

# **Managing Business Development for Nursery Industry 08-09**

Robert Prince  
Nursery & Garden Industry Australia  
(NGIA)

Project Number: NY08007

## **NY08007**

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Nursery & Garden Industry  
Australia

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# FINAL REPORT

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**NY08007**

**Managing Business Development for Nursery Industry 08-09**

**30 September 2009**

Jacqui Gibbs  
Nursery and Garden Industry Australia  
PO Box 907  
EPPING NSW 1710  
Ph 02 9876 5200  
Fax 02 9876 6360



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Nursery & Garden Industry  
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# Managing Business Development for Nursery Industry 08-09

## Final Report

HAL project: NY08007

Completion date: 30 September 2009

**The aim of this project was to develop industry skills in the areas of business management, HR management, marketing and retailing skills. This project facilitates the outcomes associated with specific activities related to achieving business skill improvements.**

Jacqui Gibbs  
Nursery and Garden Industry Australia  
PO Box 907  
EPPING NSW 1710  
Ph 02 9876 5200  
Fax 02 9876 6360

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### **~ Disclaimer ~**

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## SUMMARY

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The aim of Managing Business Development for Nursery Industry 08-09 is to facilitate the ongoing development of industry skills in the areas of business management, HR management, marketing and retailing. It provides funding to each NGI State Association as service providers to extend national business improvement initiatives to the whole industry and is a continuation of the Business Skills projects NY06015 and NY07016. This project is linked into other Nursery Industry programs including Awards and Accreditation, Industry and Stakeholder Marketing as well as general extension activities for Training and Environmental issues.

The provision of business skills is of vital importance to the nursery and garden industry as many nursery and garden centre owners are passionate and skilled horticulturalists but lack the business skills and knowledge necessary to run a successful business. By providing training, local advice and business performance measurement tools we help to ensure a more sustainable and profitable industry.

To develop the necessary business skills to ensure the sustainable growth of industry, the service providers (State Associations) to the program were required to:

- Actively promote business improvement and accreditation locally and through industry events
- Organise networking and special interest group events to provide a platform for peer-to-peer learning, information exchange and input into industry programs.
- Deliver local advice (phone, media) - where to go for business assistance and advice, information about accreditation and industry programs
- Assist with extension activities for national projects such as accreditation recruitment, KidsGrow, CNP, Wise About Water, World Environment Day etc.
- Conduct accreditation audits
- Ensure a strong uptake of business improvement tools such as AGCAS manuals
- Encourage industry adoption of legislation requirements – environmental modules – especially weeds, OH&S modules.

To assist in the management of and reporting on this project new contracting obligations were implemented with activities and the outcomes required clearly defined. For the duration of the project the states who were delivering the extension activities provided their reports in line with the new requirements including a summary of the activities undertaken, the audience reached plus samples of materials produced. For the last quarter reports were not received from Tasmania as they did not have the resources to deliver on the project.

In all areas of measurement for this program growth and outcomes were achieved except for the Australian Garden Centre Accreditation Program (AGCAS). The decision not to provide any further levy funds for this project had already been made by the IAC in March 2009. However industry is keen to find a way to maintain this program within the business improvement portfolio of services. As many businesses within the nursery and garden industry employ less than five people and tend to be family owned and managed the provision of business skills and support is of vital importance for both the professionalism of the industry and its future growth and profitability.

The results of the Industry Needs Assessment conducted in July /August 2009 showed that 16% of industry believe levy funds should be used to provide business skills training for staff and 16% wanted access to extension officers to assist with business advice/questions (advice relevant to horticultural information was covered under a separate question). Interestingly the main sources of financial/business information are external consultants – accountants, workshops and training plus magazines and nursery papers.

The current extension activities provided through the state associations is an important and valued component of servicing the levy payers. The key to ongoing provision of this service while achieving greater penetration of industry is finding more cost-effective, yet accountable and measurable, ways of providing this service. Greater focus on dissemination of information from NGIA through training programs, e-learning and publications can address a large component. However the challenge is getting industry to buy-in to these programs.

## INTRODUCTION

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This project is a continuation of the Business Skills projects NY06015 and NY07016. This project is linked into other Nursery Industry programs including Awards and Accreditation, Industry and Stakeholder Marketing as well as general extension activities for Training and Environmental issues.

The aim of this project was to develop industry skills in the areas of business management, HR management and marketing skills. It provided funding to each NGI State Association to extend national business improvement initiatives to the whole industry. Without local or regional attention to the specific needs of business and on-ground support to reinforce communications, many worthwhile national initiatives would not be successful. This service also demonstrated to industry operators the support that the levy provides.

The strategy and rationale behind this project was twofold:

1. To provide more specialised and productive advice to all businesses across Australia. In the past this service was provided by allocating funding to State Associations to employ a single Businesses Development Officer (BSDO's) on a full or part time basis to provide more specialised skills in the highly competitive areas of business planning, project management and retail marketing. This year the project incorporated a subtle change of focus from funding linked to the employment of one person to funding derived from specific outcomes. It was anticipated services relating to generic businesses skills would also have a role in supporting all industry sectors; including production, landscapers and big boxes.
2. The state NGI associations would further engage all retailers with the industry's national accreditation, training programs and environmental marketing. The national programs offered by NGIA are not just about accreditation, but also about integration with the industry's strategic plan and growth in market opportunities for quality plants. The result would be better industry communication, knowledge and co-operation. Some examples of these initiatives include:
  - CNP
  - KidsGrow
  - World Environment Day
  - Grow Me Instead – Invasive Plants Program
  - ACGAS – Industry Accreditation
  - NGI Awards
  - NGI Young Leaders Program
  - Industry Training Modules
  - Industry Special Interest Groups.

As the spread of business skills competencies and the need for these skills across the country is so broad, viewing the ongoing delivery of the service by a single defined role (as was the case with GCDO role) was problematic. It was proposed that the solution to delivering business skills to the industry focus on the services and how those services could be funded, as opposed to a specific person or role.

It is the decision of the state association to determine how they deliver the funded services, whether it is a person or people in their office or an outsourced resource. NY06014 and NY07017 provided the springboard for the expansion of this project to include a greater range of stakeholders, including landscapers and big boxes, to engage with the industry and from a strategic alliance with NGIA developed programs – whether through accreditation or the take up of the AGCAS manual and/or modules of the manual.

## **METHODS AND ACTIVITIES**

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### **METHOD:**

All State Associations have entered into Extension Services Contracts with NGIA to ensure delivery of these activities; this included all the aspects of this contract. (Copy attached)

Each state was provided with a menu of projects and services which had funding linked to the achievement of agreed outcomes to encourage and facilitate business development in all areas (i.e. production, retail, allied, landscapers) of industry in the categories of:

1. Business Development – Measures will be:
  - The level of engagement with industry issues,
  - Number of participants at training programs,
  - Development of special interest groups
  - Number of business involved with Industry continuous improvement programs via attaining accreditations or purchasing manuals
  - Number of audits completed for both business and environmental programs.
  
2. HR Management – Measures will be:
  - Number of participants at Industry Training Programs,
  - Development of NextGen Program,
  - Number of Participants in CNP program.
  - Numbers involved with specific training programs for OH & S issues.
  - Promotion of Industry Career Paths to secure staff for the future.
  
3. Industry Development – Measures will be:
  - Engagement in supporting industry programs
  - Extension activities to support the Awards program
  - Involvement with Grow Me Instead program
  - Undertaking linked Government Programs – water, environment etc.

## **ACTIVITIES:**

### *Business Improvement:*

- The Business Development Officers have been engaged with key stakeholders (retail, production, allied, students) through their activities. The new reporting format shows that engagement with production and retail sectors is far higher than just focussed on the independent garden centre sector.
- The Industry Retail Accreditation program AGCAS underwent a review and new support material was provided to support industry acceptance. Despite the Business Skills Development Officers continued liaison with non-accredited businesses the industry has not embraced the revised program. The IAC indicated they would not support the program for 2009-2010 if the number of accredited businesses did not increase. The state NGI associations believe the program is needed and worthwhile and are currently working on a revised program which they will present to the IAC next year. The main difference will be they have greater ownership of the program.
- Auditing and sale of manuals has been limited. This is also due to the supply of old manuals 'gratis' as an attempt to get more businesses and the reduced number of Garden Centres interested in the program.
- NSW and Victoria have used their monthly magazine to promote the benefits of accreditation and why it is important to be involved.

### *Business Skills Communications*

- National initiatives have been extended through the State NGI Association newsletters and/or magazines. This includes initiatives such as KidsGrow, CNP, World Environment Day, Industry Awards and more.
- State NGI Association newsletters and/or magazines are also utilised to communicate general business improvements/skills advice in relation to planning and marketing etc. These also include promotion of the programs and training activities the industry has to assist them.

### *Training*

- Training workshops have been scheduled targeting retail, production and allied sectors to improve business skills.
- Summary figures are reported in the Appendix but full details of the training undertaken by Industry is detailed in the final report NY08001 National Training & Recognition program which was submitted on September 30, 2009

### *Nursery & Garden Industry Awards*

- The awards program has been promoted through state industry publications

- all industry participants as it is considered to be too onerous on some business sectors. The 2010 Awards saw a 170% increase in overall entrants into the process from 2009. The BSDO's were provided with more information about entrants so they could assist those who wanted to enter the awards and encourage those who were not involved. Closer liaison between NGIA and the BSDO's, a simplified entry process and more winner-benefits contributed to greater uptake by industry.
- Based on the review of the 2009 awards two new categories were added – Best Propagation Nursery and Best Government Nursery. This opened the field for more businesses to be recognised for their achievements as well as provided greater parity between production businesses within each category.
- The Awards process will be reviewed for 2011 based on the feedback from

### *NextGen*

- Each state association has facilitated, NextGen Committee meeting with most states conducting workshops or networking evenings for NextGen participants.
- NextGen encourages collaboration by the future of the industry and is an effective avenue to communicate many national initiatives.

### *Certified Nursery Professional*

- CNP was offered as an incentive to independent retail businesses to facilitate recognition of the need for expertise when dealing with the consumer.
- CNP has been promoted directly in advertisements through state publications and more subtly with the use of the CNP post-nominal after the name of anyone with CNP status published in the magazines.
- The number of people with CNP has increased by 109% from 114 in 07/08 to 230 in 08/09. Full figures have also been reported in the final report for NY08001 Growing Training and Recognition programs. This has been a result of constant awareness about the program and reinforcing the need for industry to provide recognition of the experience and qualifications of industry members.

### *Environmental Extension*

- A training module – Environmental Management for Retailers has been developed and was successfully run in some States.
- Each State secured a very respectable number of participants in the Grow Me Instead campaign.
- Grow Me Instead was launched at MIFGS in April with each state also receiving a number of booklets for distribution. All states have made a concerted effort to circulate the brochures amongst retailers and growers.

- NGINT has been proactive in representation with the NT government in areas of weeds, water and biosecurity. They have a strong relationship with Power and Water cooperatively delivering “wise about Water” messages tailored to the diverse regions of NT.
- Flora for Fauna, Our Environment, Your Backyard and Wise about Water are promoted on an ongoing basis through industry banners and displays, and promotional materials distributed through retail garden centres.
- NGINT has developed and launched an Environmental Sustainability Position document to key stakeholders and partners.

#### *Other Extension Activities*

- Most States reported additional contacts with all industry sectors. These contacts were made in a number of ways including onsite visits, telephone advice, and invitations to workshops and/or conferences.
- NGINT has encouraged a group of enthusiastic Landscape Designers and Contractors to form a special interest group.
- The NGINT has worked with Charles Darwin University to facilitate a study tour to Singapore Set/Oct. to offer inspiration to landscapers, students and industry in general.
- NGIQ have held special interest group meetings for Tree & Shrub and Retail Group.
- NGINA have utilised their monthly state magazine to cover issues of water, Our Environment, Your Backyard, Grow Me Instead and Life si a Garden. They also use the magazine to provide regular input and feedback from the BSDO on industry issues.
- NGIV have held meetings for Women in Hort, Retail Special Interest Group, Schools Garden Awards and Tree & Shrub Growers’ meetings.
- NGINA held a Green Trade Expo for the first time in August this year which was very successful in connecting with industry and showcasing NSW growers and allied businesses. NGIQ have a similar expo in July which has been well received by all involved.

## **EVALUATION**

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The aim of this project was to develop industry skills in the areas of business management, HR management, marketing and retailing skills.

The areas of measurement

<b>Area</b>	<b>Measurement Criteria</b>	<b>Results</b>
Business Development	The level of engagement with industry issues, Number of participants at	Strong across all states  Increase in 8.4% over

	<p>training programs, Development of special interest groups Number of business involved with Industry continuous improvement programs via attaining accreditations or purchasing manuals Number of audits completed for both business and environmental programs.</p>	<p>previous year's project Meetings held and 2 new groups formed Increase in manuals</p>
HR Management	<p>Number of participants at Industry Training Programs, Development of NextGen Program, Number of Participants in CNP program. Numbers involved with specific training programs for OH &amp; S issues. Promotion of Industry Career Paths to secure staff for the future</p>	<p>2322 industry participants an 8.4 % increase on 07/08 Active NextGen programs in all States 237 CNP members, 109% growth 19 training programs were held with 125 participants Promoted in state publications Referral to careers website <a href="http://www.greenlifecareers.com.au">www.greenlifecareers.com.au</a></p>
Industry Development	<p>Engagement in supporting industry programs Extension activities to support the Awards program Involvement with Grow Me Instead program Undertaking linked Government Programs – water, environment etc.</p>	<p>Objective achieved 70% growth in entrants Distribution of brochures State involvement with local government bodies Representation on NGO appropriate bodies.</p>

Improvements have been made with the collection of data in relation to allocation of funds for the extension of activities. This is being refined and the new programs proposed for 2009/2010 will have greater emphasis on outcomes.

NGIA has full supportive material for each State and those files are available for inspection if required. They are reviewed by all Program Managers affected by these extension activities prior to funding being allocated.

## **RECOMMENDATIONS**

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Moving in to the next project time frame of 2009- 2010, NGIA recommend the following for the provision of business skills to industry:

- Maintain an extension network for business skills as outlined in the project for whole of industry.
- Continue to manage the service providers (state associations through outcomes driven KPI's.
- Continue to refine and develop the outcomes required of the service providers to ensure the needs of the levy payers are being met
- Investigate cost-effective programs to provide extension activities to support the face-to-face activities.
- Identify other means of providing face-to-face extension to ensure long term sustainability of the service.
- Ensure all activities are linked to the new industry strategic plan to be developed 2009/10

## APPENDICES

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1. Sub -Contract for Extension Activities
2. Table of Proposed/Actual Payments
3. National Summary reports for period
4. Summary Of Training Workshops and Participants
5. NGIQ 4<sup>TH</sup> Quarter Reports
6. Samples of NGIQ 4<sup>TH</sup> Quarter Activities
7. NGINA 4<sup>TH</sup> Quarter Reports
8. Samples of NGINA Activities
9. NGIV 4<sup>TH</sup> Quarter Reports
10. NGIT 4<sup>TH</sup> Quarter Reports
11. Samples of NGIV and NGIT 4<sup>TH</sup> Quarter Activities
12. NGINT 4<sup>TH</sup> Quarter Reports
13. Samples of NGINT 4<sup>TH</sup> Quarter Activities
14. NGISA 4<sup>TH</sup> Quarter Reports
15. Samples of NGISA 4<sup>TH</sup> Quarter Activities
16. NGIWA 4<sup>TH</sup> Quarter Reports
17. Samples of NGIWA 4<sup>TH</sup> Quarter Activities

# APPENDIX 1

## Sub-Contract for Extension Activities

## State Association Levy Funds Reporting

### Introduction

This document is to provide State Associations with an explanation of what is required for purposes of reporting on levy funded national initiatives.

