

Fresh

March 2019

Envy™ steps out in
style – New York
Fashion Week

P18

United for success
Fruit Logistica '19

P4

It's crunch time

P6



We're buzzing...

We get a real buzz from working with Mother Nature and friendly human helpers to grow sweet, tasty Beekist® tomatoes. We keep busy buzzing around the vines freely pollinating flowers for growers across the New Zealand countryside.



DISCOVER MORE AT [BEEKIST.CO.NZ](https://www.beekist.co.nz)

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The execution of our Roadmap for Growth is well underway as we sharpen our focus on growers and customers, build our key categories and improve our go-to-market strategy.

Apples remain front and centre of that strategy, focusing on key markets with key brands. We will drive those markets by leveraging our in-market teams to maximise sales and prices for key varieties and at the same time build the JAZZ™ and Envy™ brands through household penetration and consumer preference.

Building our capabilities in growing, post-harvest distribution and in quality systems is a top priority too. Our brands play in the premium space, and we must earn the right to stay in that segment with fruit of pristine quality.

Other changes include building our expertise and leadership in emerging categories, such as berries and grapes. While we will still trade across a number of categories, but we will have several power categories that we will focus on.

We have completed an organisational restructure to enable us to achieve these goals with key changes to our leadership team including appointing a Director of International Sales. We have taken our global selling footprint and put that under one role, regardless of category.

New Zealand Produce remains a critical part of the strategy. It's a big piece of our business – a growing business and a market-serving business, so it's a strong base for us to drive innovation and allows us to bring people through the organisation who can learn to take on global roles.

I look forward to your continued support on our journey to become the world's leading premium fresh produce company.

Gareth

Gareth Edgecombe
CEO, T&G Global

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From left: Brigit Corson & Anthony Josef from Foodstuffs with CEO of BayWa Professor Klaus Lutz.

United for success

Fruit Logistica 2019



It's one of the biggest events of the year for the global fresh produce industry – Fruit Logistica.

Spanning three days, over a 13-hectare area in Berlin, the event sees more than 78,000 fresh produce industry experts through its doors.

JAZZ™ and Envy™ sampling at the stand.



Second from left
T&G Marketing Manager
– International, Cecilia
Flores Paez with
customers.

This year, T&G teamed up with BayWa, its majority shareholder, under the banner "United for Success".

T&G's CEO Gareth Edgecombe says a close network with BayWa, a global player in fruit and vegetables, provides many advantages for T&G.

"We share a great passion for fruit and vegetables," he says, "The joint trade fair appearance at Fruit Logistica reveals what we have in common and highlights the synergies that arise from a strong relationship."

Christiane Bell, Head of BayWa Global Produce says working with T&G enables 365 day supply of fresh fruit to customers, a broad product portfolio, and the opening of global procurement markets.

"Producers in Germany, New Zealand and other growing regions around the world benefit from attractive marketing opportunities and access to exclusive varieties, particularly in apples." Christiane says.

The premium brands JAZZ™ and Envy™, for which T&G Global holds the worldwide marketing rights, were the focal point at the joint stand.

Since 2017, BayWa has been harvesting JAZZ™ apples in Rhineland-Palatinate specifically for the German market.



Professor Klaus Lutz welcomes everyone to the stand.

It's chunch time



New Zealand's apple season is looking rosy as warm summer temperatures and cooler autumn evenings bring a rich colour and taste to the new season fruit.

Hundreds of orchard workers descended on the orchards of Hawke's Bay, Nelson and Otago for the harvest, with total volumes expected to reach 22 million cartons, up 8 per cent on last year.

New Zealand's buoyant apple industry is set to produce another bumper crop, on the back of a growth strategy which will see the country hit one billion in export sales by 2020.



T&G, the largest apple exporter in New Zealand, is well on the way toward helping the industry achieve that.

"Our apples are looking fantastic in colour, texture, eating quality and flavour, and because of our superior breeding programmes, our world leading growing systems and post-harvest technology, it means only the highest quality fruit enters the market," says Peter Landon-Lane, T&G chief operating officer.

