers and politicians at the launch of the Deloitte report.

Back row, from left to right: Kevin Wilcox, Pravin Hari, John Sutherland.

Front row, from left to right: Andrew Keaney, Auckland Deputy Mayor Bill Cashmore, Sarah Webster, Kylie Faulkner, Hunua MP Andrew Bayly, Bernadine Guilleux, Kiran Hari, Rob Craig and Bharat Jivan. Companies represented: A S Wilcox & Sons, RC Hari & Sons, Sutherland Produce, T&G Global, Balle Bros, Punchbowl Kiwifruit Services, Jivan Produce.

Star of the small screen[☆]

T&G will soon star on TV screens across New Zealand as part of a series of customer advertisements created by TR Group.

The advertisements highlight TR Group partners and gives an insight into the businesses they lease trucks to and the service they provide. T&G has worked with TR Group for 20 years and leases 47 trucks from them as part of a nationwide fleet that delivers not only T&G and grower produce to customers across New Zealand, but freight for third parties that needs delivering at controlled temperatures.

The 30-second advertisement featuring T&G showcases the journey Beekist® tomatoes make from 'farm to fork'. The 10-hour shoot included a large team of people to make it happen - pickers and packers at T&G's Favona Road tomato operation in Mangere, one Beekist® truck and driver Sam Dhau, a drone, a six-person film crew and 12,000 bumble bee workers, who collectively created a TV commercial bound to create a buzz. The commercial will air later this year.



Maria and Terry from KiwiHarvest



Helping produce
get to homes
that need it



Hidden away at the back of a car park in the heart of Ellerslie, Auckland is a hive of activity. It's KiwiHarvest HQ, where 1.9 million kilograms of quality food has been rescued for delivery to those in need.

KiwiHarvest is New Zealand's first national food rescue service with branches in Auckland, Hawkes Bay, Dunedin and Queenstown coming soon. Since 2012, the charity has helped 220 community groups and rescued enough food to provide 5.4 million meals across the country.

Manager of KiwiHarvest in Auckland, Maria Madill says they receive good quality food, that would usually be thrown out, from cafes, supermarkets, wholesalers, manufacturers, food shows, hotels and direct from growers, mainly from South Auckland/Pukekohe, the food basket of Auckland. T&G also donates quality fresh produce for healthy meals.

"Everyone loves and needs produce. It changes the nutritional value of the food support we're able to deliver to people most in need," she says, "We love it when we get citrus, apples, stone fruit, greens and of course, potatoes, carrots and onions are great basics for any meal. The food empowers people to look after themselves and their families."

"When we first approached growers in the Pukekohe area, they were very happy to help, but transportation was an issue so that's where T&G stepped in."

T&G trucks now pick up quality produce from Balle Bros in Pukekohe and deliver it to the KiwiHarvest depot every Tuesday morning. Produce delivery and distribution is turned around very quickly with the help of volunteers. A T&G delivery of carrots and onions arrived on a Tuesday morning at 8.30am and were delivered to a number of charities that afternoon.

Maria says the rescued food helps provide essential nutrition for our most vulnerable and socially isolated, including teen parents, youth mentoring services, the elderly, refugee groups, community dinners, women's refuges, school programmes, Ronald McDonald House, emergency housing providers and many more.

"We know that food often brings people in to our community agencies, and while they're there they are able to get assistance for other issues, like finances and budgeting, so we are delighted to be able to feed people and then wrap other help around them."

Garth Deenik, head of transport and logistics at T&G, says the company is delighted to support the KiwiHarvest

"The food empowers people to look after themselves and their families."



programme, enabling surplus produce to make its way into the homes of people who really need it.

"A big thanks to our teams in Pukekohe and Auckland for making this happen each week," Garth says.

kiwiharvest.org.nz



Grower Profile
**Southern
Paprika**

*Production Manager,
Stuart Attwood*



Stuart Attwood
at work at the
company's
Warkworth
operation





A sharp focus on innovation, sustainability and keeping the price of capsicums down for consumers are the major drivers for New Zealand's largest capsicum grower Southern Paprika.

The company has been growing capsicums (known as paprika in the northern hemisphere) at their Warkworth glass house, which spans 23 hectares, for the past 20 years.

Employing around 130 people, they export 50% of their crop to Japan, Australia, Pacific Islands and Canada. The rest is sold to the domestic market, including T&G Global, where capsicums are becoming more popular in Kiwi households and in the foodservice industry.

Today, Southern Paprika produces up to 50 tonnes of red, yellow and orange capsicums per day (at their peak) from their \$50 million state-of-the-art glasshouse facility.

"Growing capsicums is a great business, but it can be risky," says production manager Stuart Attwood, "Insect incursions in New Zealand such as fruit fly put exports for the business at risk."

Apart from supplying year-round capsicums to T&G, they also supply other large customers, including Subway New Zealand.

"T&G has a big strength in distribution around the country," he says.

Southern Paprika has a focus on innovation and sustainability; they recycle the coconut husk used to grow seedlings, the plant climbers are made of PLA and are biodegradable, and once the crop is harvested, the soil is composted and used on local avocado orchards.

The installation of energy screens has reduced heating on cold nights by around 40% and CO² is used to increase the crops yield by up to 15%. All irrigation water is treated and reused reducing the quantity left during to be applied to local farmland and capsicums are packed in recycled food grade card board.

A sophisticated pack house, using the latest equipment, sees only the best produce packed for customers.

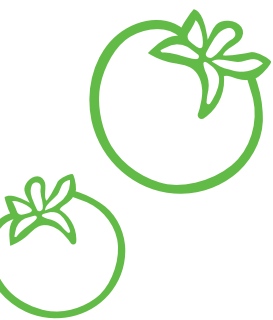
"If the inside of a capsicum shows rot it will get picked up by laser technology on the grader, and it won't make it through," he says.