### What should the report include?

Completion of this report must be achieved in accordance with the explanation notes provided here. The report should contain the following:

- The spreadsheet template containing all requested figures.
- A brief summary (300 words) of activities using the headings provided below. The summary should reference your State targets/figures, justification for why they have/have not been met including what activities worked well and what could be done better. Using the table provided in the template, detail the promotional activities conducted, the audience and reach of each activity.

The summary template forms part of this document. Wherever possible, examples and reporting considerations have been provided in **blue** to aid in the completion of the report.

- Attached material supporting the activities detailed in point 2 above.
- Invoice, inclusive of GST, for the completed activities performed in that quarter.

### What should we consider when completing the report?

#### State Quarterly Reporting Document

Supporting this template is an excel document titled 'State Quarterly Reporting'. This document contains three worksheets as follows:

Fee scheduled and Targets – for your reference  
State Quarterly Reporting Template – for completion by the State Association  
National Quarterly Report Template – for completion by NGIA and forwarding to HAL

#### Agreements between NGIA & State Associations

Reports should have consideration for:

- Conditions pursuant to contracts set between the State Associations and NGIA
- NIASA Heads of Agreement
- AGCAS Heads of Agreement
- Training Funding Guidelines

### Utilising suitably skilled persons

NGIA is responsible for ensuring the transparency and credibility of the industry's business improvement programs (including accreditation and certification programs).

The suitable skills required to perform the auditing are detailed in Appendix 1 of both the NIASA Heads of Agreement and AGCAS Heads of Agreement.

NGIA reserves the right to request information, from time to time, on the person named as performing the auditing including resumes and copies of qualifications. NGIA may withhold allocated funding until such time as the 'suitable skills' of that person can be confirmed.

### Communications acknowledgement

It is necessary to ensure the following elements are included in your communications to the industry of national levy initiatives:

- HAL and NGIA are acknowledged in all communications for national levy funded programs
- It is evident that these programs are available to non-members and members of the industry.

### Definitions

Audience:	Audience referred to in this report refers to the group of individuals/businesses that were targeted for the promotion. Eg All members, non-member retail, non-member allied, Tree & Shrub Group, NextGen, ANTS
Expenditure Formula:	The allocation of funds for program support and industry engagement have been determined by the 'expenditure formula'. At the CEO Meeting in January 2008 the group agreed that the fairest way to allocate funds was to use the most current Market Monitor. The most current market monitor at the time of preparation of this contact is December 2007.
Industry Engagement	Relates to the communication and promotion of national levy initiatives to the wider industry which encourage development of industry business improvement.
Promotional Activities	Promotional Activities for the purposes of this report means any activity communicating a national levy initiative and demonstrating State support. The activities could range from logos in email signatures, though to double page spreads in publications. The report will need to detail a variety of activities on different scales.
Program Support	Relates to the promotion and extension of national levy initiatives in that they provide the tools of industry business improvement.
Reach:	Reach for the purposes of this report refers to the number of individuals/businesses that were targeted for the promotion.
Targets:	NGIA have set 'national targets' for these programs. Each State Association has been allocated a portion of these targets for 08/09 and these are detailed in the spreadsheet titled 'Fee Schedule & Annual Targets'.

## **Report delivery**

The State CEO is required send a 'soft' copy of the spreadsheet and summary to the CEO of NGIA.

An original hard copy of the report including supporting material should also be sent to the CEO of NGIA for inclusion into the nationally collated milestone/final report for Horticulture Australia Limited (HAL).

## **Due dates**

Reporting is quarterly and due dates are detailed below:

<i>17 October 2008</i>	reporting for the period 1 July – 30 September
<i>31 January 2009</i>	reporting for the period 1 October - 31 December
<i>17 April 2009</i>	reporting for the period 1 January – 31 March
<i>19 July 2009</i>	reporting for the period 1 April – 30 June

## **Payment dates**

Payment of funds will be made in accordance with the invoice provided with the report. This invoice should reflect calculations based on the activities performed during that quarter.

Payment will be made within 21 days from acceptance of the report.

**State Association Quarterly Report Summary**  
 <<insert State and Quarter here>>

I, <<insert State CEO name here>>, confirm that the detail contained within this report and the attachments is true and correct. The report has consideration for the conditions pursuant to contracts set between the State Associations and NGLA, NIASA Heads of Agreement, AGCAS Heads of Agreement and National Training Funding Guidelines

Signed: \_\_\_\_\_ Date: \_\_\_\_\_

**Accreditation & Certification**

**NIASA – Production Nursery & Growing Media Accreditation**

- Name the person conducting accreditation audits.
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement
- Provide an overview of the activities held for NIASA and the benefits observed.
- Minutes of the SNAC meetings, a list of accredited businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>NIASA Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>

**EcoHort Certification**

- Name the person conducting certification audits.
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement and the certifier has undertaken the EcoHort workshop.
- Provide an overview of the activities held for EcoHort and the benefits observed.
- A list of certified businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>EcoHort Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>

**BioSecure HACCP Certification**

- Name the person conducting certification audits.
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement and the certifier has undertaken the BioSecure HACCP workshop.
- Provide an overview of the activities held for BioSecure HACCP and the benefits observed.
- A list of certified businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

BioSecure HACCP Promotional Activity	Audience	Reach

**AGCAS - Retail Accreditation**

- Name the person conducting accreditation audits.
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, AGCAS Heads of Agreement
- Provide an overview of the activities held for AGCAS and the benefits observed.
- Minutes of the SAAC meetings, a list of accredited businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below should be provided here. This includes copies of articles, emails, faxes, photos of events, invoices etc.

AGCAS Promotional Activity	Audience	Reach

## Training & Recognition

### Training

- Provide an overview of the training activities and the benefits observed.
- In order to avoid duplication, figures provided to the Training Coordinator in their regular contact with you, will be forwarded to HAL. State Associations are required to advise of all workshops in accordance with the Training Plan submitted.
- Funding for training will be allocated in accordance with the Training Funding Guidelines as amended from time to time.
- In the table below, please list ALL workshops delivered by the State Association in the quarter. Also, please list details of other training activities such as field days, seminars etc.

Training Workshop/Activity	Audience	Dates	Attendees

### CNP Extension

- Provide an overview of the activities held for CNP and the benefits observed.
- Promotional activities should relate to the benefits of being a CNP and encourage participation in the program. Promotional activities in this section do not relate to the inclusion of CNP points on workshop materials.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

CNP Promotional Activity	Audience	Reach

### Career Pathways

- Provide an overview of the activities held to promote the Nursery & Garden Industry as a career option and the reaction to this activity eg, phone enquiries, industry businesses allowing work experience for students etc
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

Career Pathways Promotional Activity	Audience	Reach

**Program Support**

**Nursery & Garden Industry Awards**

- Provide an overview of the activities held for the Nursery & Garden Industry Awards and the benefits observed.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

Awards Promotional Activity	Audience	Reach

**National Conference & Exhibition**

- Provide an overview of the activities held for the National Conference & Exhibition and the benefits observed.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

Conference Promotional Activity	Audience	Reach

**Special Interest Group (SIG) Facilitation**

- Provide an overview of the Special Interest Group (SIG) meetings/workshops facilitated by the State Association including: *Tree & Shrub, Retail Groups, Allied Trade, Women in Horticulture, NextGen, etc* and the benefits observed. You should include the number of attendees, speakers, venues, details on how the success of these functions was promoted and any cross promotion of national industry initiatives.
- Provide a table for each meeting facilitated and the promotional activity conducted. This includes copies of articles, emails, faxes, photos of events, invoices etc.

Special Interest Group: <<list group here>>	Audience	Reach
<<Detail event type and date here>>		

**Environmental Extension**

- Provide an overview of the activities held for CNP and the benefits observed. This could include initiatives such as:
  - Grow me Instead
  - Our Environment Your Backyard
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Environmental Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>

**Life is a Garden promotion**

- Provide an overview of the activities held for Life is a Garden and the benefits observed. This could include initiatives such as Newspoll research promotion, support of seasonal campaigns such as Christmas, Mother's Day and Spring.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Life is a Garden Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>

## Industry Engagement

### BSDO & IDO Accessibility

- Please detail how the State Association communicated the availability of support from Business Skills Development Officers and Industry Development Officers for the whole industry – members and non-members.
- App 2 – State Quarterly Reporting Template requires the State Association to report on the number of individual contacts made with businesses to support their development. This type of contact in this regard is personalised and could include: phone calls, face to face meetings, onsite visits, letter, email or fax communications. It does not include broadcast emails or mailing list communications.
- Summary Record Sheets of each 'contact' should be provided in support of your figures. This sheet should identify member and non-member contacts.

Promotional Activity	Audience	Reach

### IDO National Policy Role

- Detail the National Policy Role and name the person who is the State representative for this role.
- In your summary detail how industry, nationally, has benefited from the participation of this person in the relevant policy meetings.
- Using the table below provide details of meetings, conferences and workshops attended and attach copies of the IDO meeting reports and minutes.
- Using the table below provide details of communication activities undertaken to inform and benefit the industry nationally in relation to your national policy role.

National Policy Activity	Date

National Promotional Activity for Policy Role	Audience	Reach

### Other national levy initiatives

- Please detail here any other activities undertaken by the State Association to promote other national levy initiatives not specifically mentioned in the above section.

## APPENDIX 2

### Summary of Training Workshops and Participants

## Number of Participants in Training workshops 2008-2009

The following table show the number of workshops /field days scheduled by the state associations.

Workshop Information	Number of Workshops in 07/08	Number of workshops in 08/09	Difference to 08/09 to date
New South Wales	45	47	-2
Northern Territory	10	14	-4
Queensland	37	43	-6
South Australia	11	8	3
Tasmania	6	7	-1
Victoria	22	19	3
Western Australia	7	8	-1
	<b>138</b>	<b>146</b>	<b>-8</b>

This chart shows and increase of 5.89% in workshops held nationally from previous project year.

The following table show the number of participants who attended workshops/field days scheduled by the state associations.

<b>Workshop Information</b>	<b>No. of Participants in 07/08</b>	<b>No of participants in 08/09</b>	<b>Difference to 08/09 to date</b>
New South Wales	714	524	190
Northern Territory	107	267	-160
Queensland	496	549	-53
South Australia	163	109	54
Tasmania	94	185	-91
Victoria	470	484	-14
Western Australia	98	204	-106
	<b>2142</b>	<b>2322</b>	<b>-180</b>

This chart shows an increase of 8.40% in workshops participants nationally from previous project year.

## APPENDIX 3

# Table of Proposed/Actual Payments Based on Deliverables



## APPENDIX 4

### National Summary Reports for Period

# National Quaterly Report Quarter 1 2008 ( July-Sept)

	Last Reported National Quarter Figure							
	NSW/ACT	NT	QLD	SA	TAS	VIC	WA	NATIONAL TOTAL
<b>Accreditation &amp; Certification</b>								
<b>NIASA - Production &amp; Growing Media Accreditation</b>								
# NIASA Businesses (start of quarter)	37	9	78	10		57	44	235
# NIASA Businesses (end of quarter)	37	10	78	10		58	44	237
Net Increase/decrease	0	1	0	0		1	0	2
Businesses engaged with NIASA not yet accredited	2		152	2		7	6	169
Number of audits conducted	9	10	0			5	4	28
Manuals Sold	2		3			3	0	8
Number of SNAC Meetings	0	0	1	1		0	0	2
<b>EcoHort Certification</b>								
Audits conducted by: (Insert initials)	MJD					RC	GH	
# NIASA Businesses EcoHort Certified (start of quarter)	1	4	55	0		5	2	67
# NIASA Businesses EcoHort Certified (end of quarter)	1	4	55	0		9	2	71
Net Increase/decrease	0	4	0	0		4	0	8
Businesses engaged with EcoHort not yet certified but are NIASA	5	0	23	0		4	4	36
Businesses engaged with EcoHort not certifiable (ie not NIASA)	1	0	152	0		0	0	153
Number of certification audits conducted	5-PR	0	0	0		0	0	0
Manuals Sold	2	0	0	0		4	0	6
<b>BioSecure HACCP Certification</b>								
Audits conducted by: (Insert initials)	MJD	0				RC	GH	
# NIASA Businesses BioSecure HACCP Certified (start of quarter)	0	0	0	0		0	0	0
# NIASA Businesses BioSecure HACCP Certified (end of quarter)	0	0	0	0		0	0	0
Net Increase/decrease	0	0	0	0		0	0	0
Businesses engaged with BioSecure HACCP not yet certified by are NIASA	2	0	0	0		0	4	6
Businesses engaged with BioSecure HACCP not certifiable (ie not NIASA)	1	0	0	0		0	0	1
Number of certification audits	0	0	0	0		0	0	0
Manuals Sold	0	0	0	0		0	0	0
<b>AGCAS - Retail Accreditation</b>								
Audits conducted by: (Insert initials)	BW	1				RC	EI	
# AGCAS Businesses (start of quarter)	29	2	18	11		24	16	100
# AGCAS Businesses (end of quarter)	31	2	17	11		26	16	103
Net Increase/decrease	2	0	-1	0		2	0	3
Businesses engaged with AGCAS not yet accredited	11	2	5	4		6	3	31
Number of audits conducted	14	1	10	2		3	5	35
Manuals Sold	0	0	0			0	0	0
Number of SAAC Meetings	0	0	0			0	1	1
<b>Training &amp; Recognition</b>								
<i>In an effort to avoid doubling up of information, the Training Coordinator will contact each State regularly seeking the figures below. These figures will be used for reporting to HAL</i>								
<b>Training</b>								
# of Workshops conducted	9	1	6	0		3	0	19
Total workshop attendance	168	10	98	0		113	0	389
# planned for next reporting period	16	2	7	3		4	4	36
# planned workshops where funding will be requested	16	2	7	3		4	4	36
# of workshops where CNP points were allocated	16	1	6	3		3	0	29
# of other training activities	0	1	0	0		5	1	7
Training plan provided	yes	yes	yes	Yes		Y	Yes	
<b>CNP Extension</b>								
<i>In an effort to avoid doubling up of information, the CNP Coordinator will provide these figures for reporting to HAL</i>								
# of CNP's in State (start of quarter)	62	10		15		38	11	136
# of CNP's in State (end of quarter)	80	10		15		38	14	157
# of CNP's due for renewal this quarter	7	2		0		6		15
# of CNP's renewed this quarter	14	1		0		6		21
# of promotional activities conducted	4	11	4	6		7	4	36
<b>Career Pathways</b>								
# of promotional activities conducted		1		2		3	7	13
# of employment opportunities on National Career Pathways website				0				0
<b>National Levy Initiatives</b>								
<b>Nursery &amp; Garden Industry Awards</b>								
# of promotional activities conducted	1	4	7	6		6	2	26
# of attendees State Awards Night	145					200		345
<b>National Conference &amp; Exhibition</b>								
# of promotional activities conducted	0	2	0			10		12
# of delegates from State	0		0			N/A		0
<b>Special Interest Group (SIG) Facilitation</b>								
# of promotional activities conducted		1	0	2		12		15
# of meetings/workshops facilitated	8	0	3	2		12	1	26
<b>Environmental Extension</b>								
# of promotional activities conducted	15	11	5			9	1	41
Supporting documents provided	yes	yes	yes			Y	Yes	0
<b>BDSO accessibility</b>								
BDSO contact with engaged retailer	36	13	20	15		45		129
BDSO contact with non-engaged retailer	27	3	8	10		35		83
BDSO contact with engaged production or growing media business	4	1	10	0		30		45
BDSO contact with non-engaged production or growing media business	1	2	2	0		12		17
<b>IDO accessibility</b>								
IDO contact with engaged retailer	7	2	3	5		22	6	45
IDO contact with non-engaged retailer	2	2	2	3		8	2	19
IDO contact with engaged production or growing media business	49	6	10	20		48	43	267
IDO contact with non-engaged production or growing media business	5	3	128	10		17	3	166
<b>IDO - National Policy Roles</b>								
<i>These activities are contracted for 08/09. In 09/10 these activities will be outcome funded</i>								
# of meetings attended and Meeting Reports submitted	3		4			4		