Peter says while spring threw some challenges for growers in Hawke's Bay, delivering wet weather, warm summer temperatures have meant good fruit size and high-quality fruit.

Meanwhile in Nelson, a wet winter was followed by good pollination conditions in spring. December thunderstorms threatened the crop, however, since the new year, there has been very little rainfall meaning water restrictions and an earlier harvest start date in the region.

In Otago, weather has been favourable for apple growing with a good crop expected although pockets

of hail during the Christmas and New Year period, caused some damage.

"The harvest is in full swing this month with our pickers and packers moving quickly to harvest the fruit from orchards, including several hectares of new plantings we have invested in over the last few years to ensure we will continue to meet global demand for our apples."

Around 95 per cent of the crop is picked and packed for international markets, where premium prices are paid for T&G's flagship, award-winning apples, JAZZ™ and Envy™.

JAZZ™, and its equally successful sibling, Envy™ are among the top five premium apples in the world with JAZZ™ voted UK's tastiest apple in 2018 and Envy™ was voted the number one apple of choice by US consumers last year.

Traditionally, most of T&G's apples were being sold into the UK, Europe and US, but that is changing as Asia and the Middle East emerge as key markets, making up half of T&G's exports in 2018.



Delite-ful start for Mandarins

Delite™ mandarins have caught the eye of Australian customers this summer with the tasty, easy-peel, seedless Californian citrus fruit proving a hit with consumers.



T&G Commercial
Manager, Mark
Bohringer.

Commercial Manager, Mark Bohringer from T&G Global's Australian office worked closely with the Mulholland Citrus team on a proposal that would allow them to range the product exclusively with Woolworths stores across several states.

"This season we are showcasing Delite™ mandarins within Woolworths stores in New South Wales, Victoria, Queensland and Tasmania," Mark says, "Next season we look forward to working with the supermarket chain on extending the range into other states while also looking at the opportunity of a pre-pack option into the range."

"This will assist the Mulholland team in moving 'more of the crop' across multiple size profiles while also offering the consumer the added value of convenience."

The campaign, that began mid-January, will run through until early April 2019, before the start of the domestic mandarin season in Australia.

Mark says sales results have been encouraging so far with volumes far

exceeding expectations across the 800 or so stores, across four states.

"Mandarins are a popular fruit and have very good consumer pull in Australia so we are seeing Delite™ mandarins running off the shelves. The brand is recognised in Australia for their consistent quality, flavour and appearance while having the added advantage of being an easy peel, seedless mandarin – they make an ideal healthy snack and kids are asking for them in their lunch boxes," he says.

Mark says Woolworths has done an exceptional job on the marketing and merchandising of Delite™ for many years with domestically grown product.

"Now, with our help, their presence on shelf is extended, thanks to the ranging of the Californian product," he says.

T&G is a key player in the selling and marketing of produce globally and manage 100% of Mulholland's exports into the Australian market.



Beat the heat



New, superior tasting apples and pears that can thrive in the planet's increasingly warm climate may soon be available to fruit growers worldwide.

T&G Global has joined Plant & Food Research, the Institute of Agriculture and Food Research Technology (IRTA) and Fruit Futur as the exclusive partner for the commercialisation of exciting new apple and pear cultivars, designed specifically to tackle challenges such as sunburn, colour and firmness associated with a warming global climate.

The Hot Climate Programme (HCP), one of the most exciting global breeding projects, was initiated in 2002 by Plant & Food Research and IRTA to address challenges that were being experienced by Spanish growers, particularly those of the Catalan region, with traditional apple and pear varieties.

Growers have been challenged in hot seasons with increased sunburn, low colour, compromised fruit textures and higher incidence of storage disorders.

It was recognised that other apple and pear growing regions would begin to experience these issues as the global climate continued to change, and that varieties developed for these niche environments would be in increasing demand worldwide.

Several new varieties have been identified in the HCP with potential for commercialisation, and the programme partners selected T&G Global as their preferred partner for managing the commercialisation of the varieties worldwide.