He says the current high price of capsicums are a concern due to the current shortage domestically and compounded by a lack of imports due to Phytosanitary issues.

"Our production always drops off during winter and won't pick up again until late spring so the shortage is pushing the prices up. Right now, they're giving avocados a run for their money."

The company has big plans in the pipeline. They are part of a joint venture, where 80,000 avocado trees are being grown on a former dairy farm in Tapora, on the North Island's Kaipara Harbour. The global demand for this 'super food', and capsicums, shows no sign of slowing down, and neither does the pace at Southern Paprika.





Young Veggie Grower 2018 announced

Gurjant Singh and Esteban Ibanez share a love of growing vegetables - and this year also share the title of New Zealand Young Vegetable Grower of the Year.

As joint winners, they went through to the national Young Grower of the Year awards, a competition that includes winners from the different sectors and regions.

Gurjant Singh, grower at one of T&G's 1.7 hectare Tuakau operations was one of the seven finalists.

He arrived at T&G as a part-time picker 10 years ago and has worked his way through the company. He was promoted from assistant grower to head grower in July, and he now looks after a large team.

"I like the fact that no day is ever the same here," he says.

It's a job he lives and breathes and because tomatoes require around-the-clock care, he can be woken in the middle of the night by an alarm connected to the glasshouse. If anything is amiss, such as a temperature change, the alarm sounds and wakes him.

He found the speech he had to give to around 30 people the most challenging part of the competition.

The topic was "Intensification - is it a cloud or a cloud with a silver lining" but for Gurjant, his flourishing career in horticulture is already delivering the latter.

A technical advisor for AVOCO in Tauranga, Danni van der Heijden, took out the top title in the Young Grower of the Year 2018 in Napier last month.

Danni, 24, was named the winner after a tough day of horticultural challenges beating out six other contestants for the title. First runner-up was Lisa Arnold from Hawke's Bay, while third place went to Central Otago's Hamish Darling.

The competition involves months of training and tests from regional competitions, through to the gala awards evening on August 22, when one winner is selected.

2018 Contestants

Bay of Plenty Young Fruit Grower 2018 Danni van der Heijden.

New Zealand Young Vegetable Grower 2018 (1st equal) Esteban Ibanez.

New Zealand Young Vegetable Grower 2018 (1st equal) Gurjant Singh.

Central Otago Young Fruit Grower 2018 Hamish Darling.

Nelson Young Fruit Grower 2018 Dillon Peterson.

Hawke's Bay Young Fruit Grower 2018 Lisa Arnold.

Gisborne Young Fruit Grower 2018 Matt Gomm.

Gurjant in the glasshouse at Tuakau



Lotatoes™ 'roasts'

competition at
TVNZ - NZ Marketing
Awards

T&G's award-winning, lower carb and calorie Lotatoes™, launched last year, has scooped yet another top award at a sold out TVNZ-NZ Marketing Awards at the Cordis hotel in Auckland.

Now in their 27th year, the awards celebrate those who not only deliver on business strategy but also lead their business forward in new and innovative ways.

The awards were hotly contested with Lotatoes™ up against other high-profile brands such as Vogels, Whittakers, Skinny and Samsung in the Best Marketing on a Shoestring Budget category.

Grown sustainably and naturally bred in Pukekohe and Ohakune, Lotatoes™ has 40% less carbs and fewer calories than other commonly available varieties.

"Our innovative, lower carb spud was a long time in the making, but it was worth the wait. They have taken the country by storm and we're thrilled with this latest acknowledgement," says Michelle Singh, T&G marketing manager – New Zealand.

The Lotatoes™ marketing campaign was led by T&G's marketing team with support from Tenfold plus strong PR and social media activity from T&G's internal marketing and PR team and The PR Shop.

It centred around the understanding of consumer needs, clever brand ideation designed to support the sell through in Countdown stores.



From left to right: The T&G team of Ben Buchanan, Andrew Keaney, Louise Maher, Michelle Singh, Jo Jalfon and Paul Rewha



Unearthing gardening superstars

T&G Garden to Table Emerging School of the Year - Wainui School

Finding the best little green fingers in the country was a tough task but the winners of the Young Gardener of the Year Awards 2018 have been announced.

They are; T&G Passion for Growing Award - Milford School, Milford, North Shore.

T&G Garden to Table Established School of the Year - North Loburn School in north Canterbury.

T&G Garden to Table Emerging School of the Year - Wainui School, Wainui, north of Auckland.

Five passionate Young Gardeners were also unearthed: Hannah Kome, age 9, from Cannons Creek School, Porirua. Jing Mei, age 10, from Forrest Hill School, North Shore, Auckland. Josh Angelo, age 11, from Holy Cross School, Miramar, Wellington. Jackson Evans, age 10, from Macandrew Bay School, Dunedin. Finn Meijer, age 11, from Waihopai School, Invercargill.

This year more than 130 entries were received from around the country, from Ruakaka School in Northland to primary schools in Invercargill.

With a new award being created this year called the T&G Passion For Growing Award, any school across the country has been able to enter regardless of whether or not they're part of the Garden to Table programme.

"No one starts out as an expert gardener" says T&G executive general manager NZ Andrew Keaney, "and everyone with an amazing garden started by planting one single seed.

"We just want to encourage kiwi kids to get into the garden and have a go. As passionate growers ourselves, if we can encourage one youngster to go out into the garden and learn a little bit more about where their food comes from, we'll be happy."

In addition to the T&G Passion for

Growing Award, there's a category for Garden to Table Schools with an established garden; a category for emerging gardens; and individual awards for budding young gardeners to demonstrate their skills.

