

T&G  
A BayWa  
Company

# Fresh

October 2019

JAZZ™ Juniors  
joins the gang  
P4

An Envy-ous 10 years P11  
Young grower of the year P15



# New

**NATURALLY SMALL  
& MIGHTY GOOD!**



**Jazz™**  
APPLE

# JUNIORS



**JAZZ™ Juniors**  
6 Pack



# Moving forward



Kia ora,

In this edition we look at the success of JAZZ™ Juniors, a smaller apple that nature provided us with, giving more choice for our customers and has proved to be the perfect answer for those looking for a convenient, naturally healthy lunchbox item.

Our move into the sizeable grape category continues with the launch of grapes into South East Asia under our Orchard Rd brand. We're very pleased to be able to provide global customers with the highest quality, year-round premium grapes sourced through select T&G estates around the world.

Working closely with growers from the USA, Peru, Chile and Australia, and leveraging our global sales network, we are ready to replicate the global success of our premium apple brands.

It was a great privilege to mark an important milestone with our Gisborne growers, as we celebrated 10 years since the first Envy™ apple trees were planted in Gisborne, New Zealand.

Ten years ago, three growers took up the challenge to plant the apple trees. Today, there are 12 growing partners in Gisborne harvesting the kiwi-bred apple.

Their leadership, commitment to quality and the significant investment they are making in their orchards, their post-harvest facilities, and in their people, is admirable and has sparked a new era for the region.

It's shaping up to be a great season – thank you for your ongoing support.

**Gareth Edgecombe**  
CEO, T&G Global

**Gareth**

## Contents

**04 JAZZ™ Juniors join the gang**

**06 Grabbing a bigger slice of Grapes**

**08 Business Booming at AFL**

**10 Bumper Envy™ season underway in US**

**11 An Envy-ous 10 years**

**12 Picking platform a winner**



Cover image: Jazz™ Juniors launches in NZ.



Printed on 100% recycled paper

## Get in touch!

For feedback and to subscribe to our online version of Fresh, email [communications@tandg.global](mailto:communications@tandg.global)

Follow us





# JAZZ™ APPLE JUNIORS

## JOINS THE FAMILY



PLASTIC PUNNET REPLACED  
WITH RECYCLABLE FOOD GRADE  
CARDBOARD TRAY

**There's a new genius joining the JAZZ™ apple family, providing even more choice for consumers.**

JAZZ™ Juniors is a little apple, perfect for little hands, and they're being called the new superhero of the lunchbox.

"Our customers are always on the look-out for a convenient, naturally healthy addition to their kids lunchboxes, and these smaller apples are just the answer," says T&G's Andrew Keaney, managing director of NZ Produce.

Grown in Nelson, Hawke's Bay, and Otago, JAZZ™ apples are not only a Kiwi favourite but an international sensation. Today, they are eaten in 60 countries and are among the top five premium apples in the world.

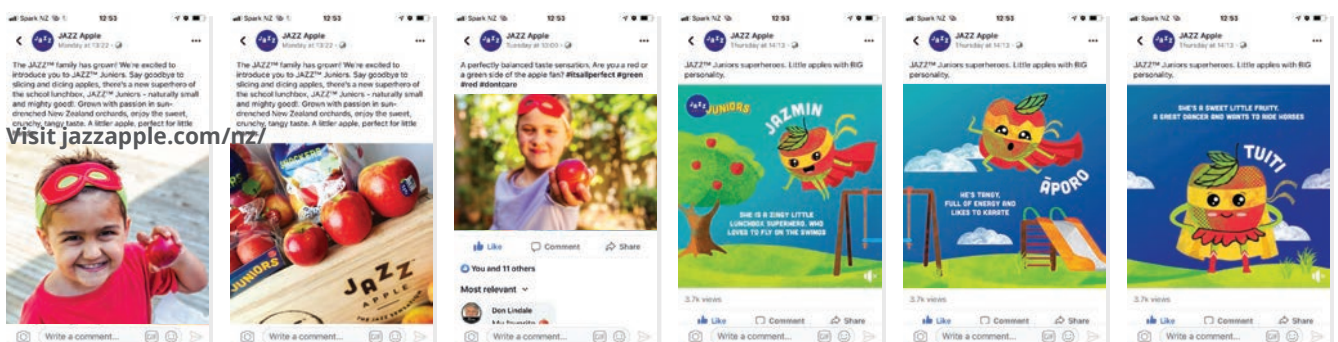
The JAZZ™ Juniors campaign features

a family of fun apple characters, Aporo (Maori word for apple), Tuiti (little fruit in Maori) and Jazmin on the brightly coloured packaging.