Morgan Rogers, T&G Global's head of quality and innovation, says the group is very excited by the opportunity the programme presents.

"We're in a privileged position because these varieties have been under development for many years. Now, there is a rich pipeline very close to being ready for commercialisation, so the speed to market is really exciting."

Rogers says six of the varieties look very promising for immediate commercialisation.

"We're confident of some opportunities coming out in the medium term, and these varieties offer a range of different flavours and textures," he says. "It's hard to put a timeframe on it, but we'd expect these varieties to reach commercial production within five years."

In terms of the commercialisation model, Rogers says T&G has an open-minded approach aimed at maximising the opportunity for the varieties.

"We will not be limited to our traditional method of commercialisation," he says. "It's pretty much a blank canvas on licensing and we're interested in new and innovative ways to bring these varieties to the global market."



Key appointments announced

Rachel Stotter joins T&G Global in a key role as Director of International Sales in March 2019.

Rachel will lead the International Sales function for T&G's category and trading operations as the company looks to deliver on an ambitious growth plan through an improved go-to-market strategy.

Rachel was formerly Head of Sales & GM Dairy Category at Goodman Fielder NZ Ltd where she had P&L responsibility for the Dairy category, while leading the Sales function through a major transformation.

Prior to that, Rachel worked at Fonterra for ten years, progressing through multiple roles including GM Sales Excellence (developing and implementing the global sales transformation programme) and Director, NZ Ingredients & Velocity (running the NZ P&L for the Ingredients business).



Left: Rachel Stotter, Head of International Sales.
Right: Tony Fissette.
Bottom right: Steve Maxwell will oversee the European business.

Other key changes include the appointment of Jodi Reddell to the newly created Executive role of Head of Category & Marketing.

Jodi will return from the UK where she has worked with United Biscuits/ pladis Global as Global Senior Marketing Director – McVities, and prior to that she was International Marketing Director – Snacks.

Jodi has also worked with G.S.K/ Lucozade Ribena Suntory, UK as Regional Marketing Director Asia (Beverages). She starts with T&G in May 2019.

T&G CEO Gareth Edgecombe says both Rachel and Jodi are highly commercial senior professionals with significant global experience across diverse markets.

"We are excited to have them join us in these critical roles as we build out our global vertical categories," Gareth says.

Pioneer of Pipfruit retires



T&G Global announced the retirement of Tony Fissette, the Managing Director of T&G Global's European unit, Enzafruit Continent in February 2019.

A pioneer of New Zealand pipfruit sales into Europe, Tony has worked passionately for T&G Global and New Zealand apple and pear growers for the past 45 years.

He has played a pivotal role in positioning New Zealand apples and pears on the European stage.

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

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

Speaking at a farewell function held in Berlin in honour of Tony, T&G Global CEO Gareth Edgecombe said Tony was a high-performing, high-energy pioneer of the Pipfruit industry - and a true legend.

"Every so often you meet someone, a force of nature, who, because of their unstoppable personality, is able to shape an entire industry. Tony Fissette is one of those people."

He said that T&G has become a global powerhouse largely due to Tony's drive and leadership.

Steve Maxwell, Chief Executive of Worldwide Fruit (T&G's UK subsidiary), will oversee the European

business. Steve has been CEO of Worldwide Fruit for the past five years and has 20 years' experience in the fruit industry.

"I'm incredibly proud to represent some of the finest apples in the world. We have a fantastic basket of varieties including JAZZ™ and Envy™," Steve says, "Our aim is to ensure we deliver fantastic service and a fantastic product to our customers and our suppliers year-round."

"Tony has built a fantastic team. Sales & Marketing will continue to be led by Didier Groven and Finance & Operations by Suzy Janssis. Both have worked for Enzafruit Continent for a number of years, giving continuity to suppliers and customers following Tony's retirement.

Tony has been a wonderful ambassador for our business and we wish him a long, healthy and happy retirement."



Steve Maxwell

Q&A *with* Christiane Bell from BayWa

What are the major trends/ opportunities you see in the global produce industry?