Follow the awards on Facebook and Instagram.

www.younggardenerawards.co.nz





new schools dig in

T&G has partnered with three new New Zealand schools to support them in becoming part of the Garden to Table programme - Te Aro School, Wellington, Oropi School, Tauranga and Riverview School in Kerikeri.

T&G's sponsorship of these schools enables them to join the Garden to Table programme, which gives teachers access to resources and encourages primary schools and children to grow, harvest, prepare and share fresh fruit and vegetables.

As part of the programme kids from Te Aro, Oropi and Riverview Schools will learn essential social and cooking skills as well as following the whole journey of their food, from growing the seedlings right through to harvesting a vegetable and turning it into a delicious meal to eat.



Top from left to right: Judges Andrew Keaney, Dan Mackay, Linda Taylor and Al Brown. **Bottom:** Al Brown with Edendale Primary School kids





Fruit in Schools

More than 120,000 kiwi kids from 548 low decile schools benefit from fresh produce being delivered every school day by T&G through the Fruit in Schools programme.

The programme is managed by United Fresh NZ and is supported by the 5+ A Day Charitable Trust with curriculum linked resources.

As a member of United Fresh, T&G was a foundation partner of Fruit In Schools since its inception in 2006.

Here's some great feedback received from schools recently:

St Joseph's School (Waitara), Taranaki

"Nothing goes to waste, fruit that is leftover goes into making smoothies and kebabs and soups are made with the carrots. The initiative is so seamless there is no pressure on teachers, the variety is beautiful, we are so blessed."

Te Horo School, Northland

"Deliveries are going fantastically, and our children love the fruit. I believe there is a direct link to achievement in class, we have brain breaks and the children engage in learning, even our fundraising is vegetable wraps, opposed to pies which is going down very well."



St Joseph's Waitara
Fruit in schools

Netballers go mad for mandarins



The Motor Chicks netballers from Manurewa, Auckland have been going mad for T&G's mandarins.

Every Saturday during the netball season, they enjoy mandarins to sustain their junior teams throughout the games. There are four junior teams in the club including the Diamonds (years 7-8), Angels (years 5-6), Pearls (years 3-4) and the Tinkers (years 1-2).

Coach Teina TeArii said she gets lots of "yummy" and "they're delicious" comments from the girls who have performed well throughout the season and appreciate the sunshine T&G has delivered in the form of sunny mandarins.



Guarding our future

T&G has a new strategic pillar which will shape how the company does business in the future.

The company's sustainability, people health, safety and wellbeing focus including healthy eating and active living, now comes under the pillar Kaitiakitanga meaning guardianship in Māori.

T&G has five strategic pillars to guide its business and Kaitiakitanga replaces Think Global which is now deeply embedded in the business with its footprint in Australia, Asia, North and South America, Europe and the UK.

Follow our sustainability journey on our website
www.tandg.global

Telling our food story



Top: T&G's Bruce Beaton on stage at Horticulture conference.



Bottom from left to right: Michelle Singh, Jo Jalfon and Anthony Stone from T&G

Our Food Story was a fitting theme for this year's New Zealand Horticulture Conference held recently in Christchurch.

T&G proudly supported the gala industry awards dinner and was immensely proud when one of its own was recognised.

T&G Global's managing director in Europe, Tony Fissette was awarded the 2018 New Zealand Apples & Pears Award for Outstanding Contribution.

A pioneer of New Zealand pipfruit sales into Europe, Tony has worked passionately for the T&G business, and New Zealand apple and pear growers for 44 years.

Tony, successfully introduced the New Zealand Royal Gala and Braeburn varieties onto the European market, and in more recent years the premium JAZZ™ and Envy™ apples.

Just ten years ago, Tony and his team celebrated selling 100 million cartons of New Zealand apples in Europe. And a few weeks back, they reached 10 million carton sales of JAZZ™ alone thanks to Tony's leadership and passion.

The horticulture story is an exciting one about growth - it makes a significant contribution to New Zealand's financial well-being, environmental sustainability, safe and healthy food, the increasing value of our exports, and it's an industry with many and varied career opportunities.

Bruce Beaton, T&G's general manager pipfruit NZ spoke

about the global consumer and their desire to know more about where their food comes from. But he says they're "navigating through a food landscape that has become unrecognisably complex, trying to find their way back to something authentic".

He said the industry must ensure it provides a story pathway for consumers to follow and this is where our growers really become the heroes.

"If you visit jazzapple.com you can see exactly where the orchards are and meet the people who run them be it Lake Chelan in Washington or Hawkes Bay," he said.

This year's horticulture conference was a partnership between Horticulture New Zealand, New Zealand Apples and Pears, Vegetables New Zealand Inc, Tomatoes New Zealand Inc and Process Vegetables New Zealand.



Tony Fissette and NZ Minister of Agriculture Damien O'Connor

Hawke's Bay Exporter of the year

An impressive commitment to product development and innovation has seen fruit and vegetable manufacturer Cedenco Foods New Zealand named as ExportNZ Hawke's Bay ASB Exporter of the Year.

The Gisborne-based business was presented with the award at the sold-out awards dinner at the Napier Conference Centre.

Earlier in the evening, Cedenco had won the inaugural T&G Global Best Medium/Large Exporter Award.

The judges said Cedenco impressed them with their investment in market research, customer relationships, and R&D to get their product right for the customer.

A new category for 2018, the T&G Unsung Heroes Award, aimed at recognising the hard work put in behind the scenes of exporting organisations was shared by three people:

- Kellie Millar, Sales Co-Ordinator, Future Products Group
- Steve Young, Business Development Manager, Napier Port
- Mairead Hart, Finance Manager, Pultron Composites

T&G CEO Gareth Edgecombe presented both the T&G Unsung

Hero's Awards and the T&G Best Medium/ Large Exporter Award.