JAZZ™ Juniors were launched in New Zealand's winter and have been sold through Countdown stores nationwide since.

A digital online campaign, which included a colouring in competition and a lunchbox giveaway, attracted more than 300 entries in the first weeks.

Due to the sales success of the convenient little apples in New Zealand, JAZZ™ Juniors could be appearing on supermarket shelves internationally soon.





These little apples are the superheroes of your lunchbox - JAZZ™ Juniors are a little apple for little hands. Grown with passion in sun-drenched New Zealand orchards, enjoy the sweet, crunchy, tangy taste only JAZZ™ apples deliver. Now in a smaller size for smaller appetites.

**NATURALLY SMALL & MIGHTY GOOD!**









# Grabbing a bigger slice of Grapes



**T&G Global has made its move into the sizeable global grape category under the Orchard Rd brand, with the launch of the first grapes into South East Asia.**

The company is providing global customers with high quality, year-round premium grapes sourced through select T&G estates around the world.

CEO Gareth Edgecombe says the company has been working closely with growers from the USA, Peru, Chile and Australia for several years, trading under various brands across several markets, but T&G is ready to catapult its success in sales and marketing, to the next level.

T&G is looking to replicate the global success of their premium apple brands, JAZZ™ and Envy™ and take on the grape category, a top five fruit category in the world, with their successful Orchard Rd brand.

"We will leverage our global T&G sales network, utilise the relationships we have built up via our premium apple business, enhance our QC processes in farm and in-market, optimise the worldwide supply chain and invest in marketing, all to differentiate ourselves in the grape marketplace," Edgecombe says.

Along with growers in South America and Australia, the company is partnering with four reputable, high calibre growers in the West Coast of the USA, selecting only market leading growers who can deliver the highest quality fruit.

"Being a stakeholder in growing operations in both Northern and Southern Hemispheres means we can deliver consistency in premium quality grapes and can supply year-round," he says.

Orchard Rd grapes are appearing in retail stores throughout South East Asia including Singapore, Vietnam, Hong Kong, Taiwan, Indonesia as well as Australia, NZ, Fiji, Korea, and Japan, and soon China.

The Orchard Rd brand was launched in 2018 in Australia (grapes, berries and Kiwifruit) with strong sales and brand recognition achieved in supermarkets across the country. The colourful branding and attractive packaging appeals to consumers who strive to live a healthy lifestyle and parents passionate about giving their children the best start in life, through 'eating colourfully' and enjoying everything life has to offer.

With a recently strengthened in-market sales team in China, a newly opened office in Vietnam and further Asian offices planned, the sales and service footprint for T&G Global are rapidly strengthening.

Edgecombe says the company has ambitious targets and is looking to grow their global premium branded grape sales substantially over the coming years.





# Business booming at AFL

**Asia Fruit Logistica in Hong Kong was serious business for New Zealand exporters this year, including T&G Global, with strong interest coming from serious fruit buyers across Asia.**

Exhibitors from 46 countries showcased their products with around 13,000 top level buyers attending the leading trade show for the region's fresh fruit and vegetable industry.

While numbers were slightly down on last year, new and existing customers were highly engaged and keen to place orders.

T&G Global partnered with the German fruit business of its parent company BayWa AG and featured their premium apple brands, JAZZ™ and Envy™ along with newly launched Orchard Rd branded grapes.

Michelle Nolan and Anu Krishna from T&G Global's sales teams said it was an invaluable opportunity to get face-to-face with the customers they deal with on the phone on a weekly basis, to discuss additional 2019 business, conduct season reviews and plans for 2020.