# National Quaterly Report Quarter 2 2008 ( Oct \_Dec)

	Last reported national quarter figure	NSW/ACT	NT	QLD	SA	TAS	VIC	WA	NATIONAL TOTAL
<b>Accreditation &amp; Certification</b>									
<b>NIASA - Production &amp; Growing Media Accreditation</b>									
# NIASA Businesses (start of quarter)	235	37	10	78	10	6	59	44	244
# NIASA Businesses (end of quarter)	237	37	10	80	11	6	59	46	249
Net increase/decrease	2	0	0	2	1	0	0	2	5
Businesses engaged with NIASA not yet accredited	169	2	0	150	4	0	14	9	179
Number of audits conducted	28	*3	0	80	2	0	6	10	98
Manuals Sold	8	2	0	0	0	0	3	1	6
Number of SNAC Meetings	2	0	1	0	1	0	2	1	5
<b>EcoHort Certification</b>									
Audits conducted by: (Insert Initials)		MJD				RC & RC	GH		
# NIASA Businesses EcoHort Certified (start of quarter)	67	1	4	55	0	0	9	2	71
# NIASA Businesses EcoHort Certified (end of quarter)	71	1	4	57	2	0	13	2	79
Net increase/decrease	8	0	4	2	2	0	4	0	12
Businesses engaged with EcoHort not yet certified but are NIASA	36	5	0	22	1	0	5	6	39
Businesses engaged with EcoHort not certifiable (ie not NIASA)	153	2	0	150	0	0	0	0	152
Number of certification audits conducted	0	1	1	0	0	0	4	3	9
Manuals Sold	6	3	0	0	0	0	4	1	8
<b>BioSecure HACCP Certification</b>									
Audits conducted by: (Insert Initials)		MJD	0	0	0	0	GH		
# NIASA Businesses BioSecure HACCP Certified (start of quarter)	0	0	0	0	0	0	0	0	0
# NIASA Businesses BioSecure HACCP Certified (end of quarter)	0	0	0	0	0	0	0	0	0
Net Increase/decrease	0	0	0	0	0	0	0	0	0
Businesses engaged with BioSecure HACCP not yet certified by are NIASA	6	2	0	0	0	0	0	0	2
Businesses engaged with BioSecure HACCP not certifiable (ie not NIASA)	1	1	0	0	0	0	0	0	1
Number of certification audits	0	0	0	0	0	0	0	0	0
Manuals Sold	0	1	0	0	0	0	1	0	2
<b>AGCAS - Retail Accreditation</b>									
Audits conducted by: (Insert Initials)			0				RC	EF	
# AGCAS Businesses (start of quarter)	100	31	2	17	11	0	26	16	103
# AGCAS Businesses (end of quarter)	103	32	2	16	11	0	26	16	103
Net increase/decrease	3	1	0	-1	0	0	0	0	0
Businesses engaged with AGCAS not yet accredited	31	10	3	7	4	0	6	3	33
Number of audits conducted	35	4	0	6	0	0	8	0	18
Manuals Sold	0	2	0	2	0	0	4	0	8
Number of SAAC Meetings	1	0	1	1	1	0	0	0	3
<b>Training &amp; Recognition</b>									
<i>In an effort to avoid doubling up of information, the Training Coordinator will contact each State regularly seeking the figures below. These figures will be used for reporting to HAL</i>									
<b>Training</b>									
# of Workshops conducted	19	16	2	9	3	1	4	1	36
Total workshop attendance	389	180	25	134	43	10	65	33	490
# planned for next reporting period	36	13	2	10	3	1	3	2	34
# planned workshops where funding will be requested	36	6	2	10	3	1	3	2	27
# of workshops where CNP points were allocated	29	16	2	9	3	1	3	0	34
# of other training activities	7	0	0	0	0	0	4	3	7
Training plan provided		yes	yes	yes	Yes		Y	YES	
<b>CNP Extension</b>									
<i>In an effort to avoid doubling up of information, the CNP Coordinator will provide these figures for reporting to HAL</i>									
# of CNP's in State (start of quarter)	136	80	10		14	7	52		163
# of CNP's in State (end of quarter)	157	88	10		14	9	38		159
# of CNP's due for renewal this quarter	15	7	1		1	0	8		17
# of CNP's renewed this quarter	21	2	0			0	8		10
# of promotional activities conducted	36	1	12	6	6	3	15	6	49
<b>Career Pathways</b>									
# of promotional activities conducted	13	3	1	1	1	2	6	5	19
# of employment opportunities on National Career Pathways website	0	0			0	0	0	0	0
<b>National Levy Initiatives</b>									
<b>Nursery &amp; Garden Industry Awards</b>									
# of promotional activities conducted	26	8	8	5	6	6	10	7	50
# of attendees State Awards Night	345	140	58		0	0	200	77	475
<b>National Conference &amp; Exhibition</b>									
# of promotional activities conducted	12	4	6	4	6	44	6	7	77
# of delegates from State	0					5	N/A	15	20
<b>Special Interest Group (SIG) Facilitation</b>									
# of promotional activities conducted	15	6	2	0	1	3	25	4	41
# of meetings/workshops facilitated	26	6	2	3		3	6	7	27
<b>Environmental Extension</b>									
# of promotional activities conducted	41	6	11	9		3	12	3	44
Supporting documents provided	0	Yes	yes	yes			Y	YES	0
<b>BDSO accessibility</b>									
BDSO contact with engaged retailer	129	7	41	19	12	10	60	20	169
BDSO contact with non-engaged retailer	83	12	12	5	4	3	40	7	83
BDSO contact with engaged production or growing media business	45	8	17	12	4	6	25	17	89
BDSO contact with non-engaged production or growing media business	17	0	5	0	2	10	0	4	21



# National Quaterly Report Quarter 3 2008/9 ( Jan\_March)

	Last reported national quarter figure	NSWACT	NT	QLD	SA	TAS	VIC	WA	NATIONAL TOTAL
<b>Accreditation &amp; Certification</b>									
<b>NIASA - Production &amp; Growing Media Accreditation</b>									
# NIASA Businesses (start of quarter)	244	37	10	80	11	6	59	46	249
# NIASA Businesses (end of quarter)	249	37	10	79	13	6	58	48	251
Net increase/decrease	5	0	0	-1	2	0	-1	2	2
Businesses engaged with NIASA not yet accredited	179	10	1	150	3	3	14	13	194
Number of audits conducted	98	10	1	0	5	0	15	15	46
Manuals Sold	6	0	1	5	1	0	0	3	10
Number of SNAC Meetings	6	1	0	0	2	0	0	1	4
<b>EcoHort Certification</b>									
Audits conducted by: (Insert Initials)		MJD	1			RC & AC	GH		
# NIASA Businesses EcoHort Certified (start of quarter)	71	1	4	57	2	0	13	2	79
# NIASA Businesses EcoHort Certified (end of quarter)	79	4	4	57	2	0	14	2	83
Net increase/decrease	12	3	0	0	0	0	1	0	4
Businesses engaged with EcoHort not yet certified but are NIASA	39	10	0	22	3	4	4	6	49
Businesses engaged with EcoHort not certifiable (ie not NIASA)	152	3	1	150	13	3	4		174
Number of certification audits conducted	9	3	0	0	0	0	1		4
Manuals Sold	8	2	0	0	0	0	4		6
<b>BioSecure HACCP Certification</b>									
Audits conducted by: (Insert Initials)		MJD	0				0	GH	
# NIASA Businesses Biosecure HACCP Certified (start of quarter)	0	0	0	0	0	0	0	0	0
# NIASA Businesses Biosecure HACCP Certified (end of quarter)	0	0	0	0	0	0	0	0	0
Net increase/decrease	0	0	0	0	0	0	0	0	0
Businesses engaged with BioSecure HACCP not yet certified by are NIASA	2	5	0	0	2	0	0	6	13
Businesses engaged with BioSecure HACCP not certifiable (ie not NIASA)	1	2	0	0	0	1	0	0	3
Number of certification audits	0	0	0	0	0	0	0	0	0
Manuals Sold	2	1	0	0	3	0	1	0	5
<b>AGCAS - Retail Accreditation</b>									
Audits conducted by: (Insert Initials)			1				AC	EI	
# AGCAS Businesses (start of quarter)	103	32	2	16	11	0	26	16	103
# AGCAS Businesses (end of quarter)	103	32	2	15	11	0	24	15	99
Net increase/decrease	0	0	0	-1	0	0	-2	-1	-4
Businesses engaged with AGCAS not yet accredited	33	14	3	4	5	0	6	4	36
Number of audits conducted	18	0	1	4	3	0	8	6	22
Manuals Sold	8	2	1	1	1	0	0	0	5
Number of SAAC Meetings	3	0	1	0	2	0	0	1	4
<b>Training &amp; Recognition</b>									
<i>In an effort to avoid doubling up of information, the Training Coordinator will contact each State regularly seeking the figures below. These figures will be used for reporting to HAL</i>									
<b>Training</b>									
# of Workshops conducted	36	12	3	8	1	3	2	6	35
Total workshop attendance	490	99	55	106	12	30	38	83	423
# planned for next reporting period	34	14	3	13	3	1	4	5	43
# planned workshops where funding will be requested	27	14	3	13	3	1	4	5	43
# of workshops where CNP points were allocated	34	14	3	8	3	3	2	2	35
# of other training activities	7	4	2	6	0	0	2	0	14
Training plan provided		Y	yes	yes	Yes		Y	YES	
<b>CNP Extension</b>									
<i>In an effort to avoid doubling up of information, the CNP Coordinator will provide these figures for reporting to HAL</i>									
# of CNP's In State (start of quarter)	163	80	9		14	9	54		166
# of CNP's In State (end of quarter)	159	84	9		14	9	51		167
# of CNP's due for renewal this quarter	17	5	2		0	0	8		15
# of CNP's renewed this quarter	10	5	0		1	0	8		14
# of promotional activities conducted	49	2	11	5	4	24	15	6	67
<b>Career Pathways</b>									
# of promotional activities conducted	19	0	2	2	4	4	6	5	23
# of employment opportunities on National Career Pathways website	0	0			0	0	0	0	0
<b>National levy initiatives</b>									
<b>Nursery &amp; Garden Industry Awards</b>									
# of promotional activities conducted	50	0	4	3	5	5	10	3	30
# of attendees State Awards Night	475	0			n/a	3	200	N/A	203
<b>National Conference &amp; Exhibition</b>									
# of promotional activities conducted	77	0	7	4	4	0	6	2	23
# of delegates from State	20		7		14	0	N/A	16	37
<b>Special Interest Group (SIG) Facilitation</b>									
# of promotional activities conducted	41	0	10		2	4	25	4	45
# of meetings/workshops facilitated	27	0	2		5	6	6	0	19
<b>Environmental Extension</b>									
# of promotional activities conducted	44	0	18		10	6	12	5	51
Supporting documents provided	0	0	yes		Yes		Y	YES	0
<b>BDSO accessibility</b>									
BDSO contact with engaged retailer	169	46	19	41	14	35	55	19	229
BDSO contact with non-engaged retailer	83	13	6	7	10	1	40	8	85
BDSO contact with engaged production or growing media business	89	43	17	39	11	10	20	1	141
BDSO contact with non-engaged production or growing media business	21	4	6	3	2	1	0	1	17

IDO contact with engaged retailer	57	2	4	2	15	0	60	9	92
IDO contact with non-engaged retailer	25	2	0	0	12	0	30	3	47
IDO contact with engaged production or growing media business	300	35	2	118	17	5	55	36	268
IDO contact with non-engaged production or growing media business	110	3	0	49	2	2	22	1	79
<b>IDO - National Policy Roles</b>									
<b>IDO - National Policy Roles - issues management</b>		1			10				
<i>These activities are contracted for 08/09. In 09/10 these activities will be outcome funded</i>				6					
<i>Water</i>									
<i>Climate Change</i>						1			
<i>Invasive Plants</i>						1			
<i>Biosecurity</i>						1			
<i>Quarantine</i>									
						0			
<b># of meetings attended</b>					1		4		9