"It was a true pleasure to present awards to Kellie, Steve and Mairead as acknowledgment of all they're doing behind the scenes to contribute to the growth of their employing companies and the subsequent success of the wider region.

"Well done also to Cedenco for winning the T&G Global Best Medium to Large Exporter Award and the overall title, Hawke's Bay Exporter of the Year. As a major exporter, we understand the complexities of delivering products on time and in optimum condition and the challenges and opportunities exporting presents. Congratulations to not only the winners but all entrants for growing the Hawke's Bay and New Zealand economies."

Summing up the evening, ASB's Mike Atkins said the calibre of finalists had been exceptional across a range of industries.

"Exporters are vital to the life-blood of Hawke's Bay and New Zealand and this year's awards reconfirm the quality that exists in the region.

"Proof of that is that a Gisborne company has taken the top award in the first year they could enter."



Top from left to right:
T&G CEO Gareth Edgecombe presents T&G Best medium/large exporter award to Cedenco

Bottom from left to right:
Simon Beck, Ivan England, Jo Jalfon and Darren Drury

Horticulturists go head-to-head

A team of young horticulturists were put to the test recently at the T&G annual Young Fruit Growers competition with Deanna Muir being awarded the top prize.

Senior leading hand, Deanna Muir was crowned T&G's Young Fruit Grower of the Year, the first female to have won the competition.

She and the other nine competitors had to complete a series of serious and not-so-serious tasks during the day, which coincided with the Orchard Open Day at Evenden Orchard.

She came first in the Machinery Section which involved a series of questions regarding tractor dashboards as well as general knowledge, repair and maintenance

questions. She aced the Gear Box Puzzle where she had to fit sprockets in to make it operate manually.

Deanna has been with T&G since July 2014.

A natural sportsperson, she is a member of the Galaxy Touch Rugby New Zealand Squad and also a keen netball player.

The competition at T&G's Evenden Road orchard in Twyford, Hawkes Bay has run for five years and this year included nine contestants from T&G orchards.

Every year, the orchard opens its gates, and the public including high school students, are invited to learn about New Zealand's \$700 million

pipfruit industry.

The day-long competition which involved pest control and disease knowledge to fruit maturity, machinery and irrigation maintenance, pruning and staff planning.

Contestants also took part in a speech competition and a light-hearted game of noughts and crosses with tennis balls, and an egg throwing competition which got a little messy!

Lachlan McKay, New Zealand growing manager, NZ Pipfruit says the competition and Orchard Open Day is one way to attract more young people into the horticulture industry.

"A lot of young people are unsure of what to do when they leave school and many don't realise the amazing opportunities the horticulture sector offers them. The competition and open day helps our young people hone and test their knowledge while showing others the awesome and varied roles available to them."



Bree Martinac

"A lot of young people are unsure of what to do when they leave school and many don't realise the amazing opportunities the horticulture sector offers them."



From left to right: Luke Scragg, Dylan Martin, Jonathon Young, Joseph Caradus, Megan Becker, Chris Fitzgerald, Bree Martinac, Nicholas Dine, Regan Judd (Deanna Muir centre)



Wayne Rauhihi

Logical career route

Wayne Rauhihi moved to New Zealand's capital from Christchurch in 1999 back when T&G had an importing division as well as a flower market. He started working for T&G that same year.

These days he is based at Grenada North, just north of Wellington city. The site runs an efficient market floor and storage operation with Miles Oldham in charge. Together the team services the lower North Island and South Island with fresh produce six days a week.

As Wayne says, "Our footprint on the site is much smaller than it was 30 years ago, but our output is far greater."

Today the operation employs 12 stores and warehousing staff, five sales people, two in administration and one member of the former Fruitcase Company, a business T&G sold in 2016 but continues to work extremely closely with as a major user of produce crates.

Wayne, the sites' stores and warehousing supervisor explains his role by saying, "Most of what we do gets generated by our sales and procurement teams team around the country. Produce arrives at our site

and we confirm it into our system for processing for orders from our sales team, then it's a matter of getting orders out the door as soon as possible. Stock levels can be high during the year, but we have ideal storage conditions – our floors are 10 degrees and our two main floor coolers are four and five degrees and we have a varying temperature for our banana ripening cooler."

Wayne and his team are early risers - starting at 2.30am Monday to Saturday. 6am-3pm Sunday.

"Our T&G trucks, plus sub-contractors, start rolling in from that time through until around 5.30am. We process everything delivered and then we start picking produce orders for the day. That involves pulling pick sheets and getting the correct produce to go into buyers' bays. You could say we're at the end of the chain."

The market floor remains busy year-round thanks to many big buyers in the capital. Several Pak'n Save stores buy individually from T&G Wellington alongside other major customers - all buyers pick up their own orders.

"We're pretty much done by 9.30am which means stock taking can take

place and cleaning up the site. Then we begin the process all over again the next morning. It's just like ground hog day," Wayne laughs, "which is why you need resilience. You've also got to be fit as you're on your feet most of the day and do a lot of lifting and moving of produce. Now we're coming into our busy summerfruit and Christmas season but we've got a great team and we all pull in and help each other. It's a great environment and after nearly 30 years I still really enjoy it."

Miles Oldham, sales manager for the site, says, "Wayne and his team have been central to the sustained success of our Wellington operation for the past 15 years. Our timeframes to receive and dispatch product are tight so the need to work effectively while maintaining an efficient operation is always present. Our team have proved themselves adept at achieving this with a minimum of fuss, while embracing the need to focus on the need for continuous improvement in process and action."