Following the debut in 2018, plans are already underway for Fruit Logistica in Berlin 2020 where T&G Global will partner with the international Global Produce family of BayWa once again.







# Bumper Envy™ season underway in US



**Around 1.9 million cartons of Envy™ is expected to be picked and packed as this year's harvest gets underway in the US, a 39 per cent increase in last years crop.**

The Kiwi-bred Envy™ has become an international favourite. Earlier this year, in independent sensory testing, the apple was singled out for delivering "the ideal apple experience", better than a range of popular varieties.

A mild growing season in Washington state is expected to produce a great quality crop of apples. "Growers in our carefully selected microclimates for Envy™, are eager to present another excellent crop. With everyone growing and packing to T&G's high standards, we expect a smooth transition from the New Zealand season and excellent consistency in every box," says Chris Willett, T&G, GM Apples North America.

T&G is investing for future growth of Envy™ with global plantings increasing significantly in North America over the next few years,

including organic Envy™ which continues to gain appeal with consumers.

"We're continuing to increase global production of this beautifully sweet and crunchy premium apple to keep up with growing demand," Chris says.

Roger Aguirre, apple category director at Oppy, one of T&G's key US distributors and part-owned by T&G Global, says there's great anticipation among customers for the fresh crop of Envy™, along with JAZZ™ and Pacific Rose™.

"Envy continues to shine as a category driver in the crowded apple set. Not only is it number two apple in the category for year-on-year dollar and volume gains, according to IRI, we believe it can perform even better with consistent placement and the exciting, custom promotions planned for the season."

As well as a robust US domestic programme, T&G's export programme for US apples is handled through the local market team, T&G Global USA.

New season JAZZ™ and Pacific Rose™ will be available in stores from mid-October with Envy™ arriving in retail late October.



## Poosh for Envy

Envy™ apples are fast becoming the envy of world, with celebrity influencer and health food activist, Kourtney Kardashian singing the apples praises in her widely read, Poosh publication.

In an unpaid post, she commented on Envy's crisp and sweet flavour, and health benefits, including promoting gut health.





# An Envy-ous 10 years

## T&G Global celebrated 10 years since the first Envy™ apple trees were planted in Gisborne, New Zealand.

Ten years ago, Tim Egan from Illawarra Orchard, was one of three growers who took up the challenge. Today, there are 12 growing partners in Gisborne harvesting the kiwi-bred, internationally popular, premium apple.

Another 20,000 Envy™ apple trees are being planted across the region this spring, yielding around 500,000 cartons by 2026 and a potential \$15.5 million-a-year gain for Gisborne.

The massive planting programme was started on the back of significantly higher demand for the apple, particularly in Asian and USA markets.

Local post-harvest facilities are excellent in Gisborne with Kaiaponi Farms investing in cool stores and packhouse equipment to prepare for future growth.

T&G Global's New Zealand supply manager Ivan Angland said Gisborne's fertile soils and early access to the global markets was an advantage and a significant number of growers in the region, previously involved in grapes and citrus, have moved to apples due to the export potential for the premium varieties.

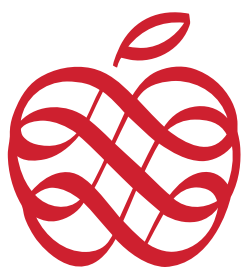
Tim and Natalya Egan were awarded the T&G Global Gisborne Grower of the Year Cup at the 10-year celebrations in Gisborne. One of the first growers to plant Envy™, Tim and his wife have been strong supporters of T&G Global, the industry and the region over the past decade.

"Geographically, Gisborne is well suited for early supply (March & April) and the district is aligning itself for long-term supply with strategic partners.

"Many growers are choosing to plant Envy, which is a large crisp apple with great flavour and a wide market appeal and is experiencing a surge in popularity."

Mr Angland said American consumers have picked Envy as their favourite apple over the past few years (US Apple Association) and this year it was named the most preferred apple based on taste, texture and appearance, in independent consumer research conducted in the US.