The global produce industry is shaped by trends including changes in consumer demands, new markets, disruption in the supply chain, sustainability and climate change.

With evolving economies, especially in Asia, we are experiencing a growing demand for fresh produce driven by population expansion along with increasing prosperity and greater health awareness. Consumers are looking for safe and healthy food, new products and brands. We also see shifts in the trade flows and new distribution models arising, providing opportunities but also requiring new ways of thinking.

Climate change is a reality - hot climate, drought and weather events, such as hail, have a great influence on production. These provide opportunities for new approaches in growing strategies and new business segments.

Organic food and local-for-local production is becoming more popular, especially in countries with growing prosperity. Consumers are also more aware of packaging and

plastic. This means sustainability is not a "nice to have" for suppliers, it's a "must" because consumers in our major markets not only want to buy tasty products but also sustainably produced and delivered products.

For the competitiveness of our producers, but also for our own business, it's crucial to rethink business models and develop a vision for a successful future-oriented positioning. A broad basis in procurement and sales is necessary to overcome volatilities and create stability.

Tell us a little about BayWa AG?

Founded in 1923 in Munich, BayWa is a leading trading and services group with the three core segments agriculture, energy and building materials.

With more than 300 affiliated companies BayWa today is represented in over 40 countries and has around 18,000 employees.

In the agricultural business, BayWa is the largest agricultural trader in Germany, and worldwide is amongst the top 10. BayWa Global Produce is one of four business units in the agricultural segment.

With roots in Southern Germany, BayWa's fruit business has developed into a global player in the sourcing and marketing of fruit and vegetables and continues to grow with quality products, dedicated employees, new experiences and versatile competences at its core.

How important is sustainability for BayWa Global Produce and what initiatives are you working on?

We don't have Planet B, but we do have a lot of opportunities. A responsible use of natural resources and the reduction of CO2 emissions to protect the climate are important to us.

Global Produce was the first business unit within BayWa group, which completely neutralised the carbon footprint of its sites in Germany last year.

T&G Global has already taken a big step towards the climate neutrality of its packhouses and storage facilities, for example using electricity from renewable energy sources, LED lamps and introducing an energy management plan. Our aim is to gradually achieve climate neutrality at T&G and the Dutch BayWa Group company, TFC Holland as well.



Now, together with T&G we are able to provide our customers with a year-round supply of fresh fruit.

In the United Arab Emirates, where we cultivate premium tomatoes for the local market, together with the Al Dahra Holding, we use state-of-the-art, climate-controlled glasshouses. This allows us to produce year-round, irrespective of the conditions outside. Using up to 70 percent fewer resources, ten times more produce can be harvested than in outdoor production.

In terms of climate change, population growth, and the loss of agricultural land, local-for-local is an important approach to support a sustainable food supply for people worldwide.

What is your vision for BayWa and T&G?

The acquisition of T&G Global in 2012 was a milestone in the internationalisation of our fresh fruit business. In the apple sector, BayWa has been one of the most important suppliers for German food retailers and the largest for apples from organic production.

Now, together with T&G we are able to provide our customers with a year-round supply of fresh fruit. Not only with apples, but also with exotics thanks to our acquisition of TFC Holland in 2016, a specialist in tropical fruit.

Growers worldwide benefit from our global network and attractive brands. Our premium brands, JAZZ™ and Envy™, are becoming increasingly popular with customers and consumers. Thanks to a competent grower network worldwide, we are able to provide a year-round supply with increasing opportunities in many countries. In 2017, BayWa harvested the first commercial German volumes of JAZZ™ apples in the region of Rhineland-Palatine - and this is just a start.

With our first joint trade fair presence at this year's Fruit Logistica, we demonstrated the global network and product portfolio we have created in the last few years.

To further increase synergies and intensify our global co-operation, we have to dissolve the silo mentality and start new approaches in working together. There is a lot of potential and together we will build on this.

What are the most exciting opportunities you see for T&G and what makes us well positioned for the future?