A capital result for not only the team but T&G overall.

tandg.global/contact-us/nz-branches-market-floors

Asia celebrates autumn



The southern hemisphere may be enjoying lighter evenings and warmer days but Asia recently celebrated its hugely popular Mid-Autumn Festival. The harvest festival is one of the largest in mainland China and across east Asia extending as far as Japan. It marks changes in the lunar cycle from a new moon to full moon with traditional activities including dining with family, hanging lanterns, worshipping the moon and enjoying moon cakes. It also coincided with a three-day public holiday in China. T&G's Asia-based staff creatively enabled families wanting to celebrate with a healthy option this year with the packaging of Envy™ apples in specially made red and gold round cases that housed six individual fresh apples. The premium cases matched the premium attributes of the apples and proved hugely popular with festival-fans.

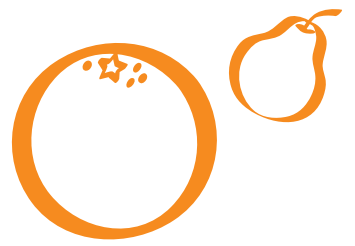


Individually wrapped Envy™ apples for Mid-Autumn Festival





From left to right: Felipe Gacitúa, Hernán Garces, Ignacio Smith Puelma



AsiaFruit Logistica '18

The growing importance of Asia for produce exporters and importers was maximised in Hong Kong recently by T&G at the region's largest fresh produce tradeshow, AsiaFruit Logistica. Three busy days of meetings, media interviews and hosting culminated in firmer customer relationships for T&G's global growing, marketing and sales' teams. CEO Gareth Edgecombe hosted guests at a late afternoon function at T&G's stand which showcased premium apple brands' JAZZ™ and Envy™ as well as award-winning Lotatoes™ and Beekist® tomatoes in its new recyclable packaging. Here's a selection of images from the successful show.





Above: Andrew McIntyre, Victor Anderson, Darren Perano and Sarah McCormack with our key customer Tu Phuong, Vietnam



From left to right:
Andrew Keaney, Steve Maxwell, Wolfgang Loose, Darren Drury



Above: Cecilia Flores Paez, Robin Qin and team from Faikee China



From left to right:
Andrew Lockyer and Jo Jalfon



Apples off to great start in Vietnam





Apple tasting, a juicy JAZZ™ mocktail, an interactive photo booth, and an Envy™ lucky prize draw made for a fun-filled and festive launch of the apple season in Ho Chi Minh City.

At the event T&G's regional manager South East Asia, Victor Anderson highlighted the importance of the relationship of our two official importers of JAZZ™ and Envy™ in Vietnam, Tuphuong and VPD, as we continue to gain momentum in the region.

In 2011 a small shipment of Envy™ was sent to the region, followed by five containers the next year. Today,

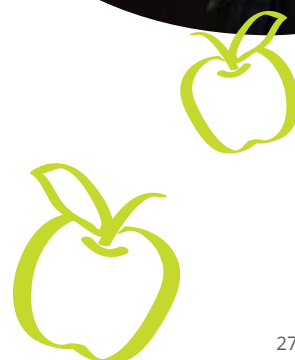
T&G ships over 250 containers a year and that continues to grow.

That growth is due to the quality of our apples, branding, and the passion that goes into growing them. We also ensure strong partnerships in the Vietnam market, including retailers, wholesalers and fruit shops.

What does the future hold? T&G has invested in more orchards, meaning more apples will be available, mostly Envy™.

"We're improving the quality and consistency of our fruit, and just as important, we're forging connections to customers through strong marketing campaigns and talented people," Victor says.

"We've enjoyed success with retail sampling over the last two years and we are now boosting our marketing support across Vietnam, with more retail activity, support for wholesale sectors and connecting with consumers via social media."





South Africa's blossoming apple scene

South Africa is a small but fast-growing market for T&G apples. JAZZ™ currently makes up just one per cent of global production however volumes are set to increase five times by 2025.

In 2010, the first commercial planting of JAZZ™ began in South Africa. Since then it has been grown more widely by Dutoit Agri, Witzenberg Properties and Eve Brand Farms, with 46 hectares planted mainly in the Koue Bokkeveld and the Langkloof regions.

Locally grown JAZZ™ apples are sold in Africa and South Africa by Tru-Cape and Dutoit Marketing who are both sublicensed by T&Gs South African Master Licence Holder Topfruit. T&G Global manage RSA exports. RSA export services are coordinated by Topfruit and executed by Dutoit and Topfruit.

The first 8000 ENVY™ trees were planted three years ago and to date 60.5 hectares of ENVY™ have been planted in South Africa. There is a lot of excitement and anticipation around the first commercial volumes which are expected to hit the market in 2019.

Challenges of growing apples

Fruit size and colour of apple varieties in South Africa is a challenge as a result of the warmer climate compared to traditional apple growing countries. Growers are striving to improve this situation by evaluating different training systems, looking at higher planting densities and using rootstock combinations in order to improve light distribution in the orchard canopy.

Distribution of fruit is not a problem. In Africa, nearly all sales are via the hawker market. In each country there is a retail market but it is mostly very small with the bulk of the fruit being sold on wholesale markets to street hawkers who sell the fruit on the side of the road.

The T&G team have been working closely with their partners and are excited about the prospects for the future. Profiles on these partners follow -

Dutoit

Dutoit Agri has been growing apples since 1922 with 4500 hectares of orchards located in Ceres, the Koue Bokkeveld and Witzenberg Valley in the Western Cape. Growing conditions in these cool, high valleys are perfect for apples. The cool mountain air slows down the ripening process which allows for intense colours, flavours and aromas to develop. This combined with the clean, pure mountain water used in the orchards ensures the highest quality JAZZ™ apples.