**National Quarterly Report  
Quarter 4 2008/9 (April - June)**

	Last reported national quarter figure	NSW/ACT	NT	QLD	SA	TAS	VIC	WA	NATIONAL TOTAL
<b>Accreditation &amp; Certification</b>									
<b>NIASA - Production &amp; Growing Media Accreditation</b>									
# NIASA Businesses (start of quarter)	249	37	10	79	13	6	58	49	252
# NIASA Businesses (end of quarter)	251	39	10	79	14	6	58	51	257
Net increase/decrease	2	2	0	-1	1	0	0	2	4
Businesses engaged with NIASA not yet accredited	194	12	1	150	18	3	14	10	208
Number of audits conducted	46	12	9	4	8	0	15	28	74
Manuals Sold	10	0	1	3	3	0	0	3	10
Number of SNAC Meetings	4	1	1	1	1	0	1	1	6
<b>EcoHort Certification</b>									
Audits conducted by: (insert initials)		MJD					RC & AC	GH	
# NIASA Businesses EcoHort Certified (start of quarter)	79	4	4	57	2	0	14	2	83
# NIASA Businesses EcoHort Certified (end of quarter)	83	4	4	63	2	0	14	2	89
Net increase/decrease	4	0	0	6	0	0	0	0	6
Businesses engaged with EcoHort not yet certified but are NIASA	49	10	0	14	4	4	4	4	40
Businesses engaged with EcoHort not certifiable (ie not NIASA)	174	3	1	150	10	3	4	0	177
Number of certification audits conducted	4	1	0	8	0	0	1	2	12
Manuals Sold	0	4	1	1	0	0	4	0	10
<b>BioSecure HACCP Certification</b>									
Audits conducted by: (insert initials)		MJD					0	GH	
# NIASA Businesses BioSecure HACCP Certified (start of quarter)	0	0	0	0	0	0	0	0	0
# NIASA Businesses BioSecure HACCP Certified (end of quarter)	0	0	0	0	0	0	0	0	0
Net increase/decrease	0	0	0	0	0	0	0	0	0
Businesses engaged with BioSecure HACCP not yet certified by are NIASA	13	5	0	0	2	0	1	4	12
Businesses engaged with BioSecure HACCP not certifiable (ie not NIASA)	3	2	0	0	0	1	0	0	3
Number of certification audits	0	0	0	0	0	0	0	0	0
Manuals Sold	5	0	0	0	3	0	1	0	4
<b>AGCAS - Retail Accreditation</b>									
Audits conducted by: (insert initials)							AC	EL	
# AGCAS Businesses (start of quarter)	109	32	2	15	11	0	26	16	101
# AGCAS Businesses (end of quarter)	99	31	2	14	11	0	24	13	95
Net increase/decrease	-4	-1	0	-1	0	0	-2	-2	-6
Businesses engaged with AGCAS not yet accredited	38	10	3	8	10	0	9	3	38
Number of audits conducted	22	8	0	10	6	0	8	5	35
Manuals Sold	5	4	0	1	0	0	0	0	6
Number of SAAC Meetings	4	0	0	1	1	0	0	0	2
<b>Training &amp; Recognition</b>									
<i>In an effort to avoid doubling up of information, the Training Coordinator will contact each State regularly asking the figures below. These figures will be used for reporting to HAL.</i>									
<b>Training</b>									
# of Workshops conducted	35	11	2	12	2	3	2	2	34
Total workshop attendance	423	121	30	123	28	30	38	21	391
# planned for next reporting period	43	10	5	0	2	1	4	2	24
# planned workshops where funding will be requested	43	9	4	0	2	1	4	2	22
# of workshops where CNP points were allocated	35	10	2	12	2	3	2	2	33
# of other training activities	14	0	0	7	0	0	2	3	12
Training plan provided		Y	yes	yes	Yes		Y	YES	
<b>CNP Extension</b>									
<i>In an effort to avoid doubling up of information, the CNP Coordinator will provide these figures for reporting to HAL.</i>									
# of CNP's in State (start of quarter)	168	87	9	14	0	54			173
# of CNP's in State (end of quarter)	167	101	11	17	9	51			189
# of CNP's due for renewal this quarter	15	3	2	1	0	8			14
# of CNP's renewed this quarter	14	0	0	3	0	6			11
# of promotional activities conducted	67	4	13	12	6	24	16	11	85
<b>Career Pathways</b>									
# of promotional activities conducted	23	0	1	0	4	4	6	8	23
# of employment opportunities on National Career Pathways website	0	0	1	0	0	0	0	1	2
<b>National Levy Initiatives</b>									
<b>Horticulture &amp; Garden Industry Assembly</b>									
# of promotional activities conducted	30	0	4	1	5	5	10	7	32
# of attendees State Awards Night	203	0			n/a	3	0	N/A	3
<b>National Conferences &amp; Exhibition</b>									
# of promotional activities conducted	23	0	2	0	1	0	6	4	13
# of delegates from State	37				14	0	N/A	0	14
<b>Special Interest Groups (SIG) Facilitation</b>									
# of promotional activities conducted	45	5	1	0	3	4	25	4	42
# of meetings/workshops facilitated	19	5	2		4	6	6	1	24
<b>Environmental Exhibition</b>									
# of promotional activities conducted	51	0	15		8	6	12	6	47
Supporting documents provided	0	0	yes		Yes		Y	YES	0
<b>BDSO accessibility</b>									
BDSO contact with engaged retailer	229	35	52	27	13	35	55	4	221
BDSO contact with non-engaged retailer	85	13	10	2	6	1	40	82	134
BDSO contact with engaged production or growing media business	141	56	25	17	11	10	29	18	157
BDSO contact with non-engaged production or growing media business	17	7	5	0	6	1	0	27	46
<b>IDO accessibility</b>									
IDO contact with engaged retailer	92	2	3	1	6	0	80	10	82
IDO contact with non-engaged retailer	47	1	3	1	2	0	30	9	48
IDO contact with engaged production or growing media business	289	26	28	136	18	5	55	59	325
IDO contact with non-engaged production or growing media business	70	2	0	51	7	2	22	6	96
<b>IDO - National Policy Roles</b>									
IDO - National Policy Roles - business management		1			10				
<i>These activities are contracted for 08/09. In 09/10 these activities will be outcome funded</i>									
<b>Water</b>									
<b>Climate Change</b>									
<b>Invasive Plants</b>									
<b>Biosecurity</b>									
<b>Quarantine</b>									
# of meetings attended		2			1		10	0	

## APPENDIX 5

### NGIQ 4<sup>TH</sup> Quarter Reports

## State Association Quarterly Report Summary Queensland July - September 2009

I, Donald Scotts Executive Officer Nursery & Garden Industry Queensland confirm that the detail contained within this report and the attachments is true and correct. The report has consideration for the Conditions pursuant to contracts set between the State Associations and NGIA, NIASA Heads of Agreement, AGCAS Heads of Agreement and National Training Funding Guidelines

Signed: Donald Scotts Date: 13 October 2009

### Accreditation & Certification

#### NIASA – Production Nursery & Growing Media Accreditation

- Name the person conducting accreditation audits. Audits in Qld are conducted by John McDonald Statewide, Lex McMullin SEQ/Central Qld, Steve Hart SEQ and Ryan Taylor in North Qld. NGIQ has completed 10 NIASA audits in this reporting period.
- State Associations confirm that these people are suitably skilled as specified in Appendix 1, NIASA Heads of Agreement. I Donald Scotts certify that all officers auditing NIASA meet the requirements of the NIASA Heads of Agreement, Appendix 1.
- Provide an overview of the activities held for NIASA and the outcomes and benefits to industry accruing and measured. General industry contact through on-farm visits (263) across the state to NIASA (84) and non-NIASA businesses (179) promoting the Nursery Production Farm Management System. These activities are aligning on-farm technical adaptation/adoption and productivity gains to the industry programs of NIASA, EcoHort and BioSecure HACCP.
- Promoted NIASA at the NGIQ Spring Green Expo 28/29 July 2009
- Completed NIASA audits in the Northern Territory during September 2009 with 8 audits undertaken.
- Minutes of the SNAC meetings, a list of accredited businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc. There has been no SNAC meeting in this reporting period.

NIASA Promotional Activity	Audience	Reach
"Leaflet" Advertising August – page 4	Production & retail	550
Brisbane Trade Day 23 September	Production & retail	316
NGIQ Spring Green Expo 28/29 July	Production & retail	1500
QFF Farmers Federation Conference Satchel 9 July	Horticulture & Government	350

#### EcoHort Certification

- Name the people conducting certification audits. Audits in Qld are conducted by John McDonald statewide, Lex McMullin SEQ/Central Qld, Steve Hart SEQ and Ryan Taylor in North Qld. There have been 3 EcoHort audits conducted in this quarter. Completed EcoHort audits in the Northern Territory during September 2009 with 5 audits undertaken.
- State Associations confirm that these people are suitably skilled as specified in Appendix 1, NIASA Heads of Agreement and the certifier has undertaken the EcoHort workshop. I Donald Scotts certify that all officers undertaking EcoHort auditing meet the requirements of the NIASA Heads of Agreement, Appendix 1.

- Provide an overview of the activities held for EcoHort and the outcomes and benefits to industry accruing and measured.
- Delivered 2 Irrigation Auditing presentations at NTHA run workshops (Darwin & Katherine) aligning irrigation best practice and the on-farm auditing program under EcoHort.
- A list of certified businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>EcoHort Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
NGIQ Spring Green Expo 28/29 July	Production & retail	1500
Landscape Queensland Inc Conference 7 August	Landscapers & producers	40
Brisbane Trade Day 23 September	Production & retail	316
Qld Farmers Federation Conference Satchel 9 July	Horticulture & Government	350

### **BioSecure HACCP Certification**

- Name the person conducting certification audits. No activity undertaken – program rollout postponed until electronic audit tool is operational.
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement and the certifier has undertaken the BioSecure HACCP workshop.
- Provide an overview of the activities held for BioSecure HACCP and the outcomes and benefits to industry accruing and measured.
- A list of certified businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>BioSecure HACCP Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>

### **AGCAS - Retail Accreditation**

- Name the person conducting accreditation audits. All AGCAS audits are conducted by the Business Skills Development Officer Sharon Ible.
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, AGCAS Heads of Agreement. Donald Scotts confirms that Sharon Ible is suitably skilled to conduct AGCAS audits.
- Provide an overview of the activities held for AGCAS and the outcomes and benefits to industry accruing and measured. 9 Audits were completed for accredited businesses and those working towards accreditation. The audits and discussions have encouraged retailers to build on their strengths and eliminate weaknesses.
- Minutes of the SAAC meetings, a list of accredited businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below should be provided here. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>AGCAS Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
"Leaflet" advertising September – page 14	Nursery Owners and Managers	550
One-on-one presentations to businesses	Nursery Owners and Managers	3
New member kit - flyer	Non-accredited and Non-	9

	members	
NGIQ Trade Days – August & September	Members and non-members	85

## Training & Recognition

### Training

- Provide an overview of the training activities and the outcomes and benefits to industry accruing and measured.
- In order to avoid duplication, figures provided to the Training Coordinator in their regular contact with you, will be forwarded to HAL. State Associations are required to advise of all workshops in accordance with the Training Plan submitted.
- Funding for training will be allocated in accordance with the Training Funding Guidelines as amended from time to time.
- In the table below, please list ALL workshops delivered by the State Association in the quarter. Also, please list details of other training activities such as field days, seminars etc.

Training Workshop/Activity	Audience	Dates	Attendees
Manual Handling 21 July	Members and non-members		20
ChemCert	Members and non-members		15
Waterworks	Members and non-members		12

### CNP Extension

- Provide an overview of the activities held for CNP and the outcomes and benefits to industry accruing and measured. CNP was discussed at both SIG Meetings.
- Promotional activities should relate to the benefits of being a CNP and encourage participation in the program. Promotional activities in this section do not relate to the inclusion of CNP points on workshop materials.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

CNP Promotional Activity	Audience	Reach
Tree & Shrub Meeting 14 August	Nursery Owners and Managers	14
Presentation & distribution of CNP literature at workshops	Nursery Owners, Managers and Staff	123
Face-to-face & Telephone enquiries	Nursery Owners and Managers	5

### Career Pathways

- Provide an overview of the activities held to promote the Nursery & Garden Industry as a career option and the reaction to this activity eg, phone enquiries, industry businesses allowing work experience for students etc
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Career Pathways Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
NGIQ Website – positions vacant section	Nursery Owners, Managers and Staff	300
"Leaflet" July – page 16 Article on Green Life Careers Program	Nursery Owners and Managers	550

## Program Support

### Nursery & Garden Industry Awards

- Provide an overview of the activities held for the Nursery & Garden Industry Awards and the outcomes and benefits to industry accruing and measured.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc. Also selected and maintained contact with the Award judges. See attachment #1 as examples.

<b>Awards Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Leaflet magazine article – July – Page 1 & 8	Nursery Owners and Managers	550
Leaflet magazine article – August – Page 1 & 15	Nursery Owners and Managers	550
Leaflet magazine article – September – Page 1 & 4	Nursery Owners and Managers	550
NGIQ Website	Members and non-members	300
Contact with previous award entrants	Members and non-members	16

### National Conference & Exhibition

- Provide an overview of the activities held for the National Conference & Exhibition and the outcomes and benefits to industry accruing and measured.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Conference Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
NGIQ Website	Members and non-members	300

### Special Interest Group (SIG) Facilitation

- Provide an overview of the Special Interest Group (SIG) meetings/workshops facilitated by the State Association including: *Tree & Shrub, Retail Groups, Allied Trade, Women in Horticulture, NextGen, etc* and the outcomes and benefits to industry accruing and measured.. You should include the number of attendees, speakers, venues, details on how the success of these functions was promoted and any cross promotion of national industry initiatives.
- Provide a table for each meeting facilitated and the promotional activity conducted. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Special Interest Group: Retail Group</b>	<b>Audience</b>	<b>Reach</b>
<b>20 August 2009 – See Attachment #2</b>	Retail members and non-members	21
<b>Special Interest Group: Tree &amp; Shrub</b>		
<b>4 August 2009 – See Attachment #3</b>	Members and non-members	14

### **Environmental & Technical Extension (Production)**

The NGIQ Nursery Industry Development Manager (NIDM) has leveraged from alternative (state & federal) sources funding to support a number of projects operating across Queensland including on-farm technical assistance and R&D activities. The NIDM is the Project Manager for the items listed below (Supporting documentation available from NGIQ upon request).

#### **Projects currently active include:**

1. South East Queensland –Irrigation Futures2 (SEQ-IF2) – the project employs a Farm Management Systems Officer (FMSO) to roll out to the entire industry in south East Queensland the Nursery Production Farm Management System. The project is funded via the Queensland Department of Environment & Resource Management (DERM). This project officially started on the 1<sup>st</sup> July 2009 with a 4 year operational timeline. This project is a continuation of the previous 3 year SEQ-IF.
2. Rural Water Use Efficiency4 (RWUE4) - the project employs a Farm Management Systems Officer (FMSO) to roll out to the entire industry in south/central Queensland the Nursery Production Farm Management System. The project is funded via the Queensland Department of Environment & Resource Management (DERM). This project officially started on the 1<sup>st</sup> July 2009 with a 4 year operational timeline. This project is a continuation of the previous 3 year RWUE3
3. Property Management System Initiative - the project employs a Farm Management Systems Officer (FMSO) to roll out to the entire industry in northern Queensland the Nursery Production Farm Management System. The project is funded via the Queensland Department of Primary Industries & Fisheries, HAL/NGIA and the Queensland Department of Environment & Resource Management (DERM).
4. Queensland Grow Me Instead (GMI) – NGIQ has been successful in gaining funding under the Federal Government 'Caring for our Country (National Landcare)' program to develop 3 distinct GMI booklets for the coastal region of Queensland (Wet Tropics, Dry Tropics and Sub-Tropics). The project employs a GMI coordinator who oversees the GMI Reference Groups, Printing, Education/Communication and Website development. The project has developed draft GMI guides for the 3 bioregions and the GMI Website is almost completed. NGIQ expects to be capable of providing a national GMI website. Project completion November 2009.

**Note:** The Nursery Production Farm Management System is the combination of NIASA, EcoHort and BioSecure *HACCP* under a single title and implementation strategy across Queensland.

#### **R&D Activities current and active in this quarter:**

1. Queensland Grow Me Instead – Caring for our Country (on-going)
2. Literature Review and Grower Assessment of Plant Water Use Efficiency – QDPI&F (On-going)
3. Weight Based Irrigation Scheduling Tool – NCEA/QDPI&F (On-going)
4. Pocket Diagnostics Project – NGIQ/NGIA (On-going)
5. NIASA Audit Portal – NGIA (On-going)
6. Industry Minor Use Program – NGIA (On-going)
7. Biosecurity Pest Contingency Plans – NGIA/Plant Health Australia (On-going)
8. Nursery Production Carbon Footprint Assessment – NGIA & Growcom (On-going)

**R&D Activities initiated in this quarter (project applications drafted/submitted, etc):**

1. Weight Based Irrigation Scheduling (WBIS) Tool (Stage 3) – project initiated to undertake field trials of a WBIS tool through QPI&F and NCEA. The project will utilise information established under the Stage 2 'Proof of Concept' project and build 9 WBIS platforms, develop irrigation controller interface software and conduct growth trials during 2009/2010.

**R&D Activities completed in this quarter:**

Final Reports have been written and submitted to NGIA. Copies of these reports are held by NGIQ. Further Queensland specific projects completed include the following:

1. Insects, Beneficials, Diseases, Disorders and Weeds of Nursery Production – an electronic program that operates on a handheld platform such as PDA's was launched in July 2009 at NGIQ Spring Green Expo. This project will continue to add new insects, beneficials, diseases, disorders and weeds to the database for updating by industry. (Information brochure – See attachment #4).
2. Pocket Diagnostics – United Kingdom Study Tour to engage with Forsite Diagnostics in the application of the Pocket Diagnostics Test Kits. The Lateral Flow Device technology underpinning the test kits offers disease diagnostic capabilities to support service providers, growers on-farm and pathology laboratories. (Study Tour Report – See attachment #5).