T&G has a dedicated team, an attractive product portfolio with unique brands, a close relationship

to producers in New Zealand, the US and Europe, and access to attractive markets worldwide. The global licensing rights for the JAZZ™ and Envy™ brands is a success.

With future innovative solutions like the global commercialisation of heat-tolerant varieties, for which T&G was appointed as exclusive partner, the company will be well positioned for the future.

Apples will remain our key focus and we will intensify our presence in key markets. But we will also strengthen our expertise and leadership in two other categories: grapes and berries.

Following the strong growth in demand in many countries, especially in Asia, we will build out a vertical approach and therefore increase attractiveness for our customers.

To support these strategic goals and to improve the 'go-to-market strategy', T&G has recently completed an organisational restructure and we are confident that the changes made to the structure and processes will provide T&G with the flexibility and resilience to perform strongly in the years ahead.

T&G go bananas!

Bananas are big business and the art of banana ripening is a specialised and unique skill.

More than a million boxes of bananas are imported every year by T&G which keeps T&G's banana ripening teams in Mt Wellington and Christchurch busy year-round.

T&G currently ripens more than 500,000 kg of bananas per week in their pressurised, controlled environment ripening rooms.

The company is expected to ripen 1.4 million boxes in 2019 including organic bananas, baby bananas, Red Orito bananas as well as conventionally grown standard Cavendish bananas.

T&G imports bananas from Ecuador and Mexico, and, during shipping, the fruit sits in a green un-ripened state in a temperature and humidity-controlled container for around 3-4 weeks before arriving at T&G's banana ripening sites.

The product is given a quarantine inspection to ensure it meets with New Zealand's strict bio security measures. Containers are un-loaded and a Quality Control process looks for early warning signs relating to temperature or advanced colour. This report provides information back to the banana ripeners who will determine the best ripening cycle.



Decisions on a course of action are based on the grade, for example, thickness of a banana, colour of the peel, pulp temperature, latex flow, peel crispness, the colour and firmness of the pulp and the aroma.

The key triggers to ripening and speeding up or slowing down ripening are temperature, humidity, time and ethylene control.

Bananas contain and release a natural gas called ethylene. T&G trigger the ripening process with this natural gas which allows more control over the level and consistency of ripening.

Once bananas reach the perfect colour and firmness they are picked and packed to order, and distributed to customers and T&G markets across the country.



Left to right: Peter Hufanga, Shane O'Brien, Daniel Alfano, Manu Singh, Alai Musie, Moala Naeata.



Tropical fruit success

Sales of imported tropical fruit have surged across a number of T&G's tropical fruit categories with bananas, grapes and Fairtrade and organic produce leading the way.

Imports played more and more in the organic space in 2018, with T&G sourcing organically grown beans, grapes, bananas, onions and mango to the New Zealand market.

Fairtrade and organic bananas enjoyed excellent growth with close to four million kilos being supplied to New Zealand consumers last year. 2018 was also the first full year under a newly formed partnership agreement with All Good bananas, promoting growth of the category locally.

We will celebrate one million dollars in Fairtrade funding through All Good banana sales which goes to the El Guabo, Ecuador community this year.



The key to growth in the Organic and Fairtrade sectors is consistency and strong market presence. "The struggle with organic products has been in providing the consumer with consistent product, quality and supply every day and this was a key goal to rectify for 2018," says Shane O'Brien, Head of Imports at T&G.

"T&G's real point of difference is being in the market everyday enabling retailers to confidently allow shelf space and ensuring consumers can get their organic or Fairtrade fix on demand."

T&G also imported two million kilograms of grapes from Australia, Peru, Chile and US in 2018. The availability of a number of newer and great tasting grape varieties over the last 18 months has enabled T&G to showcase these products to consumers.

Much like the bananas, having product available consistently ensured we got some good wins as we build a reputation for being reliable with supply and quality.

Thailand grown ginger is a fast-growing category for the Imports team.

Working closely with T&G's Thailand office has helped to secure a significant market share in New Zealand and it is now a top 10 imported product.