"A lot of tender love and care goes into managing our orchards to achieve the best size, colour and flavour intensity in our Jazz™ apples. The unique flavour and attractiveness of Jazz™ as well as the added value of a worldwide marketing campaign, made the decision to grow these delicious apples easy," says Tanith Freeman, product development manager Dutoit Agri.

Ceres Fruit Growers

With over 100 years of apple growing experience at Ceres Fruit Growers, their JAZZ™ apple orchards are in good hands. Their orchards are nestled in valleys seated 900m above sea level, with adequate winter chill and surrounded by mountains to keep the Cape's famous winter storms at bay. With more than 300 sunny days to grow the sweetest JAZZ™ apples, some of the most beautiful apples are grown for markets across the globe.

"Jazz™ is a new exciting variety, with delightful flavours that stores well with a global demand. Most apple varieties originating from New Zealand normally do very well in our orchards and climate," says De Kock Hamman, technical advisor at CFG.

Witzenberg Properties is a group of growers within the Ceres Fruit Growers organization.

Eve Brand Farms

Thirty six percent of the total national production of deciduous fruit is produced in the Langkloof region, and while it provides employment opportunities, poverty is widespread in the area.

Eve Brand farms, which is structured as an employee empowerment scheme, have around 217 hectares of orchards of which 144 hectares are under apples of various varieties and about 58 hectares under pears.

TopFruit

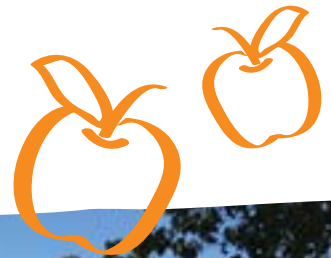
It's 11 years since the T&G and TopFruit growing partnership began with the small sized JAZZ™ apple.

Founded in 1983, TopFruit is situated in Simondium in the Western Cape and consists of 18 office-based people and 18 workers on the farm. In addition to apples, TopFruit manages pome fruit, stone fruit, table grapes, kiwifruit and blueberries.

The company offers the full service from the importing of plant material to marketing of JAZZ™ and ENVY™.

Marketing is managed by TopFruit's inhouse department who are responsible for strategic planning and implementation of annual marketing campaigns in the region.

The team all share a love of the land and the business of farming.



Dutoit Group
during T&G visit
March 2017

Customers love JAZZ™

The Checkers supermarket group has sold JAZZ™ exclusively for the past three years in South Africa.

The apples are sold in their stores in fully-branded packaging which is a first for a branded apple in South Africa, ensuring brand awareness, visibility and recognition going forward. Weekly in-store JAZZ™ apple tastings were held in Checkers supermarkets during the season from May to June 2018. Consumers loved the apple, in particular

- the ideal size of the apple (especially for lunch boxes)
- the sweet taste and crisp texture of the apples
- the juiciness of the apples
- very attractive appearance
- beautiful colour
- apple is crunchy with a crisp texture, not floury and soft
- appealing packaging
- ideal apple to use when making apple pie.



"JAZZ™ is a new exciting variety, with delightful flavors that eats and store well with a global demand."



Delicious JAZZ™ apples are sold exclusively through the Checkers supermarket group

From left to right:
Dev Shetty, Cecilia Flores
Paez, Danny Nightingale,
Jo Jalfon, Dan Waters,
Paul Scheffer, Andrew
Keaney



T&G makes a splash at 2018 HORT Connections Expo

Smoothie bowls and red kiwi were a hit with the 3000 growers, packers and retailers who came together for the most popular fresh produce trade show of the year, the 2018 HORT Connections Expo in Brisbane in July.

The T&G stand attracted lots of attention with visitors eager to try our fruit samples and learn about the company's multi-category offerings.

While at the Expo, T&G also gained recognition for Lotatoes™, winning the Marketer of the Year award (MOYA) award. The awards are the premier celebration for marketing excellence in the Australasian fresh produce and floral industries.

T&G's New Zealand marketing team, led by marketing manager Michelle Singh (right), were one of five finalists for the awards with its Lotatoes™ potatoes campaign which launched in the New Zealand market last June.

"Lotatoes™ was born from recognition of a growing low carb movement among consumers and T&G's track record in innovation," says Michelle.

Lotatoes™ was also named winner of the MPI Primary Sector Category at the 2017 New Zealand Food Awards, and most recently Best Campaign on a Shoestring Budget at the TVNZ - NZ Marketing Awards capping off a stellar year for the new brand and product.



Orchard Rd heads into Australian homes



Less than seven months after bursting onto the Australian fresh fruit scene, T&G's Orchard Rd brand has appeared on television. The premium fruit brands' Gold Kiwis is featuring on Network 10's *Everyday Gourmet* show in recipes created and showcased by culinary celebrity Justine Schofield.

Justine is one of Australia's most recognisable and popular cooking personalities after having been a MasterChef contestant. She has since forged a reputation as a simple and elegant cook, passionate about inspiring families to be ambitious and creative in their kitchens. Her cooking show, *Everyday Gourmet*, has notched up over 600 episodes and is entering its eighth season. The show also airs in New Zealand.

A recent episode featured the first of two recipes with Orchard Rd Gold Kiwis. The first, a delicious coconut sorbet with glazed Gold Kiwis, and the second recipe, an oak milk porridge with gold kiwi compote – perfect for a chilly winter's morning.



Justine describes the fruit as being “just like sunshine” with colour that “pops off the plate”. “I love to snack on Gold Kiwis but they’re also beautiful in a dessert.”

Mark Romeo, commercial manager T&G for Australia says *Everyday Gourmet* is fantastic promotion for the already popular brand.