<b>Environmental &amp; Technical Activity</b>	<b>Audience</b>	<b>Reach</b>
SEQ-IF Farm Management Systems Officer	Production Nursery visits	110
RWUE Farm Management Systems Officer	Production Nursery visits	89
PMSI Farm Management Systems Officer	Production Nursery visits	60
Nursery Industry Development Manager	Production Nursery Visits	4
NGIQ Spring Green Expo (Insects, Beneficials, etc launch @ Spring Green Expo)	Production & retail	1500
UK Study Tour (Pocket Diagnostics) Leaflet Article	Production & horticulture	550
Nursery Paper – Insects, Beneficials, Diseases, Disorders and Weeds electronic ID Tool	Production & retail	National

**Life is a Garden promotion**

- Provide an overview of the activities held for Life is a Garden and the outcomes and benefits to industry accruing and measured.. This could include initiatives such as Newspoll research promotion, support of seasonal campaigns such as Christmas, Mother's Day and Spring.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Life is a Garden Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Promotion of Spring campaign – one-on-one & email	Nursery Owners, Managers and Staff	22
Leaflet Article September P18-19	Nursery Owners and Managers	550


## Industry Engagement

### BSDO & IDO Accessibility

- Please detail how the State Association communicated the availability of support from Business Skills Development Officers and Industry Development Officers for the whole industry – members and non-members.
- App 2 – State Quarterly Reporting Template requires the State Association to report on the number of individual contacts made with businesses to support their development. This type of contact in this regard is personalised and could include: phone calls, face to face meetings, onsite visits, letter, email or fax communications. It does not include broadcast emails or mailing list communications.
- Summary Record Sheets of each 'contact' should be provided in support of your figures. This sheet should identify member and non-member contacts.

Promotional Activity	Audience	Reach
<b>NIDM plus 3 FMSO</b>		
On-farm visits	Production nurseries	263
Telephone contact	Retail nurseries	5
Daily telephone and email contact with growers is constant and currently difficult to measure	Production & Retail nurseries	All of industry
<b>BSDO</b>		
Training Bulletin - Electronic newsletter	Members and non-members	350
Garden Centre & Production Nursery visits – See attachment #6	Members and non-members	20
Telephone & email contact – enquiry from business – See attachment #7	Retail, Production Members and non-members	17
Telephone & email contact initiated by BSDO – See Attachment #7	Retail, Production Members and non-members	28

### IDO National Policy Role

- Detail the National Policy Role and name the person who is the State representative for this role. Biosecurity & Pesticide Minor Use Program – John McDonald Industry Development Manager
- In your summary detail how industry, nationally, has benefited from the participation of this person in the relevant policy meetings.
  - **Biosecurity** - The industry has benefited from this position in the on-going development of the industry Biosecurity Plan, pest contingency plans, feedback to Plant Health Australia on relevant issues and representation at various national meetings. The position has provided national committee's with relevant industry information and the current position on emergency plant pests likely to impact adversely upon the industry. The position also fulfills the national industry obligation under the Emergency Plant Pest Response Deed.
  - **Pesticide Minor Use Program** – the Minor Use Program (MUP) is progressing well with the first permit issued in five years being granted in late September 2009 (Acrobat). A further 3 products are currently before the APVMA for approval (Applaud, Amistar &

SuSCon Maxi) with the preparation of applications being undertaken for six new pesticides (Chess, Pegasus, Avatar, Acramite, Coragen & Ridomil Gold) that will be considered by the APVMA during 2009/2010.

- o Drafted the national response to the Product Safety & Integrity Committee (PSIC) National Framework of Regulation of Agvet Chemicals. (See attached)
- Using the table below provide details of meetings, conferences and workshops attended and attach copies of the IDO meeting reports and minutes.
- Using the table below provide details of communication activities undertaken to inform and benefit the industry nationally in relation to your national policy role.

<b>National Policy Activity</b>	<b>Date</b>
Development of pesticide list for Minor Use Permit applications 2009/2010	July 2009
NIASA Audit Portal Trial and feedback to NGIA	Aug/Sept 2009
NIASA Audit Portal Off-line functionality development – coordinating with NCEA	July – Sept 2009
PSIC National Framework of Regulation of Agvet Chemicals – NGIA preliminary response – See attachment #8	July 2009
NGIA Industry Needs Analysis document review	Aug 2009
CCEPP Teleconference – notification of various EPP detections (Confidential)	July 2009
CCEPP Teleconference - notification of various EPP detections (Confidential)	Sept 2009
Identification and commission of 4 EPP Contingency Plans (PHA) under National R&D plan	July 2009
NIASA Greenlife Market – evaluation of NIASA for market inclusion	July 2009

<b>National Promotional Activity for Policy Role</b>	<b>Audience</b>	<b>Reach</b>
Relevant notification to NGIA of the pest status of various EPP as per CCEPP guidelines	NGIA – for distribution to IDO's nationally	National
See above activities for promotion and benefit to industry		

#### **Other national levy initiatives**

- Please detail here any other activities undertaken by the State Association to promote other national levy initiatives not specifically mentioned in the above section.

State Association Quarterly Report Queensland	1 Jul-30 Sep	1 Oct-31 Dec	1 Jan-31 Mar	1 Apr-30 Jun	TOTAL
<b>Accreditation &amp; Certification</b>					
<b>NIASA - Production &amp; Growing Media Accreditation</b>					
# NIASA Businesses (start of quarter)	79				
# NIASA Businesses (end of quarter)	80				
Net Increase/decrease	1				
Businesses engaged with NIASA not yet accredited	150				
Number of audits conducted	10				
Manuals Sold	4				
Number of SNAC Meetings	0				
<b>EcoHort Certification</b>					
Audits conducted by: (JM and others)	3				
# NIASA Businesses EcoHort Certified (start of quarter)	63				
# NIASA Businesses EcoHort Certified (end of quarter)	65				
Net increase/decrease	2				
Businesses engaged with EcoHort not yet certified but are NIASA	15				
Businesses engaged with EcoHort not certifiable (ie not NIASA)	150				
Number of certification audits conducted	3				
Manuals Sold	2				
<b>BioSecure HACCP Certification</b>					
Audits conducted by: (JM and others)	0				
# NIASA Businesses BioSecure HACCP Certified (start of quarter)	0				
# NIASA Businesses BioSecure HACCP Certified (end of quarter)	0				
Net increase/decrease	0				
Businesses engaged with BioSecure HACCP not yet certified by are NIASA	0				
Businesses engaged with BioSecure HACCP not certifiable (ie not NIASA)	0				
Number of certification audits	0				
Manuals Sold	0				
<b>AGCAS - Retail Accreditation</b>					
Audits conducted by: (SI)					
# AGCAS Businesses (start of quarter)	14				
# AGCAS Businesses (end of quarter)	12				
Net increase/decrease	-2				
Businesses engaged with AGCAS not yet accredited	6				
Number of audits conducted	8				
Manuals Sold	1				
Number of SAAC Meetings	0				
<b>Training &amp; Recognition</b>					
<i>In an effort to avoid doubling up of information, the Training Coordinator will contact each State regularly seeking the figures below. These figures will be used for reporting to HAL</i>					
<b>Training</b>					
# of Workshops conducted					
Total workshop attendance					
# planned for next reporting period					
# planned workshops where funding will be requested					
# of workshops where CNP points were allocated					
# of other training activities					
Training plan provided					
<b>CNP Extension</b>					
<i>In an effort to avoid doubling up of information, the CNP Coordinator will provide these figures for reporting to HAL</i>					
# of CNP's In State (start of quarter)					
# of CNP's In State (end of quarter)					
# of CNP's due for renewal this quarter					
# of CNP's renewed this quarter					
# of promotional activities conducted					
<b>Career Pathways</b>					
# of promotional activities conducted	1				
# of employment opportunities on National Career Pathways website	3				
<b>National levy initiatives</b>					
<b>Nursery &amp; Garden Industry Awards</b>					
# of promotional activities conducted	4				
# of attendees State Awards Night					
<b>National Conference &amp; Exhibition</b>					
# of promotional activities conducted	1				
# of delegates from State					
<b>Special Interest Group (SIG) Facilitation</b>					
# of promotional activities conducted	0				
# of meetings/workshops facilitated	2				
<b>Environmental Extension</b>					
# of promotional activities conducted	6				
Supporting documents provided	yes				
<b>BDSO accessibility</b>					
BDSO contact with engaged retailer	20				
BDSO contact with non-engaged retailer	17				
BDSO contact with engaged production or growing media business	2				
BDSO contact with non-engaged production or growing media business	6				
<b>IDO accessibility</b>					
IDO contact with engaged retailer	6				
IDO contact with non-engaged retailer	1				
IDO contact with engaged production or growing media business	159				
IDO contact with non-engaged production or growing media business	104				
<b>IDO - National Policy Roles</b>					
<i>These activities are contracted for 08/09. In 09/10 these activities will be outcome funded</i>					
# of meetings attended	2				

## APPENDIX 6

### Samples of NGIQ 4<sup>TH</sup> Quarter Activities





**Nursery & Garden Industry  
Queensland**

# Leaflet

PO Box 345 Salisbury, Qld 4107  
Phone (07) 3277 7900 Fax (07) 3277 7109

July 2009



**SPRING GREEN EXPO 2009**  
28th & 29th July 2009



**ANNUAL DINNER AND AWARDS  
PRESENTATION**



Exhibitors and buyers alike had been requesting a return to the Gold Coast for some time and in response we did return last year and it was a great success, so much so we have decided to continue Expo on the Gold Coast.

- **VENUE** - Gold Coast Convention & Exhibition Centre, Gold Coast Highway, Broadbeach (next to Conrad Jupiters Casino)
- **DATES** - Tuesday 28th and Wednesday 29th July.
- **OPENING HOURS** - from 9.00am to 8.00pm Tuesday and 9.00am to 12.00 noon on Wednesday.

Like all previous Expos you can pre register your attendance or simply register at the door.

Some tickets are also available for the Expo Dinner on Monday 27th July at the Surf Club Kurrawa - call Penny on 07 3277 7900 for details.

Don't miss this great event.

The Summit Restaurant Mt. Coot-tha is again the venue for NGIQ's Annual Dinner and Awards Presentation to be held on Friday 20 November 2009.

State winners in the 2010 Nursery & Garden Industry Awards will be presented with their Certificates and then go on to compete at the National Finals to be held in conjunction with NGIA Conference in Darwin from 19 - 22 April 2010. Nomination forms are available from NGIA or [www.ngia.com.au](http://www.ngia.com.au) and follow the links.

NGIQ's Nurseriesperson of the Year will also be announced. If you know someone who you feel would be deserving of this honour then please see August 'Leaflet' for nomination forms.

The Summit Restaurant provides spectacular views of Brisbane especially at night. The evening starts at 6.30pm and tickets include canapes, three course meal and drinks.

The evening is a great way for members to catch up with colleagues and friends.

Special thanks also to our generous Sponsors for their support.



The production and distribution of 'Leaflet Magazine' has been facilitated by HAL in partnership with NGIA. It is funded by the nursery industry levy and voluntary contributions from industry. The Australian Government provide matching funds for all HAL's R & Development.



Grow - how for Horticulture™

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Nursery & Garden Industry  
Queensland

PO Box 345 Salisbury, Qld 4107  
Phone (07) 3277 7900 Fax (07) 3277 7109

# Leaflet

August 2009

**NGIQ**  
*Annual Dinner*  
& Awards

The 2009 NGIQ Annual Dinner & Awards Presentation will be held on Friday 20th November 2009 at the Summit Restaurant, Sir Samuel Griffith Drive, Mt. Coot-tha.

A registration form with further details will be sent with the next edition of 'Leaflet'. This is a great opportunity to involve your staff in what could be your own Christmas activity. You can also reserve your own table.

Apart from the Statal Nursery Award Winners who go on to compete at the national level there will also be NGIQ's own Nursery person of the Year and Certificates of Recognition.

We do hope you will be able to attend this most important event. Mark the Date in your Diaries.



**WAGE**  
**INCREASES**  
**ON HOLD**

The Australian Fair Pay Commission has determined in the 2009 general Wage-Setting Decision that wages for employees of **Pty Ltd companies** incorporated under the Corporations Act 2001 will remain the same with no general increase. The decision also applies to juniors, trainees and casual employees.

This decision does not apply to **unincorporated businesses** such as sole traders, partnerships etc. An application has been lodged for a pay increase with the Queensland Industrial Relations Commission (QIRC) and is still being considered.

In the past the QIRC has closely followed the National decision.

NGIQ will advise further when a decision is announced.

**CHEMCERT**  
**TRAINING**  
**AVAILABLE NOW**

All nurseries regardless of whether retail or production who use or apply agrochemicals should have at least one ChemCert Certified staff member. It is preferable that anyone handling such chemicals complete a ChemCert Certificate course.

NGIQ runs several of these courses throughout the year at various locations depending on demand.

To minimise costs courses are planned on 15 attendees. The next course will be held at the Redlands Research Station on Thursday 17 September.

To register for this or future courses contact Sarah at NGIQ on 07 3277 7900.

The production and distribution of 'Leaflet Magazine' has been facilitated by HAL in partnership with NQIA. It is funded by the nursery industry levy and voluntary contributions from industry. The Australian Government provide matching funds for all HAL's R & D activities.



Know-how for Horticulture™

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Nursery & Garden Industry  
Queensland

PO Box 345 Salisbury, Qld 4107  
Phone (07) 3277 7900 Fax (07) 3277 7109

# Leaflet

September 2009

## WHERE TO WITH INDUSTRIAL RELATIONS

Enclosed with this edition of "Leaflet" is Industrial Update #38 which provides details on a number of significant industrial relation changes. These include:

- Details on the recent State Wage Case increase for employees of **unincorporated businesses** such as sole traders, partnerships, etc from 1 September 2009.
- A comparison of the new national Nursery Award 2010 and National Employment Standards to the Nursery Award – State 2003 and the Nursery Award (NAPSA).
- A comparison of the costs of a permanent versus a casual employee

With substantial changes to occur on the 1 January 2010 it provides a real opportunity for all businesses to look closely at their existing employee structure.

It is expected that most State Governments will give up their IR rights and then all retail garden centre and production nursery staff will be covered by the Nursery Award 2010.

At this stage the Nursery Award 2010 will apply to all Pty Ltd companies in Australia as well as all other employees in Victoria and South Australia (these States have already given up their IR rights).

Copies of the new national Nursery Award 2010 and National Employment Standards are being sent to members on renewal of their 2009/10 membership.



## NGIQ Annual Dinner & Awards

The 2009 NGIQ Annual Dinner & Awards Presentation will be held on Friday 20th November 2009 at the Summit Restaurant, Sir Samuel Griffith Drive, Mt. Coot-tha.

A registration form for this event is enclosed on Page 4 of 'Leaflet'. This is a great opportunity to involve your staff in what could be your own Christmas activity. You can also reserve your own table.

Apart from the Statal Nursery Award Winners who go on to compete at the national level there will also be NGIQ's own Nurseryperson of the Year and Certificates of Recognition.

We do hope you will be able to attend this most important event. Mark the Date in your Diaries.

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Enter-Now for Perfection™

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# AGCAS ACCREDITED GARDEN CENTRES



- Anza Nursery  
07 4092 2857
- Bay Plant Shack  
07 3888 3737
- Carseldine Garden World  
07 3263 9888
- Hawkins Home & Garden Centre  
Chandler  
07 3390 1633
- Hawkins Home & Garden Centre  
Albany Creek  
07 3264 1022
- Kaesbie Gardens  
07 4982 0185
- Lifestyle Home & Garden  
07 5449 9585
- Martin Garden Centre  
07 4633 1122
- Nielsens Native Nursery  
07 3806 1414
- Nova Gardens Nursery  
07 3300 4161
- Oxenford Pots & Plants  
07 5580 6177
- Ross Evans Garden Centre  
07 5537 2244
- Theo's Garden Centre  
07 3204 5490
- Timbara Mentz Nurseries Pty Ltd  
07 3206 4878
- Yuruga Nursery  
07 4093 3826

## The garden industry mark of approval



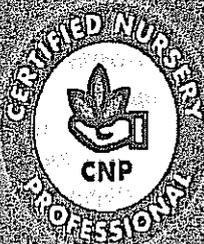
## Did you know.....