Shane says T&G will continue to lead in the organic and Fairtrade imported produce space.

"We will celebrate one million dollars in Fairtrade funding through All Good banana sales which goes to the El Guabo, Ecuador community this year."



Fruit World - a new era



Left to right: Director of Fruit World Charlie Zheng, with Lincoln road store owner Wayne Fan and managing director NZ Produce Andrew Keaney.



A key customer for T&G, Fruit World, is undergoing a major brand refresh including a new store design and layout that is being rolled out across their 21 stores in Auckland and Hamilton.

With the look and feel of stores along with the shopping experience becoming more important to consumers, it was time to give the stores a new look and embark on a new era for the fruit and vegetable specialists.

The brand refresh aims to merge the old with the new yet maintain trust and quality that the brand is known for.

The new logo includes an updated strapline 'Farm Fresh Everyday' which builds the connection to the grower for shoppers.

Fruit World Lincoln Road is the first store to get a makeover and will be followed by the Glen Innes store.

New store elements include produce bins with a rustic feel, signage that shows farm and orchard scenes, outdoor awnings, new flooring and point of sale material.

T&G's Managing Director NZ Produce, Andrew Keaney said it's great to see an iconic independent retailer like Fruit World investing in their business and recognised the continued importance that Fruit World plays in the fresh produce industry.

The Fruit World group consists of Fruit World and Supa Fruit Mart chain of stores, with 20 Fruit World stores in Auckland, one in Hamilton and four Supa Fruit Marts in Auckland.





Envy
steps out
in style

Envy™ apples made a guest appearance at New York Fashion Week, starring at designer Christian Siriano's Runway Show and after party.

Guests of the "Project Runway" designer enjoyed an Envy™ apple tasting bar, signature cocktails and other treats, according to new release from The Oppenheimer Group (part

owned by T&G), marketer of Envy™ apples, through a partnership with T&G Global.

"Envy™ is coming on strong in the premium apple landscape, gaining a great reputation for intense flavour and overall satisfaction — and valuable leading contribution to the apple category," said David Nelley, Oppy's vice president of categories.

Retail tie-ins to the fashion week events include point-of-sale materials, consumer contests, social contents and billboards. The brand's Instagram

account featured a live stream of the event, with Siriano praising the apple.

David said Siriano's sophisticated style and elegant point of view complement the unique traits of Envy™ apples. Envy™ has earned a special status but is also accessible and can be appreciated by everyone who loves a really good apple. It's an indulgence that anyone can enjoy."

Oppy Marketing
Communications Specialist
Kelsey Van Lissum and
T&G Marketing Consultant
Kelsey Defebaugh on the
Envy™ tasting station at the
runway show.





Life is
Rosy!



T&G has launched a new 'look & feel' packaging and advertising for its Pacific Rose apple - Life is Rosy!

T&G's new globally aligned Pacific Rose™ packaging is being rolled out for the U.S. sourced Pacific Rose™ apples, and includes New Zealand sourced fruit in the coming months too.

The new look was undertaken to bring consistency and branding alignment in key selling markets.



Oppy chosen as Canada's best managed

Chairman &
CEO of Oppy,
John Anderson
with the Best
Managed plaque.

Oppy, the fresh produce marketer and distributor, part owned by T&G, has once again joined an elite group of Canada's best managed companies.

Global financial services company Deloitte looks at companies that demonstrate exceptional strategy, capability, commitment, and return on investment in their annual awards.

Oppy was first selected for the programme's esteemed Platinum Club a dozen years ago and this year has been selected again.

Chairman and CEO, John Anderson says it's an exciting time at Oppy.

"The accolades announced today recognize Oppy's 2018 achievements, including adding large scale value-added programs for kiwifruit and citrus in Western Canada, launching Frank & Able, a unique new brand of greenhouse tomatoes-on-the-vine, building the scope and scale of its Ocean Spray berry programme, developing high demand for Zespri® Sungold kiwifruit and JAZZ™ and Envy™ apples."