“Justine is incredibly well-known, and her show has great reach into homes across Australia. Her programme is supported by additional promotion through its website and social and is a great opportunity for Orchard Rd. We’re excited to have formed this new partnership with Justine and the crew at *Everyday Gourmet*.”

Mark says Orchard Rd is a family of fruits packaged and promoted in a fun and engaging way and Justine epitomises the energy that our Gold Kiwi bring those who enjoy them.



“I love to snack on Gold Kiwis but they’re also beautiful in a dessert.”



Left to right:
Michael Pitrone,
Justine Schofield,
Daniel Beddome,
Mark Romeo





Across the Tasman

T&G has formed a special new partnership with a Brisbane-based high school.

Staff from T&G's Brisbane and Auckland offices visited Corinda State High School to view its unique Agricultural Farm and Science Innovation Centre and present a trophy as acknowledgement of the new partnership. T&G also delivered trays of Orchard Rd Gold Kiwis, a brand sold only in Australia.

The new partnership sees T&G funding Corinda's involvement in

the Kitchen Garden Foundation programme established by acclaimed chef Stephanie Alexander, a programme similar to New Zealand's Garden to Table programme, which T&G sponsors.

T&G's Daniel Waters and Heath Jakeman, both based at T&G's Rocklea office in Brisbane, were hugely impressed by the school's ag and hort facilities and the work the students

are doing from propagating plants to harvesting herbs and vegetables.

"It's exciting to be supporting a school in our backyard that's enabling young people to grow and prepare healthy food and potentially enter the expanding horticulture industry," says Daniel.

"Growing produce today draws on so many skills from science to digital



"It's exciting to be supporting a school in our backyard that's enabling young people to grow and prepare healthy food..."

capability and is an exciting and viable career as Australia's population continues to grow alongside the desire for healthy, locally grown and safe food.

"We're excited to be supporting the great work the teachers are doing in providing a pathway for Corinda kids to get experience at school of both horticulture and agriculture and get ahead of others considering entering these sectors," added Heath who says he is also looking forward to assisting the school with hydroponic fertigation and a seed raising programme for the school.

Executive principal Helen Jamieson says senior students are gaining a deep understanding of the true complexities inherent to food and fibre production at Corinda and appreciating why data gathering, analysis and application are fundamental to future sustainable growth.

"Our senior students have the opportunity to study nationally recognised vocational qualifications by completing a Certificate I in Agri-food Operations in Year 10 and Certificate II in Rural Operations in year 11 and 12.

"This course of study is made richer by our industry connections and the wealth of experience they bring to our school through their extensive connections in the horticultural and animal industries.

"It's exciting to now have T&G on board as a supporter and we're looking forward to working with their Brisbane team more now the relationship has been established."



Dan Waters
(left) and Helen
Jamieson (right)
with kids





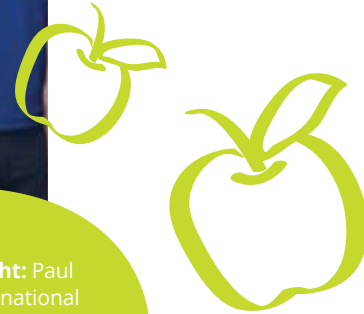
JAZZ™ grower,
John Hinge

Apple success hinges on passionate growers





From left to right: Paul Randell, IPL International Procurement & Logistics UK, Tony Harding - Worldwide Fruit, Martin Simmons - Worldwide Fruit, Robert Hinge and John Hinge



With so much variety, choosing which apple to buy can be difficult. Do you opt for price, positioning or what suits your palate?

And if you find that hard, imagine having to choose which variety to plant when your future livelihood depends on it.

It's a weighty decision but for UK-based fourth generation grower Robert Hinge it was also an easy one. He, along with 20 other English growers, was presented the chance to grow JAZZ™ with T&G and in-market partner Worldwide Fruit in 2005.

"We were one of 20 growers who planted JAZZ™ trees after seeing successful trials in France says Robert. It was a new variety, but I took a leap of faith and felt confident it could be a success. We ploughed up acres of grass and planted 260,000 trees in one go in December 2005 and another lump five years later. We've steadily planted more and more JAZZ™ since that time to fulfill growing demand."

Robert, supported by his son John, now runs four farms in Upchurch, Kent with 2,000 acres of mainly apples including JAZZ™, Envy™, Gala, Braeburn, Cox and Bramley as well as Conference pears and French-bred Carmingo apricots and a variety of plums.

"JAZZ™ is a big focus but for all our fruit, our intention is getting it right in the field first time. For JAZZ™ this means hand-thinning and picking up to four times and maximising light with east-west plantings."

Robert is also chair of Fruition PO Limited which owns the remaining 50 per cent of Worldwide Fruit. The board is made up of members, all of whom are growers who collectively sell fruit to top-end supermarkets in the UK with sales agent Worldwide Fruit.

The Hinges' pick their own fruit and ship it in bins to Worldwide Fruit's Kent and Lincolnshire operations for packing. Most fruit is packaged into home-branded packs for Aldi, Waitrose and M&S. Worldwide Fruit packs JAZZ™ for Sainsbury's from its Kent operation but ships fruit to Tesco, Morrisons, Lidl and Asda which package it themselves with their own branding.

Demand for JAZZ™ remains strong and it's now a top five premium apple in the UK.

Gary Harrison, commercial manager for Worldwide Fruit says JAZZ™ has hit the right note with UK consumers thanks to its crisp texture and refreshing profile. "It's not an overly sweet apple which consumers really like."

As the UK heads into spring, picking is about to begin for the Hinges who employ a loyal mix of around 60 Romanian and Bulgarian workers at peak who live on one of their farms in purpose-built accommodation.