"The revival of the apple industry is very exciting for the district. The potential is huge."



Gareth Edgecombe  
with Scott Wilson  
from Kaiaponi Farms







# Picking platform a winner

**Robots were trialled in T&G's New Zealand harvest this year, and now another technology is appearing in orchards, maximising value for growers and making the job more enjoyable for pickers.**

T&G Global has purchased two CF105 Tecnofruit apple picking platforms to increase the labour pool of pickers and the versatility of application for the platforms across the company's growing operations.

By removing the need for ladders and picking bags, the technology helps maximise that value through reduced picking damage and gentler handling of apples from the tree to the bin.

'Picking apples can be very physical work and not everyone has the ability to climb up and down ladders, in hot conditions, carrying a heavy bag,' says T&G Global New Zealand growing manager, Lachlan McKay.

"With these new platforms, the job becomes easier and more enjoyable, and happy pickers are generally more productive," he says.

As well as health and safety benefits of taking pickers off ladders, the Tecnofruit platforms comes with a documented health and safety system that has been independently audited and accredited for New-

Zealand and Australia, saving the team a lot of work.

Ongoing development of T&G apple orchards has seen an increase in the number of 2D and 3D canopies. Lachlan McKay says picking platforms have really come into their own since the developments because they can now be used in more orchards.

"Four years ago, we could have used them in around 10% of our growing operations, now it's more like 35%."

The Tecnofruit platforms will be used year-round for picking, pruning, tree training, thinning and block establishment.

The platforms will be deployed in key regions where premium apple varieties including Jazz™, Envy™, Pink Lady and Braeburn are grown.

Lachlan says with higher volumes of quality fruit making it to the packhouse, growers can expect an increase in pack out rates of up to 5%.

Tim Egan of Illawarra Orchard recently purchased an automated picking platform which is making a big difference to his team.  
**Bottom left:** Gareth Edgecombe  
**right:** Tim Egan





# Upskilling for future

**Improving the skills and future of horticulture workers is behind T&G's soon-to-be-launched pilot programme in the Hawkes Bay, which will address the industry wide skills gap in the sector.**

More than \$550,000 of funding from the Government (Provincial Growth Fund) will be invested in a pilot T&G Emerging Leaders Skills Pathway programme which will build and nurture the front-line leadership capability of around 100 people working in orchard and post-harvest teams.

The funding will cover the delivery of the programme including leadership

and front-line training, providing them with the capability to move up the career ladder as a result of this skills investment.

This exciting initiative responds to the industry wide gap in the horticulture sector where there are insufficient workers with front-line supervisory skills.



Maurice Windle and Kristen Nash with orchard workers from T&G's SEED programme, an award winning skills programme for those returning to the workplace.

## T&G gets big tick

**One of New Zealand's largest supermarket chains, Countdown, awarded T&G Global the inaugural Sustainability award at their annual Suppliers Awards.**

"Our people, customers and consumers have embraced our sustainability journey," says Andrew Keaney, managing director NZ Produce, "Collaboration is a key component of our approach and we're grateful to Countdown for recognising the importance of sustainability to our communities through this award."

Last year T&G removed 100 tonnes of plastic with the launch of cardboard packaging for their top selling tomato

brand Beekist®. This year they announced plans for a biogas plant in Reporoa, to transform tomato waste into energy to power up glasshouses in future.

The company's strategic pillar, Kaitiakitanga, means treating the land, people, produce, resources and communities with the greatest respect and care, as guardians of their future.



Left to right: Andrew Keaney, Samantha Walmsley-Bartlett and Peter Jackson





**40% LESS CARBS IN EVERY SPUD\***

# LOTATOES<sup>TM</sup>

## 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<sup>TM</sup>. A delicious, creamy, melt in your mouth potato with at least 40% fewer carbs in every spud.

Naturally bred Lotatoes<sup>TM</sup> 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<sup>TM</sup> potatoes contain 40% fewer calories and 40% fewer carbohydrates (per 100gms) than the commonly available Rua and Agria potato varieties.