Canada's Best Managed Companies programme recognises organizations that have implemented world class business practices and created value in innovative ways. The Platinum Club honours top-performing companies that earn a place among the best for six years or more.

Oppy was also recently selected as one of British Columbia's Top Employers for the third consecutive year.



Kia Ora Kaitiakitanga

T&G formally introduced the concept of Kaitiakitanga as a key platform for how it does business, at a moving traditional Maori blessing at their Mt Wellington site.

For T&G the Maori word Kaitiakitanga means treating our land, people, produce, resources and community with the greatest respect and care as guardians of their future.

It will be integrated into T&G's business, supported by eight aspirations for 2025, which guide the company on how to work toward a more sustainable future and become the world's leading premium fresh produce company.

At the blessing ceremony, Tim Clarkson, T&G director of strategy, commented that in the next century, we will need to produce the same amount of food as we have produced since the beginning of the agricultural revolution, 10,000 years ago.

"Part of who we are and how we do business is taking responsibility for our environmental impact while protecting, sustaining and enhancing our human and natural resources for the future.

"Kaitiakitanga will shape how we do business at T&G and support our purpose which is to grow healthier futures through fresh fruit and vegetables," he said.

T&G CEO, Gareth Edgecombe welcomed staff and guests and



Kaitiakitanga will shape how we do business at T&G and support our purpose which is to grow healthier futures through fresh fruit and vegetables.

acknowledged those who had supported the concept and blessing ceremony including, local manawhenua and local iwi of the area, Kaumātua and Kuia, Te Teira and Helen Rawiri, Woodie Peka and Sonny Wilcox and carver, Sunnah Thompson who carved the beautiful symbol for Kaitiakitanga.

Master carver Sunnah Thompson took several weeks to create the traditional Maori carving (taonga), from New Zealand kauri, one of the largest and longest living trees in the world.

Sustainability advisor for T&G, Samantha Walmsley-Bartlett explained there was significant meaning that had been woven into the design of the taonga and thanked Sunnah.

“You have breathed life into our vision for Kaitiakitanga and we hope to continue to do the same as we shape Kaitiakitanga and how we do business at T&G,” Samantha said at the blessing.

Over the next year, T&G will be asking staff to share the change they want to make to integrate Kaitiakitanga in to how they do business



The significance of the carving (taonga)

The carved figure is an acknowledgement to Rongomātāne, the Kaitiaki (guardian) of cultivated foods, and the son of Papatuanuku, the Earth Mother.

The Kaitiaki has solid hips, a reference to foundations (new relationships and understandings) and being ready to take on challenges. He is in a traditional kapa haka stance, *kia mau*.

The spiral pattern on the legs come from the spirals in the water ensuring we acknowledge the life spring of our produce.

The moko on his face has four sets of lines representing the ranking of a person. He has four because he is a *matua* (elder), a *kaitiaki* (guardian) of the area.

He is holding the world and within the world is the *manaia* motif - the birds.

The seedling is a reference to fresh produce. Birds have been acknowledged for their ability to bring messages with them. This is a symbol of Kaitiaki, guardians of cultivated foods, bringing messages to the world through produce.

The design style is local to the Te Kawerau-a-Maki, Te Wai-o-Hua, Auckland, New Zealand.

The carver has shared the style of his ancestors who grew up in the Auckland region. This connects T&G with them as they were people who gardened in the same region as the company's head office and market floor in Auckland.

Sustainability star



T&G has been singled out as a top performer in the Colmar Brunton report Better Futures.

The report is an annual survey of New Zealanders' attitudes towards sustainability and highlights the value they place on the natural environment.

In the report, T&G was identified as a brand which is a leader in Sustainability.

2018 saw T&G introduce new cardboard punnets for their Beekist® tomato brand, removing 5.5 million plastic punnets from supermarket shelves, or 100 tonnes less plastic that Kiwis take home every year.

The survey showed that public concern surrounding plastics use, water and climate change have all continued to increase.

The highest rated environmental concern is plastic waste – 72% of those surveyed are concerned about this issue, which is an increase of 9 points.