The Certified Nursery Program allows industry personnel to accumulate CNP points BEFORE they are a registered CNP?

So, if you are not yet a CNP, you can still use any industry related learning you have undertaken in the 24 months prior to your application towards your CNP renewal.

It's time you investigated the benefits of becoming a Certified Industry Professional! Your Industry, your Program, your Future!

Call the CNP Co-ordinator on (02) 9876 5200 or [cnp@ngia.com.au](mailto:cnp@ngia.com.au)



Looking for quality horticultural expertise - or want to increase your own credentials or that of your staff - just look for the Certified Nursery Professional (CNP) mark of approval.



Nursery & Garden Industry  
Queensland

# Nursery & Garden Industry Queensland 2009 Annual Awards

**NURSERYPERSON OF THE YEAR** - This prestigious award is intended for a member who has made a significant contribution to the nursery industry through their involvement with the Industry over several years. The member will also have participated in NGIQ or industry affairs at the Branch, State or National level. All financial members of NGIQ are eligible.

**CERTIFICATE OF RECOGNITION** - This award is intended for individuals or organisations who have contributed outstanding service to the industry as a whole, above the requirements of duty. The nominee need not be a member of NGIQ.

**NOMINATIONS ARE TO BE RECEIVED BY THE NGIQ EXECUTIVE OFFICER  
BY FRIDAY 2<sup>nd</sup> OCTOBER 2009.**



Nursery & Garden Industry  
Queensland

## 2009 NGIQ ANNUAL AWARDS NOMINATION FORM

TITLE OF AWARD \_\_\_\_\_

FULL NAME OF NOMINEE \_\_\_\_\_

BUSINESS NAME (Where applicable) \_\_\_\_\_

ADDRESS OF NOMINEE \_\_\_\_\_  
\_\_\_\_\_

As a guide the following achievement headings should be used. Please bear in mind these are a guide only as not all headings apply to all categories. Maximum 5 page submission including photographs.

**Personal Particulars**

- \* Qualifications
- \* Resume of Career
- \* Special achievements

**Business History**

- \* General company size and staff numbers (office information only - not part of judging)
- \* Business growth and development strategies

**NGIQ Involvement**

- \* Years as a member
- \* Details of active committee work, if applicable

Nominated by: # \_\_\_\_\_

Nominated by: # \_\_\_\_\_

Business: \_\_\_\_\_

Business: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

**# Nominator and Seconder must be the Principal representative of different NGIQ Members  
(the Nominator and Seconder can sign and send separate forms).**

# NGIQ ANNUAL DINNER & AWARD PRESENTATIONS



WHERE: The Summit Restaurant, Mt Coot-tha

WHEN: 7.00pm for a 7.30pm start  
Friday 20 November 2009



TICKETS: \$93 per person including GST

...Pre dinner canapés.....Three course meal...Beer/Wine/Soft Drink

DRESS: Suit-Shirt-Tie/After Five



SVP: 10 November 2009

Nursery & Garden Industry  
Queensland

REGISTRATION – TAX INVOICE ABN 92 914 028 835  
This document will be a Tax Invoice for GST when you make the payment

PLEASE REGISTER THE FOLLOWING TO ATTEND THE ANNUAL DINNER – FRIDAY 20 NOVEMBER 2009

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_  
4. \_\_\_\_\_ 5. \_\_\_\_\_ 6. \_\_\_\_\_  
7. \_\_\_\_\_ 8. \_\_\_\_\_ 9. \_\_\_\_\_

Business Name: \_\_\_\_\_

Address: \_\_\_\_\_

Enclosed is payment of \$ \_\_\_\_\_ by  Cheque  Direct Deposit  MasterCard  Visa

Cardholder: \_\_\_\_\_ Signature: \_\_\_\_\_

Card No: \_\_\_\_\_ Expiry Date: \_\_\_\_\_

Return to: NGIQ – PO Box 345, Salisbury Qld 4107 Ph: 07 3277 7900 Fax: 07 3277 7109



# Awards open

*Promote your career, grow your business,  
grow your industry*

2010  
Nursery &  
Garden  
Industry  
Awards

- ★ NEW AWARDS
- ★ SIMPLIFIED ENTRY PROCESS
- ★ GREATER WINNER BENEFITS

*Be a part of the 2010  
Nursery & Garden  
Industry Awards*

*Entries close  
July 26th 2009*

#### **Award Categories**

**Best Small, Medium and Large Garden Centre Award**  
**Best Small, Medium and Large Production Nursery Award**  
**Best Government Nursery Award (NEW FOR 2010)**  
**Best Propagation Nursery Award (NEW FOR 2010)**  
**Young Leader Award**  
**NGI Community Award**  
**NGI Environment Award**  
**NGI Training Award**  
**NGI Export Award**  
**NGI Supplier Award (Changed entry conditions for 2010)**

If you have not received a brochure about the awards please contact your state office or NGIA.

For further information please see the website [www.ngiaevents.com.au](http://www.ngiaevents.com.au)

Email: [awards@ngia.com.au](mailto:awards@ngia.com.au) Phone: 1300 882 259



# Farm Management Systems (FMS)

## – NIASA + EcoHort + BioSecure HACCP

### Selecting the Right Sprinkler.

There are a number of practical considerations to be taken into account when selecting the right sprinkler for your nursery.

#### Spacing

The spacing required is determined by the dimensions of the area. For an existing area, the spacing should be made to fit the area to ensure that sprinklers are positioned to the outside of the growing area. For example, if the area was 42 m long and 25m wide the distance between sprinklers would be either 4.2m x 4.12m (closest to a 4m grid), or 5.25m x 5m (closest to a 5m grid). When calculating the spacing, the location of structural supports, paths and beds also needs to be considered.

#### Sprinkler orientation

Supporting the sprinklers above the growing area gives flexibility in the location of growing areas and may be desirable in situations with high plants in high structures. The cost of installation may also need to be considered as additional support may be needed for the inverted sprinklers.

#### Mean application rate

The application rate of the irrigation system needs to be matched to the absorption rate of the potting media. This in turn is determined by the jet size and spacing of the selected sprinkler. For bark mixes, the MAR should be between 10-15mm/hr, but for growing media containing coir this can be as high as 25mm/hr.

#### Pressure

The operating pressure available is a major factor in determining the correct sprinkler. This can be determined from a pressure test at the sprinkler head. If a new system is to be installed this information can be obtained from the irrigation supplier.

#### Wind

If the amount of wind is a consideration, a single stream sprinkler should be selected. Wind effects will be greater if pressures at the higher end of the range for a particular sprinkler are needed for efficient operation of the layout. Closer spacings (4m to 5m grid) are recommended in areas affected by high or constant wind.

#### Stream trajectory

The height of the growing structure may limit the height of the trajectory and windy

conditions don't suit high trajectory sprinklers.

#### Specific crop requirements

The ability to penetrate thick foliage and the effects of droplet size on small plants may need to be considered. This in turn is influenced by the jet size and consequently droplet size.

#### Water quality and filtration

Sprinklers with complicated mechanisms may not operate reliably if there is a buildup of deposits from salts in the water. If the water is not filtered, sprinklers with small jet sizes or integrated filters may block quickly.

#### Availability

The availability of a particular sprinkler may also be a consideration for ease of replacement and trialing purposes.

#### Overall efficiency of sprinkler and layout combination

When the above decisions have been made, the final choice is dependant on the efficiency of each sprinkler and layout. This can be determined by setting up a trial area and running a test to determine which sprinkler has the best uniformity, and whether they meet minimum BMP guidelines.

*Below is an example of the decision making process for selecting a sprinkler.*

Lex McMullin  
Farm Management System Officer  
Mobile: 0400 005 236  
Email: fms03@ngiq.asn.au



Parameter	Plastro Rondo - Yellow jet	Phimac Challenger - Olive jet	Phimac StreaMaster - Olive jet	Nelson R10T 9 P6 - Grey jet	Nelson R10 Turbo - Grey jet	Anteico Rotor Rain - Blue jet	Netafim Powernet - 15 deg	Naan Dan Mamkad 16 - Yellow jet	Rainbird LF 800 - Blue nozzle
Spacing - 4m square	✓	✓	✓	✓	✓	✓	✓	✓	✓
Orientation - upright	✓	✓	✓	✓	✓	✓	✓	✓	✓
Mean application rate - 10mm/hr	✓	✓	✓	✓	✓	✓	✓	✓	✓
Pressure - 230 kPa maximum available	✓	✓	✓	✓	✓	✓	✓	✓	✓
Wind effects - single stream sprinkler					✓		✓	✓	✓
Trajectory - medium					✓		✓	✓	✓
Droplet size - medium					✓		✓	✓	✓
Filtration - Good - fast sand filter					✓		✓	✓	✓
Availability					✓			✓	✓
Test Results Sc <1.3					✓			✓	✓
Test results - Cu > 90%					✓			✓	✓



# Farm Management Systems (FMS) – NIASA + EcoHort + BioSecure HACCP

## 10 Ways to Save Water

There are many ways that water can be saved in the nursery. Here are 10 tips.

### Measure water use

The first step in saving water is to measure how much you are using. This allows informed management and costing decisions to be made based on facts, not assumptions, and allows cost savings to be quantified. The easiest way measure your water use is by using a water meter, but, if a water meter isn't available, water use for each growing area can be calculated from the measured flow rate of the sprinklers. Rainfall and evaporation should also be recorded, as these have a major influence on water use, and this information is useful when comparing water use from year to year.

### Assess irrigation layout efficiency

Assessing the efficiency of the existing irrigation layout will show how the system performs against best management practice. It also gives information on mean application rates and uniformity, which can then be used to fine tune irrigation scheduling.

### Check operating pressures

Operating pressures are critical to the efficient performance of any irrigation system. Don't rely solely on the pressure gauge at the pump as this doesn't indicate what the pressure is at the emitter.

### Maintain filters

Regular filter cleaning helps to ensure that the system is working at the correct operating pressure. Automated filtering systems should also be checked to ensure they are back flushing correctly.

### Fix leaks

Regularly checking for, and repairing leaks can have a significant effect on the amount of water used. Losses not only come from the loss of water through the leak, but also from the reduction in pressure affecting the efficiency of the system.

### Check emitters

Daily observation of emitters helps to identify blockages and any significant changes in operating pressure before major crop damage occurs.

Consideration should also be given to installing more efficient sprinklers where appropriate.

### Adjust irrigation schedules

Ideally, for the most efficient use of water, adjusting irrigation scheduling should be a daily task, as irrigation times need to be adjusted to match the daily water requirements of the plants. This can be done by feel, but a more accurate way is by either relating the evaporation rate to plant water use, or by weighing containers to determine how much water has been used. This allows the length of irrigation time required to bring the containers back to full capacity to be calculated.

### Group plants by water requirements

Grouping plants according to water requirement allows scheduling to match the plants water requirements more accurately. This may be difficult to achieve easily, but can have a significant effect in reducing water use and improving plant quality

### Develop a system maintenance programme

Check operating pressures, emitter operation, pump operation and filtration and clean, repair or replace items as they become apparent or are identified during the regular monitoring checks.

### Monitor system performance.

Monitoring system performance allows the early detection of problems before they cause significant crop losses. Each block should have its pressure measured and recorded monthly. A regular efficiency test on each section of the nursery should be done every 6 months to see if the performance is declining, or if there has been a major change in the performance due to other factors e.g. leaking pipes. Regular monitoring of overall water use will give information on how much water is being used within the nursery and how the overall performance compares to Best Management Practice and water use in previous years.

Lex McMullin  
Farm Management System Officer  
Mobile: 0400 005 236  
Email: [fms03@ngiq.asn.au](mailto:fms03@ngiq.asn.au)





# Farm Management Systems (FMS) – NIASA + EcoHort + BioSecure HACCP

## Irrigation Water Tests Interpretation

Parameter	Unit	Low	Medium	High	Comments
Nitrate (NO <sub>3</sub> )	mg/L		10	100	Particularly important in recycling systems. High levels need to be taken into account in fertiliser programmes
Potassium (K)	mg/L				Adjust potassium if recycling. Potassium should be 2-5% of cations.
Ammonium nitrogen (NH <sub>4</sub> )	mg/L			10	High levels can lead to direct toxicity and contribute to downward pH drift.
Phosphorous (P)	mg/L		1-15	40	1 for phosphorous sensitive plants, 15 for other crops
Chloride (Cl)	mg/L		70-90	200	Tip and marginal burns in low leaching situations at higher levels.
Salinity, Electrical Conductivity (EC)	dS/m	0.3*	0.6	1.0	EC is the overall level of salts. If a high EC is from plant nutrients a higher result may be acceptable, but if the high result is from a non nutrient source it isn't. Results above 0.6 will see reduced growth and/or marginal leaf burns in sub-irrigation, low leaching situations and on sensitive species.
Bicarbonate	mg/L		60	90	Increasing problems with plant growth, and plant and container staining. At levels between 90 and 200 liming materials need to be adjusted accordingly.
Alkalinity (CaCO <sub>3</sub> )	mg/L	40	60	250	Alkalinity indicates the hardness of the water. As levels increase, the ability to change the pH of the growing medium increases
pH		5		7.0	pH results need to be considered along with alkalinity to determine the ability of water to change growing media pH.
Calcium (Ca)	mg/L				High levels can interfere with magnesium, and calcium carbonate may form scale. Ideal Ca:Mg ratio 2:1
Boron (B)	mg/L			0.3	Plants vary greatly in their tolerance to this nutrient.
Manganese (Mn)	mg/L			0.2	15 is the upper limit for plants supplied with P at moderate levels. Concentrations as low as 0.05 mg/l can lead to bacterial slime growth in pipes.
Copper (Cu)	mg/L	0.02*	0.05	0.2	Levels may rise where copper compounds are used for sterilisation or algal control in recycled systems.
Magnesium (Mg)	mg/L				Level of magnesium needs to be considered in conjunction with calcium and sodium. Ideal Ca:Mg ratio 2:1
Sulphate (SO <sub>4</sub> )	mg/L			250	Sulphur levels will be increased by the use of alum.
Zinc (Zn)	mg/L	0.2*		2	
Sodium (Na)	mg/L	60		100	Calcium, Magnesium and Potassium need increasing if high amounts of sodium are present.
Iron (Fe)	mg/L	0.3*		1	From an acidified sample. Increased problems with staining of plants and clogging of pipes at levels above 0.3, particularly in trickle irrigation systems. Polyphosphate can be injected to form a soluble compound that allows iron to pass through the irrigation.
Sodium Adsorption Ratio (SAR)	mg/L			3	This measure indicates the ability of the water to reduce calcium, magnesium and potassium availability.
Aluminium (Al)	mg/L			5	Monitor if using alum for flocculation. High concentrations may induce phosphorous deficiency.
Fluoride (F)	mg/L			1	High levels will damage sensitive plants
Molybdenum (Mo)	mg/L			0.01	
Total Dissolved Solids (TDS)	mg/L			500	A measure of the combined content of organic and inorganic substances.
Suspended Solids	mg/L			50	

Note: mg/L is milligrams/litre. This also equals parts per million (ppm)

Not all of the above parameters will appear in all tests.

\* In sub-irrigation and trickle irrigation systems the low level is the appropriate level.

The laboratory will usually give an interpretation of how suitable the water is for the intended use and general guidelines of how acceptable the results are. The table gives additional information on different parameters that will be useful in interpreting the results of the tests.