[www.tandg.global](http://www.tandg.global) | [www.lotatoes.co.nz](http://www.lotatoes.co.nz)





# Pick o' the crop – Young grower announced

## A Nelson grower with a strong connection to horticulture snapped up the top title in the annual New Zealand Young Grower of the Year 2019.

Jono Sutton was up against six other contestants from around New Zealand, including T&G Global's Regan Judd (senior lead hand and winner of the Hawkes Bay Young Grower in July) and Austin Singh Purewal (from the Key Accounts team at T&G Global) in the demanding event.

Sutton continues a family tradition of horticulture as his grandparents are local Nelson berry and apple growers. "They've been in the industry since the 1980s, when they transferred from agriculture to horticulture with the help of my father. For them to be able to pass the baton on to me is a real blessing."

HortNZ Chief Executive Mike Chapman said the Young Grower of the Year competition was important because it highlighted horticulture as a vibrant career for young people.

"Our \$6 billion industry continues to grow in response to worldwide and

domestic demand for fresh healthy food. At the same time, our industry is responding to new requirements, particularly in the areas of freshwater, land use, food safety, and health and safety," he said. "These areas offer young people many and varied career opportunities."

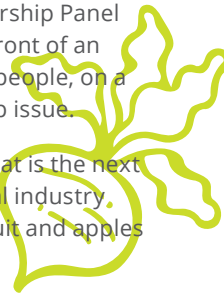
Austin Singh Purewal received the award for NZ Young Vegetable Grower of the year, a major achievement for the young key accounts manager.

Senior lead hand, Regan Judd, who had won the Hawke's Bay Young Grower of the Year in July, also excelled during the competition.

"I was pretty happy just to get through the Hawkes Bay competition, considering how strong the other competitors were," he said, "I enjoyed meeting other competitors, learning about different parts of this diverse industry, and learning new skills along the way."



The Young Grower of the Year competition is a demanding event requiring three theory tests and four practical events involving tractor driving, repairing water systems, managing pests and diseases and the safe handling, use and storage of hazardous substances. As well as this they take part in a Leadership Panel and deliver a speech in front of an audience of around 270 people, on a contemporary leadership issue.

This year's topic was 'What is the next billion dollar horticultural industry, following on from kiwifruit and apples and why?' 

The Young Grower of the Year competition is run by Horticulture New Zealand and the finalists compete for their share of \$40,000 worth of prizes.







# Kaitiakitanga

Kaitiakitanga is an integral part of how T&G does business. It is a Māori word and for T&G it means treating the land, people, produce, resources and community with the greatest respect and care, as guardians of their future.

## T&G's Aspirations for 2025

**CARBON  
NEUTRAL  
GROWTH**

**ZERO  
WASTE TO  
LANDFILL**

**RESPONSIBLE  
PACKAGING**

**LOWER INPUT,  
SMARTER  
GROWING**

**PROTECT &  
CONSERVE  
OUR HABITATS**

**SOCIALLY  
RESPONSIBLE  
SOURCING**

**PROTECT  
& GROW**

**HEALTHY  
COMMUNITIES**



# Carbon Neutrality by 2030



**Following BayWa Group's recently published climate strategy, T&G is aiming for climate neutrality by 2030.**

To achieve this, T&G is focusing on transporting themselves and their produce efficiently, preventing gases from leaking into the environment, utilising electricity over LPG where possible, choosing clean energy over fossil fuels and preventing energy waste.

As an essential measure for reducing its carbon footprint, T&G recently announced exciting plans for Anaerobic Digestion Plant on their Reporoa glasshouse site near Taupo, New Zealand.

The development will be a partnership with Ecogas (a joint venture between Pioneer Energy and Ecostock), who will build an AD facility on two hectares of land owned by T&G Global, next to its tomato glasshouse operation.

In New Zealand, 23% of waste to landfill is organic. This produces methane emissions which are 20

times more damaging than CO<sub>2</sub>. Anaerobic Digestion (AD) takes this waste and turns it into multiple valuable resources – energy and bio fertiliser.