The fruit picked, after having been tenderly-grown, will then head into supermarkets as levels of largely South African and New Zealand-grown JAZZ™ diminish giving UK-JAZZ™ fans continued access to freshly-grown fruit year-round.

"JAZZ™ is a big focus but for all our fruit, our intention is getting it right in the field first time"

Milestones and Memories

40
years

Colin Priest, New Zealand Produce, Hamilton

30
years

Miles Landon, New Zealand Produce, Auckland

20
years

Maree Bocock, New Zealand Produce, New Plymouth

Andrew Lockyer, Global Pipfruit, Hastings

Lorraine Stronach, Global Pipfruit, Nelson

Neil Muir, Global Pipfruit, Hastings

10
years

Tonu Tupou'Ata, New Zealand Produce Auckland, Favona

Shaun Batty, New Zealand Produce, Auckland

Sonya Hanuera, New Zealand Produce, Auckland/Harrisville

Peter McClutchie, Global Pipfruit, Hastings

John McIntosh, Global Pipfruit, Hastings

Brodie Hayward, Global Pipfruit, Hastings

Ellen Ashby, New Zealand Produce, Kerikeri

Victoria Lamkin, New Zealand Produce, Kerikeri

Tui Herewini, New Zealand Produce, Reporoa

Desiree Lloyd, New Zealand Produce, Reporoa

James Laufiso, New Zealand Produce, Auckland

Michael Harvey, New Zealand Produce, Hastings

Mitchell Apiata, New Zealand Produce, Kerikeri

Lee Anne Grayling,

New Zealand Produce, Pukekohe

Joy Greer, New Zealand Produce, Tauranga

Miles Oldham, New Zealand Produce, Wellington

Peter Jackson, New Zealand Produce, Auckland

Trevor Hauwai, Global Pipfruit, Hastings

Fusi Pai Tonga, New Zealand Produce, Auckland/Harrisville

Joseph Harry, New Zealand Produce, Palmerston North

Judy Karekare, New Zealand Produce, Reporoa

Melenau Feao, New Zealand Produce, Auckland/Geraghty

Roshni Singh, New Zealand Produce Auckland/Geraghty

Rodger Brown, Global Pipfruit, Dunedin

Leonie Jones, New Zealand Produce, Kerikeri

Ben Davis, New Zealand Produce, Nelson

Craig Adams, New Zealand Produce, Auckland

Veerpal Kaur, New Zealand Produce, Auckland/Mangere

Ann Walsh, Global Pipfruit, Nelson

Jason Sinclair, New Zealand Produce, Christchurch





Louella Shetty, Brisbane, 10 years of service

Louella started working for T&G in 2007, based out of the Auckland office where she managed export documentation.

She moved to Australia in 2012 and helped establish T&G's Brisbane office. She currently manages national logistics.

T&G's commercial manager Australia, Mark Romeo says Louella is one of the most committed, loyal and hardworking employees he has ever had the pleasure to work with. "She's also a great cook, and somewhat of a mother hen in the business."



In memory of Richard Hay, driver T&G

We remember Richard Hay, a proud father and grandfather and driver for T&G who passed away suddenly aged 71 years old.

Ravi Singh, Richard's supervisor says he was well known and well respected by customers and suppliers.

"He was a gentleman," Ravi says. "I never saw him angry or getting wound up about anything. He was always down to earth and was very pleasant to approach. He always came to work half an hour earlier before starting his shift."

His funeral featured a T&G truck which shows not only the pride he felt for working for the business, but also his family's.

He will be sadly missed by the T&G team.

In season

We're celebrating spring! The evenings are lighter, there's a spring in our stride, it's time (down under) to enjoy the abundance of new season produce.

Grab some sweet, bee pollinated, Beekist® tomatoes and create these bite sized Roasted Beekist® Chefs Selection Tomato Crostinis. Bursting with flavour, they are perfect with a glass of rosé with guests, as we enjoy the warmer evenings. They're gorgeous to look at too!

Roasted Beekist® Chefs Selection Tomato Crostini

Serves four

Ingredients

½ of one fresh baguette,
sliced into eight

4T extra virgin olive oil

1x pack of Beekist® Chef's
Selection Tomatoes

60g cream cheese

Salt and Pepper to season

Method

1. Heat oven to 220°C on grill
2. Place sliced baguette on oven tray and drizzle with olive oil
3. Grill for 5 minutes, or until lightly browned
4. While these brown, slice tomatoes in half and place slice side down on an oven tray
5. Lightly season tomatoes with salt and pepper
6. Remove bread from oven and replace with tomato tray
7. Grill tomatoes for 5 minutes, or until they start to brown and bubble
8. Spread each piece of grilled bread with cream cheese
9. Remove tomatoes from oven and distribute evenly between bread
10. Season with salt and pepper and enjoy – immediately hot, or later cold.





40% LESS CARBS IN EVERY SPUD*

LOTATOESTM

POTATOES

LOWER CARB · LOWER CALORIE · GREAT TASTE*



CONSUMERS ARE CONSCIOUS OF THE CARBS AND CALORIES THEY CONSUME WHICH HAS LED TO AN INCREASE IN DEMAND FOR HEALTHY, GREAT TASTING FOOD.

T&G Global are proud to introduce Lotatoes™. A delicious, creamy, melt in your mouth potato with at least 40% fewer carbs in every spud.

Naturally bred Lotatoes™ are proudly grown by Balle Bros and Master & Sons in two of the best growing regions New Zealand has to offer. Pukekohe and Ohakune have fertile rich soil and ideal climate conditions, perfect for growing flavoursome, healthy potatoes.

GROWN  IN NZ



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

www.tandg.global | www.lotatoes.co.nz