Lex McMullin  
Farm Management System Officer  
Mobile: 0400 005 236  
Email: fms03@ngiq.asn.au



Improving irrigation management for a profitable and sustainable future



Setting the  
Standards

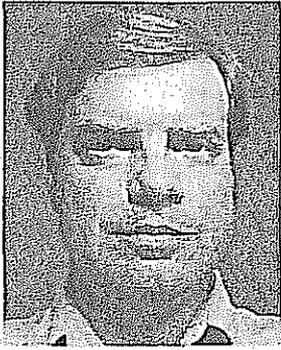
# NIASA ACCREDITED BUSINESSES



Setting the  
Standards

- \* AITKEN AND NEWMAN TUBEGROWERS
- \* ALEXANDERS NURSERY
- \* AMGROW PTY LIMITED
- \* ANDERSON HORTICULTURE PTY LTD
- \* ANZA NURSERY WHOLESALERS
- \* ASPLEY NURSERY - HUNT ROAD
- \* ASPLEY NURSERY - ROTH PARK
- \* BASSETT BARKS PTY LTD
- \* BEANTREE NURSERY
- \* BENALLA NURSERY
- \* BIRDWOOD NURSERY
- \* BLACKALL RANGE NURSERIES
- \* BRISBANE INSTITUTE OF TAFE - GROVELY
- \* BUSH GARDEN NURSERY
- \* CARTERS TUBES
- \* CEDAR GLEN NURSERY
- \* CLONAL SOLUTIONS AUSTRALIA PTY LTD
- \* COASTAL NURSERY
- \* CONSOLIDATED RUTILE PTY LTD
- \* C.R. MINES PROPAGATION PTY LTD
- \* DARWIN PLANT WHOLESALERS
- \* DENBY CYCADS
- \* DPI&F - POST ENTRY QUARANTINE
- \* DPI&F - REDLANDS - R&D NURSERY
- \* DUGINE NATIVE PLANT NURSERY  
EPA - LAKE EACHAM
- \* FAIRHILL NATIVE PLANTS
- \* FITZROY NURSERIES PTY LTD
- \* FLORABUNDANCE
- \* FORTUNE - 8 NURSERIES PTY LTD
- \* FORESTRY PLANTATIONS QLD - BEERBURRUM
- \* FORESTRY PLANTATIONS QLD - GYMPIE
- \* FORESTRY PLANTATIONS QLD - INGHAM
- \* FORESTRY PLANTATIONS QLD - TOOLARA
- \* GLASSHOUSE MOUNTAINS NURSERY
- \* GOLDEN GROVE PTY LTD
- \* GREENING AUSTRALIA/BARRIER REEF TAFE
- \* GREENING AUSTRALIA - THE GAP
- \* GREENTHUMB NURSERY
- \* HARTS NURSERY - FORD RD
- \* HARTS NURSERY - ROCHEDALE RD
- \* HEATONS NURSERY
- \* HIGH WOOD NURSERY
- \* HIGHSUN EXPRESS PLUGS PTY LTD
- \* HIGHSUN CABARLAH
- \* HILLIERS HORTICULTURE
- \* IQ PLANTS
- \* JACKIES WHOLESALE NURSERIES - GLEESON ROAD
- \* JACKIES WHOLESALE NURSERIES - COUTTS DRIVE
- \* JACKSONS NURSERY
- \* J & V MCLEOD
- \* KERADA TUBESTOCK NURSERY
- \* MARLBOROUGH NURSERY - REDLAND BAY
- \* NORTHSIDE NATIVES
- \* PALMWOOD TROPICALS
- \* POHLMANS NURSERY
- \* POWERBLEND®
- \* PRINGVIEW NURSERY - PALM DIVISION
- \* QUEENSLAND INDOOR FOLIAGE
- \* QUEENSLAND SEEDLINGS PTY LTD
- \* RAINFOREST TREE NURSERY
- \* REDLANDS NURSERY
- \* REDLANDS YOUNGPLANTS PTY LTD
- \* REVEGETATION CONTRACTORS PTY LTD
- \* SEEDLINGS AUSTRALIA
- \* SOUTHERN QUEENSLAND INSTITUTE OF TAFE
- \* STOCKADE NURSERY
- \* STOCKADE NURSERY ADVANCED
- \* SUSAN RIVER POTTING MIXES
- \* TARA VALLEY NURSERY
- \* TINGALPA WHOLESALE NURSERY
- \* TOOWOOMBA REGIONAL COUNCIL NURSERY
- \* TOWNSVILLE PLANT WHOLESALERS
- \* TROPICAL EXOTICS
- \* TUBESTOCKS QUEENSLAND PTY LTD
- \* WALLUM NURSERIES PTY LTD
- \* WIDE BAY INSTITUTE OF TAFE - BUNDABERG
- \* WIDEBAY PASSIONVINE NURSERY
- \* WILD VALLEY PROPAGATION
- \* YURUGA NURSERY

# Farm Management Systems (FMS) – NIASA + EcoHort + BioSecure HACCP



## Collecting Water Samples for Testing

Once you have decided to do a water test, how do you go about collecting and despatching a sample?

Firstly, to obtain meaningful results, samples should be taken so that they represent

the quality of the water actually being used. Water quality at the edge of a dam can vary significantly to that at the foot valve 60cm under the surface of the water, in the middle of a dam.

The point at which the water is sampled from depends on what information is required. If the quality of water prior to treatment needs to be known, so that treatments can be determined, the sample needs to be taken directly from the water source, and the best place to take it from is the pump. Any hose that the water is collected from should be run for a couple of minutes before the sample is taken, as the quality of the water can change if it has been held within the reticulation system for any length of time. If the sample can't be taken from the pump, then a sample may be taken from the edge of the water source, clear of any vegetation and as close to the pump intake as possible, but this may not be representative of the water at the inlet. If water quality after treatment needs to be known, the sample would be taken in the growing area. The sample should be taken from the same point each time so that comparisons can be made between samples.

A plastic, bottled water container, with a screw top lid, of approximately 600ml capacity is an ideal container to collect and send the sample in. Avoid using soft drink and juice bottles, as the acids and phosphates from the original contents may have impregnated the plastic and may affect the test result.

To take the sample, the container should be rinsed 3 times with the water to be sampled to make sure any residues are removed. The sample is then collected, taking care to minimise the aeration of the

sample, as the carbon dioxide in the air will acidify it. The bottle should be filled to the top to prevent any air being left in the bottle. The sample should be tested as soon as possible after collection, not be exposed to sunlight and, if necessary, stored in a refrigerator.

If the amount of iron in the water needs to be tested, a second sample that is acidified should **also** be sent. Acidification of the sample prevents the iron from becoming insoluble and allows the amount of soluble iron in the water to be tested. Add 6ml of 10% hydrochloric acid/100ml of sample (or 2ml concentrated acid/100ml) to the bottle after taking the water sample.

Once the sample is collected, the submission sheet is filled out and the sample sent to the lab as soon as possible using Express Post or a courier. Some labs have a range of different tests that they use, so be sure to specify the most complete analysis, particularly Bicarbonate, HCO<sub>3</sub> or total alkalinity (these are a measure of the water's ability to change the pH of your growing media). My next Leaflet article will look at what the results mean in more detail.

Local laboratories that do water tests are Phosyn (Gold Coast 07 5568 8700), Crop Tech (Bundaberg 07 4155 6344), CASCO Australia Pty Ltd (Toowoomba 07 4633 0599) etc. Before collecting and sending the sample, contact the laboratory for any special instructions. Turn around for samples should be about 7 days and tests cost approximately \$80-90.

If you have any questions on water testing contact your Farm Management Systems Officer

Lex McMullin  
Farm Management System Officer  
Mobile: 0400 005 236  
Email: [fms03@ngiq.asn.au](mailto:fms03@ngiq.asn.au)



Improving irrigation management  
for a profitable and sustainable future

## APPENDIX 7

# NGINA 4<sup>TH</sup> Quarter Reports

**State Association Quarterly Report Summary  
NSW and ACT  
July-September, 2009**

I, Mike Skegg, confirm that the detail contained within this report and the attachments is true and correct. The report has consideration for the Conditions pursuant to contracts set between the State Associations and NGIA, NIASA Heads of Agreement, AGCAS Heads of Agreement and National Training Funding Guidelines

Signed: *Mike Skegg* \_\_\_\_\_ Date: 12 October, 2009 \_\_\_\_\_

**Accreditation & Certification**

**NIASA – Production Nursery & Growing Media Accreditation**

- Name the person conducting accreditation audits.
  - M Danelon
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement
  - Refer to hard copy attachment to review this
- Provide an overview of the activities held for NIASA and the outcomes and benefits to industry accruing and measured.
  - Nil formal promotional activities occurred during the reporting period apart from articles within the NGINA Nursery News Magazine (see below) and presentation of NIASA BMP guidelines at NGINA Sydney Trade Day
  - NIASA onsite audits continue being conducted without use of electronic auditing tool. Typical data entry for a new business seeking NIASA and existing businesses which require electronic data entry is taking around 1.5-2.5 hrs to complete – a very slow process.
  - There are some 6 business overdue for NIASA auditing in the period with this to be addressed by end December 2009.
    - NGINA SNAC have been informed of this with committee including NGINA CEO
  - Visits to businesses expressing interest in NIASA (net increase in the period) strongly linked to the perceived changes in plant entry conditions by PIRSA and inference NIASA and BioSecure businesses receiving recognition as lower risk.
- Minutes of the SNAC meetings, a list of accredited businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.
  - No NGINA SNAC meeting in the period – next meeting scheduled for 30<sup>th</sup> October 2009
  - Accreditation list and re-inspections included as attachment in this folder
  - Promotional material – refer to Nursery News (July 09 p31, Aug 09 p22, Sept 09 p2,

**NIASA PROMOTIONAL ACTIVITY**

	<b>Audience</b>	<b>Reach</b>
Articles in Nursery and Garden News	Growers/Retailers/landscapers/suppliers	1,250


**EcoHort Certification**

- Name the person conducting accreditation audits.
- Name the person conducting accreditation audits.
  - M Danelon
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement and the certifier has undertaken the EcoHort® workshop
  - No change to nominated person nor issues raised in previous reporting period
- Provide an overview of the activities held for EcoHort® and the outcomes and benefits to industry accruing and measured
  - Refer to Nursery News – under this section, (July 09 p2, Sept 09, p22)
  - Display and BMP manuals at NGINA Sydney trade day
  - Site visits – discussion of BMP and profile manuals
    - Outcomes – raising awareness of EcoHort® and environmental practices by industry and why the program is important.
    - Benefits – increased aware of BMP, consumers focusing on quality accredited suppliers and environmental sustainable practices.
    - Site visits to NIASA businesses and promotion of environmental stewardship with a high profile nursery gaining certification to drive excellence in environmental stewardship for compliance.
- A list of certified businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.
  - Five businesses now accredited and hoping to achieve 10 businesses by end of calendar year
  - Accreditation list and re-inspections included as attachment in the NIASA folder
  - Promotional material – refer to Nursery News notes on this section within hard copy folders.

<b>EcoHort Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Nursery and Garden News	Industry growers	1,250
	Growing media	
	Buyers	

### BioSecure HACCP Certification

- Name the person conducting accreditation audits.
  - M Danelon is the nominated person for BioSecure HACCP
    - Working with key NIASA business involved in interstate plant movements to develop the records and assess time required to demonstrate certification.
  - BioSecure HACCP manuals were issued in March 2008, National Training resource issued in Aug 2008
    - Intent is to deliver ½ day BioSecure awareness workshop and supported by Industry and Investment NSW (formerly NSW DPI) and Plant Health Australia (PHA).
  - Have liaised with Industry & Investment and PHA to consider an "awareness of Biosecurity" ½ day workshop session to generate interest in Biosecurity and then drive the program on farm/nursery.
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement and the certifier has undertaken the NGIA BioSecure HACCP workshop Qld
  - Refer to hard copy NIASA attachment to review this
  - No issues raised in last reporting period.
- Provide an overview of the activities held for BIOSECURE and the outcomes and benefits to industry accruing and measured
  - Refer to Nursery News – under this section
    - Gary Eyles – Biosecurity awareness July 09, p8
    - Discussions with PIRSA regarding NIASA and BioSecure HACCP recognition for plant quarantine movements – no official agreement.
    - Meeting with Industry and Investment to encourage BioSecure HACCP recognition.
- A list of certified businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.
  - Accreditation list and re-inspections included as attachment in the NIASA folder
    - **0 - No BIOSECURE businesses certified – 2 have shown interested and working with them in Q2 to explore requirements**
  - Promotional material – refer to Nursery News notes on this section within hard copy folders

Audience and reach – industry growers, growing media (risk management and market access), NSW DPI (Regulatory) local council govt, buyers

BioSecure HACCP Promotional Activity	Audience	Reach
Refer to Nursery News notes on this section within hard copy folders.		1,250

### AGCAS - Retail Accreditation

- Accreditation audits.
  - **Bob Wynyard**
- Bob Wynyard is suitably skilled as specified in Appendix 1, AGCAS Heads of Agreement:
  - **See attached Industry Profile CV Bob Wynyard submitted previously**
  - **See attached Heads of Agreement submitted previously**

- See attached Terms & Conditions submitted previously
- Overview of the activities held for AGCAS and the outcomes and benefits to industry accruing and measured
  - 5 Re-audits and 1 New audit were conducted during this period – all entered to date
  - 1 Business has dropped out due to cash flow problems this quarter.
  - Audits on new businesses have been suspended pending the outcome of the latest accreditation proposal to the NGIA board.
  - 31 Accredited businesses are listed on the AGCAS 2009 NSW/ACT spreadsheet (attached in RMW folder Q1).
  - 10 Prospective Businesses are listed on the AGCAS Prospects NSW/ACT spreadsheet (attached in RMW folder Q1).
  - Copies of promotional activities are attached (in Mon's folder).
  - No SAAC meeting was held this quarter.

<b>AGCAS Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Stand at Trade Day monthly	Industry-wide retailers/landscapers/suppliers	270
Monthly contributions to Nursery & Garden News	Industry retailers/growers/allied/govt departments	1250
Promotions at workshops	Retail/wholesale	30

## Training & Recognition

### Training

- Provide an overview of the training activities and the outcomes and benefits to industry accruing and measured
  - **All this information has been submitted to the National Training Coordinator in specific reports. Further details on publicity, promotional activities and general comment are attached (Fliers and promotional details are in Mon's folder).**
- In order to avoid duplication, figures provided to the Training Coordinator in their regular contact with you, will be forwarded to HAL. State Associations are required to advise of all workshops in accordance with the Training Plan submitted.
- Funding for training will be allocated in accordance with the Training Funding Guidelines as amended from time to time.
  - **Funding Requests have all been submitted as required.**
- In the table below, please list ALL workshops delivered by the State Association in the quarter. Also, please list details of other training activities such as field days, seminars etc.
  - **See spreadsheet NGINA Quarterly Training Summary of all workshops held this period (attached in RMW folder Q1).**

Training Workshop/Activity	Audience	Dates	Attendees

- A Workshop calendar is attached for the remainder of the year (**attached in RMW folder Q1**).

### CNP Extension

- Provide an overview of the activities held for CNP and the outcomes and benefits to industry accruing and measured.
  - **Advertising in N&G News**
  - **Promotion at all workshops**
  - **Promotion at Trade Day**
  - **Promotion to consumers at the Sydney Royal Easter Show(all above in Mon's folder).**
- Promotional activities should relate to the benefits of being a CNP and encourage participation in the program. Promotional activities in this section do not relate to the inclusion of CNP points on workshop materials.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.
  - **See attached (in Mon's folder).**

CNP Promotional Activity	Audience	Reach
Stand at Trade Day monthly	Industry-wide retailers/landscapers/suppliers	270
Monthly contributions to Nursery & Garden News	Industry retailers/growers/allied/govt departments	1,250
Promotions at workshops	Retail/wholesale	56
Trade promotion at GES	Growers, Wholesalers, Allied	1,200

### Career Pathways

- Provide an overview of the activities held to promote the Nursery & Garden Industry as a career option and the reaction to this activity eg, phone enquiries, industry businesses allowing work experience for students etc
  - **Provide input on the industry training package revision.**
  - **Promote Careers brochure at all workshops and Trade Days**
  - **Promotion Greenlife Careers website at all Trade Days & workshops**
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc **(in Mon's folder)**.