T&G will supply the organic waste and buy bio-energy for use in its glass house operations. "The facility will take more than 20,000 tonnes of organic food waste a year from major local food manufacturers such as dairy factories, commercial bakeries, cool stores, milk sheds and fruit grading facilities to convert into biogas," says Regional Economic Development Minister Shane Jones.

This project will reduce T&G's carbon emissions by approximately 7%, which aligns with Kaitiakitanga and carbon target to reduce emissions by 22% by 2025.

Supply of biogas will allow T&G to reduce its reliance on natural gas, and source heat, CO<sub>2</sub> and electricity from renewable resources.

**Right: Minister Shane Jones and T&G's Andrew Keaney**

## What can I do at home?

There are simple things you can do at home that can help.

Switch to LED lights – incandescent light bulbs waste 90% energy as heat

Turn off or unplug devices if not in use – anytime a cord is plugged into a socket, it's drawing energy.

Check that your chosen electricity company produces renewable energy.



## Spotlight on a Supplier



New Zealand's largest renewable electricity generator, Meridian Energy generates electricity from 100% renewable sources - the wind, water and sun.

From electric car plans for their customers to installing charging stations at some of New Zealand's most popular tourist destinations, they're pushing hard to promote the electrification of transport across New Zealand.

As a company, they have a small carbon footprint but are always looking for ways to be better. They went net zero carbon through purchasing and retiring Gold Standard Verified Emissions Reductions and committed to cutting their operational carbon emissions in half by 2030.

As part of the plan, they'll be planting forests to grow their own offsets on some of their renewable energy sites,

and they're looking at creating some forever forests in locations everyone can enjoy.

Measuring, reporting on and reducing greenhouse gas emissions in line with the aspiration to keep global warming within 1.5 degrees is a way companies like Meridian can show leadership and inspire others to take action too.





# 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://beekist.co.nz)

BEEKIST and T&G are registered trade marks of T&G Global Limited.  
Kumato is a registered trademark of the Syngenta Group.



# Roast chicken & barley soup



It's soup season for those in the Northern Hemisphere. Here's a delicious and nourishing soup created by our friends at Waste-Not Kitchen. For every soup sold at Farro stores, a soup is donated to the women at Women's Refuge. Waste-Not's Leysa Ross says this soup has been their biggest seller and is a lovely winter warmer that tastes just like a roast chicken dinner. Sprinkle lots of fresh herbs on top.



## Ingredients

### MARINADE

- 1 whole uncooked chicken
- 15ml olive oil
- 15ml lemon juice
- 5 g salt
- 5 g pepper

### STOVE POT

- 1 shredded whole roast chicken and juice from pan
- 1 medium brown onion
- 2 carrots (cut into small pieces)
- 4 sticks celery (cut into small pieces)
- 2 tsp garlic (diced)
- 500 g potatoes (cut into small cubes)
- 60g spinach or silverbeet (roughly chopped)
- 100 g barley
- 2 T olive oil
- 1 tsp dried thyme or a couple of sprigs of fresh thyme
- 1 tsp salt
- 1 tsp pepper
- 2 T lemon juice
- zest 1/2 lemon
- 2.5 litres water

### Instructions

Rub the whole chicken with the olive oil and lemon juice marinade and roast in the oven at 170 deg until juice runs clear when a skewer is inserted.

Place a large pot on the stove top and heat olive oil. Add chopped onion, garlic, carrot, celery, salt, pepper, lemon zest and cook on med heat for 10 mins stirring until the mix softens and starts to turn a slight golden brown colour.

Add the cooked shredded chicken with pan juices, thyme and lemon juice.

Add chopped potatoes and water and bring to the boil.

Add barley and cook for a further 20 mins until potatoes are cooked and barley is soft but still holding its shape.

Add the chopped spinach and cook for a further 3 minutes.

Serve with some crusty bread and enjoy.

[wastenotkitchen.co.nz](http://wastenotkitchen.co.nz)





ALWAYS  
REFRESHING

Jazz™

APPLE

THE JAZZ SENSATION



JOIN THE JAZZ™ SENSATION

jazzapple.com |  #jazzsensation | 