Of the 1000 people included in the study, 68% named T&G as a brand which is a leader in Sustainability (when prompted).





Celebrating rainbow eating



T&G's multi-category global brand, Orchard Road is one-year-old and it's already making its mark in Australia, the US and Japan.

Launched in Australia in 2018, the consumer brand includes blueberries, gold kiwis, green kiwis, grapes and sugar plums, sold through supermarkets and fruit stores across the country.

T&G's achieved a 77 per cent increase in sales in 2018 for their Orchard Road Gold Kiwis after a successful nationwide campaign in Aldi stores.

Exports of Orchard Road branded produce now includes Japan and also shipments from NZ and the US to various Asian markets.

"We have become the fruit activists of the industry," says Cecilia Flores Paez, International Marketing Manager for T&G, "We're disrupting the food category by bringing a new fresh perspective in fruit, celebrating rainbow eating and inspiring consumers to eat more colourfully."

She says the team was "spot on" in their timing of the trend towards rainbow eating and had no trouble attracting a large number of followers (more than 5,000 followers on Instagram as at March 2018) including key influencers.

"We are totally connected to them, we listen to them and act on their feedback. We are part of the same movement"

#orchardrdfruit

Milestones and Memories

10 years

Steve Varga, Team leader, Dunedin

Liz Curtain, Sales administrator, Christchurch

Clayton Jones, Sector supervisor, Kerikeri

Kevin Reid, Maintenance engineer, Hastings

Grace Owens-Bassett, Glasshouse worker, Hamilton

Ana Havea, Quality Assurance co-ordinator, Mangere

Gas Mataiti, Glasshouse worker, Favona

20 years

Simon Beale, Group shipping manager

Wayne Rauhihi, Stores and warehousing supervisor

Michelle Lynch, Business Technology support manager

David Binns, Regional quality manager, Nelson

Richard Lenton, Labour and compliance centre, Kerikeri

30 years

Bill Swafford, Storesperson, New Plymouth

In memory of John Wilson

It was with great sadness that T&G announced that former director John Wilson had passed away earlier this year.

John was an Independent Director of T&G for a pivotal period from 2012-2018 and made a significant contribution in shaping the business to what it is today.



He also served on T&G's Finance, Risk and Investment Committee and chaired the Human Resources Committee.

John was a Fonterra director for many years and its chairman from 2012 until 2018, when he was forced to retire due to illness.

He was also a Nuffield scholar and a dairy farmer.

CEO & Chairman of the Management Board of BayWa Ag, Klaus Josef Lutz acknowledged the great loss and commented;

"John's great passion and his dedication for the New Zealand food business industry was peerless. Our thoughts and deepest sympathy go out to his wife, his daughters and his friends."

Admired team members

T&G farewelled two well respected team members, both taken too soon.

Senior sales specialist, Scott Greenlees (37), who had celebrated 10 years with T&G this year, had a huge knowledge of the produce industry and had a real ability to build trust with his growers and customers alike.

Janay Johnstone (31), T&G's senior designer and her unborn baby, were mourned by co-workers, family and friends in March. During her time at T&G, Janay had displayed excellent photographic, video and design skills, producing a significant portfolio of work.





With the warm evenings continuing in the Southern Hemisphere, salads have become a staple of every meal. If you're looking for something a little different to spice up the autumn evenings, try this Apple and Fig salad from the team at 5+ A Day.

Deconstructed Salad with Apples and Figs

Serves: 4 to 6 | Preparation: 15 minutes | Cooking: none

Ingredients

2 apples, sliced (sprinkle with lemon juice to stop browning)
 5 Figs, halved
 1 avocado, sliced (sprinkle with lemon juice to stop browning)
 1 carrot, peeled and sliced lengthways
 1 courgette, peeled and sliced lengthways
 2 handfuls baby spinach
 2 handfuls rocket
 1 cup chick peas (drained)
 1/2 cup lite cottage cheese
 2 Tablespoons pumpkin seeds

Method

Arrange salad as per the image, keep each item in a wedge of the circle and sprinkle with pumpkin seeds.





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