Career Pathways Promotional Activity	Audience	Reach
Stand at Trade Day monthly	Industry-wide retailers/landscapers/suppliers	270
Promotions at workshops	Retail/wholesale	30
Promotion of Greenlife Careers Website in magazine	Industry retailers/growers/allied/govt departments	1250
Trade promotion at GES	Growers, Wholesalers, Allied, students	1.200

### Program Support

#### Nursery & Garden Industry Awards

- Provide an overview of the activities held for the Nursery & Garden Industry Awards and the outcomes and benefits to industry accruing and measured.
  - **Primary Contact for NSW/ACT on national and state awards which ensures publicity and promotion of awards.**
  - **Targetted potential entrants with Awards 2010 brochures and encouragement to enter as below: Prepared support material went out in July and results will be reported in Q2).**

Awards Promotional Activity	Audience	Reach
Stand at Trade Day monthly	Industry-wide retailers/landscapers/suppliers	270
Promotions at workshops	Retail/wholesale	30

#### National Conference & Exhibition

- Provide an overview of the activities held for the National Conference & Exhibition and the outcomes and benefits to industry accruing and measured.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices
  - **To date only preliminary notice in Nursery & Garden News (in Mon's folder).**

Conference Promotional Activity	Audience	Reach
Minimal promotion in magazine	Industry retailers/growers/allied/govt departments	1,250

**Special Interest Group (SIG) Facilitation**

- Provide an overview of the Special Interest Group (SIG) meetings/workshops facilitated by the State Association including: *Tree & Shrub, Retail Groups, Allied Trade, Women in Horticulture, NextGen, etc* and the outcomes and benefits to industry accruing and measured. You should include the number of attendees, speakers, venues, details on how the success of these functions was promoted and any cross promotion of national industry initiatives.
- **Shrub and Tree Group merged with the Allied NurseryTraders [ANTS] during the quarter. The new group is called the Growers and Suppliers Group.**
- **A quarterly meeting of the Tubestock Group was also held.**
- Provide a table for each meeting facilitated and the promotional activity conducted. This includes copies of articles, emails, faxes, photos of events, invoices.

Special Interest Group: Business Benchmarking	Audience	Reach
<b>This is an outcome of Taking Control of your Finances Workshop – it is ongoing</b>	Mainly growers some retailers	17

**Environmental Extension**

- Provide an overview of the activities held for Environmental extension and the outcomes and benefits to industry accruing and measured.. This could include initiatives such as:
  - Grow me Instead
  - Our Environment Your Backyard
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices (**in Mon's folder**).

Environmental Promotional Activity	Audience	Reach
Stand at Trade Day monthly	Industry-wide retailers/landscapers/suppliers	270
Monthly contributions to Nursery & Garden News	Industry retailers/growers/allied/govt departments	1,250
Trade promotion at GES	Growers, Wholesalers, Allied, students	1,200

**Life is a Garden promotion**

- Provide an overview of the activities held for Life is a Garden and the outcomes and benefits to industry accruing and measured.. This could include initiatives such as Newspoll research promotion, support of seasonal campaigns such as Christmas, Mother's Day and Spring.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices
  - **Coverage of Newspoll results in magazine (in Mon's folder).**

<b>Life is a Garden Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Stand at Trade Day monthly	Industry-wide retailers/landscapers/suppliers	270
Monthly contributions to Nursery & Garden News	Industry retailers/growers/allied/govt departments	1,250
Trade promotion at GES	Growers, Wholesalers, Allied, students	1,200

## Industry Engagement

### BSDO & IDO Accessibility

- Please detail how the State Association communicated the availability of support from Business Skills Development Officers and Industry Development Officers for the whole industry – members and non-members.  
**Communication with wider industry through Trade Days, workshops, Trade Events (GES, ABC, Cental Coast Springtime Flora).**
- App 2 – State Quarterly Reporting Template requires the State Association to report on the number of individual contacts made with businesses to support their development. This type of contact in this regard is personalised and could include: phone calls, face to face meetings, onsite visits, letter, email or fax communications. It does not include broadcast emails or mailing list communications.
  - **Summary Record Sheets of each 'contact' including member and non-member contacts and other statistical data are provided in State monthly reports: BSDO Activity Reports, Key Project Reports for June, July, August 2009 (attached in RMW folder Q1).**

<b>Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Stand at Trade Day monthly	Industry-wide retailers/landscapers/suppliers	270
Monthly contributions to Nursery & Garden News	Industry retailers/growers/allied/govt departments	1,250
Promotions at workshops	Retail/wholesale	78
Onsite visits	Retail/Wholesale	

### IDO National Policy Role

- Detail the National Policy Role and name the person who is the State representative for this role.
- **Michael Danelon, Water**
- In your summary detail how industry, nationally, has benefited from the participation of this person in the relevant policy meetings.

There were no formal meetings under the NGIA Water Policy during this quarter.

Liaising with:

**CRC Irrigation Futures**

- Key opportunities are to work on urban water road show in 2010 and link possible speakers with NGIA conference in Darwin. Zone leader in this area to apply some of the research work and commercial activities in urban water monitoring, sms evaporation levels, pond covers and smart metering.

**HAL Horticulture Water Initiative**

- After several years the HAL HWI group is looking at developing a water policy for levied urban industry representatives.
  - Will be coordinated by program leader and support from NGI representatives as key industry impacted.

- Using the table below provide details of meetings, conferences and workshops attended and attach copies of the IDO meeting reports and minutes.
- Using the table below provide details of communication activities undertaken to inform and benefit the industry nationally in relation to your national policy role.

<b>National Policy Activity</b>	<b>Date</b>

<b>National Promotional Activity for Policy Role</b>	<b>Audience</b>	<b>Reach</b>

**Other national levy initiatives**

- Please detail here any other activities undertaken by the State Association to promote other national levy initiatives not specifically mentioned in the above section.

## Training & Recognition

### Training

- Provide an overview of the training activities and the outcomes and benefits to industry accruing and measured.
  - **All this information has been submitted to the National Training Co-ordinator in specific reports. Further details on publicity, promotional activities and general comment are in the folder.**
- In order to avoid duplication, figures provided to the Training Coordinator in their regular contact with you, will be forwarded to HAL. State Associations are required to advise of all workshops in accordance with the Training Plan submitted.
  - Funding for training will be allocated in accordance with the Training Funding Guidelines as amended from time to time.
  - **Funding requests have been submitted as required.**
  -
- In the table below, please list ALL workshops delivered by the State Association in the quarter. Also, please list details of other training activities such as field days, seminars etc.
  - **See spreadsheet NGINA Quarterly Training Summary April to June 2009 for summary of all workshops held during this period.**

Training Workshop/Activity	Audience	Dates	Attendees

### CNP Extension

- Provide an overview of the activities held for CNP and the outcomes and benefits to industry accruing and measured.
- Advertising in N&G News
- Promotion at all workshops
- Promotion at Trade Day
- Promotion to consumers at the Sydney Royal Easter Show [all in folder]
- Promotional activities should relate to the benefits of being a CNP and encourage participation in the program. Promotional activities in this section do not relate to the inclusion of CNP points on workshop materials.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.
- **All in folder.**

CNP Promotional Activity	Audience	Reach
Stand at Trade Day monthly	Industry-wide retailers/landscapers/suppliers	270
Monthly contributions to nursery and Garden News	Industry Retailers/growers/allied/govt. departments.	1,250
Promotions at workshops	Retail/wholesale	78
Consumer promotion at Royal Easter Show	Consumers	15,000

### Career Pathways

- Provide an overview of the activities held to promote the Nursery & Garden Industry as a career option and the reaction to this activity eg, phone enquiries, industry businesses allowing work experience for students etc
  - **Provided input to the industry training package revision**
  - **Promote Careers brochure at all workshops and Trade Days**
  - **Promotion of careers brochure at Trade Day.**
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.
- **Material in folder.**

<b>Career Pathways Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Stand at Trade Day monthly	Industry wide. Retailers/landscapers/suppliers	270
Promotions at workshops	Retail/wholesale	78

## Program Support

### Nursery & Garden Industry Awards

- Provide an overview of the activities held for the Nursery & Garden Industry Awards and the outcomes and benefits to industry accruing and measured.
- **Participated on Awards committee to formulate 2010 Awards package.**
- **Primary contact for NSW/ACT on national and state awards which ensures publicity and promotion of awards.**
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.
- **Targeted potential entrants with Awards 2010 brochures and encouragement to enter as below. Prepared support material to go out in July. [report next quarter].**
  - **See attached**

Awards Promotional Activity	Audience	Reach
Stand at Trade Day monthly	Industry wide Retailers/landscapers/suppliers	270
Promotions at workshops	Retail/wholesale	78

### National Conference & Exhibition

- Provide an overview of the activities held for the National Conference & Exhibition and the outcomes and benefits to industry accruing and measured..
  - **Limited activity in this period**
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.
- **Comprehensive coverage of entire conference in April Nursery and Garden News, copies of which are in the folder.**

Conference Promotional Activity	Audience	Reach
Comprehensive coverage in editorial and pictorial section in April Nursery and Garden News.	Industry Retailers/growers/allied/govt. departments.	

### Special Interest Group (SIG) Facilitation

- Provide an overview of the Special Interest Group (SIG) meetings/workshops facilitated by the State Association including: *Tree & Shrub, Retail Groups, Allied Trade, Women in Horticulture, NextGen, etc* and the outcomes and benefits to industry accruing and measured.. You should include the number of attendees, speakers, venues, details on how the success of these functions was promoted and any cross promotion of national industry initiatives.
- **Minutes for these minutes attached**
- Provide a table for each meeting facilitated and the promotional activity conducted. This includes copies of articles, emails, faxes, photos of events, invoices etc.

Special Interest Group: Business Benchmarking	Audience	Reach
<b>This is an outcome of Taking Control of your Finances Workshop – it is ongoing.</b>	Mainly growers, some retailers	17
Meetings have taken place for Shrub and Tree Group, ANTS and Nextgen	Minutes in hard copy	

### Environmental Extension

- Provide an overview of the activities held for CNP and the outcomes and benefits to industry accruing and measured.. This could include initiatives such as:
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.
- Provide an overview of the activities held for EEXT and the outcomes and benefits to industry accruing and measured. This could include initiatives such as:
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc. [In folder]

Environmental Promotional Activity	Audience	Reach
Stand at trade Day monthly	Industry – wide Retailers, landscapers and suppliers	270
Monthly contributions to Nursery & Garden News	Industry Retailers/ growers/ allied/govt. departments	1,250

### Life is a Garden promotion

- Provide an overview of the activities held for Life is a Garden and the outcomes and benefits to industry accruing and measured.. This could include initiatives such as Newspoll research promotion, support of seasonal campaigns such as Christmas, Mother's Day and Spring.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.
- **Major extension of Life is a Garden Centre at the Sydney Royal Easter Show [in folder].**

Life is a Garden Promotional Activity	Audience	Reach
Stand at Trade Day monthly	Industry wide Retailers/landscapers/suppliers	270
Monthly contributions to Nursery And Garden News	Industry Retailers/growers/allied/govt. departments.	1,250
Promotion at workshops	Retail/wholesale	78
Onsite visits	Retail/wholesale	

## Industry Engagement

### BSDO & IDO Accessibility

- Please detail how the State Association communicated the availability of support from Business Skills Development Officers and Industry Development Officers for the whole industry – members and non-members.
- **Communication with wider industry through Trade Day and workshops**
- Communication with wider industry through Trade Days and workshops
- App 2 – State Quarterly Reporting Template requires the State Association to report on the number of individual contacts made with businesses to support their development. This type of contact in this regard is personalised and could include: phone calls, face to face meetings, onsite visits, letter, email or fax communications. It does not include broadcast emails or mailing list communications.
- Summary Record Sheets of each 'contact' should be provided in support of your figures. This sheet should identify member and non-member contacts.
- Summary Record Sheets of each 'contact' including member and non member contacts and other statistical data are provided in state Monthly Reports; BSDO activity reports, key Project Reports for April, May and June, 2009 [attached ]

Promotional Activity	Audience	Reach
Stand at Trade Day monthly	Industry –wide Retailers/landscapers/suppliers	270
Monthly contributions to Nursery and Garden News	Industry Retailers/growers/allied/government departments	1,250
Promotions at workshops	Retail/wholesale	78
Onsite visits	Retail/wholesale	

### IDO National Policy Role

- Detail the National Policy Role and name the person who is the State representative for this role.
- In your summary detail how industry, nationally, has benefited from the participation of this person in the relevant policy meetings.
- **There were two formal meetings under the NGIA water Policy during this quarter.**

#### Meeting for:

#### CRC Irrigation Futures Planning Meeting 6/7 April, 2009.

- Refer to meeting agenda
- **Key opportunities are to work an urban Water road show in 2010. Zone leader in this area to apply some of the research work and commercial activities in urban water monitoring, sms evaporation levels, pond covers and smart metering.**

#### HAL horticulture water Initiative meeting during 17-18 June, 2009

- Refer to minutes. Agenda sent via hard copy only and to Robert Pince.
- **After several years the HAL HWi group is looking at developing a water policy for levied urban industry representatives.**
- **Will be coordinated by program leader and support from NGI representatives as key industry impacted.**

Using the table below provide details of meetings, conferences and workshops attended and attach copies of the IDO meeting reports and minutes.

- Using the table below provide details of communication activities undertaken to inform and benefit the industry nationally in relation to your national policy role.

<b>National Policy Activity</b>	<b>Date</b>

<b>National Promotional Activity for Policy Role</b>	<b>Audience</b>	<b>Reach</b>

<b>Other national levy initiatives</b>
--

- Please detail here any other activities undertaken by the State Association to promote other national levy initiatives not specifically mentioned in the above section.

# State Association Quarterly Report

## Q1 2009-10

		1 Jul-30 Sep	1 Oct - 31 Dec	1 Jan - 31 Mar	1 Apr - 30 Jun	TOTAL
<b>Accreditation &amp; Certification</b>						
<b>NIASA - Production &amp; Growing Media Accreditation</b>	MJD					
# NIASA Businesses (start of quarter)		39				
# NIASA Businesses (end of quarter)		39				
Net increase/decrease		0				
Businesses engaged with NIASA not yet accredited		15				
Number of audits conducted		5				
Manuals Sold		0				
Number of SNAC Meetings		0				
<b>EcoHort Certification</b>						
Audits conducted by: (Insert Initials)	MJD					
# NIASA Businesses EcoHort Certified (start of quarter)		4				
# NIASA Businesses EcoHort Certified (end of quarter)		5				
Net increase/decrease		1				
Businesses engaged with EcoHort not yet certified but are NIASA		9				
Businesses engaged with EcoHort not certifiable (ie not NIASA)		3				
Number of certification audits conducted		3				
Manuals Sold		0				
<b>BioSecure HACCP Certification</b>						
Audits conducted by: (Insert Initials)	MJD					
# NIASA Businesses Biosecure HACCP Certified (start of quarter)		0				
# NIASA Businesses Biosecure HACCP Certified (end of quarter)		0				
Net increase/decrease		0				
Businesses engaged with BioSecure HACCP not yet certified by are NIASA		5				
Businesses engaged with BioSecure HACCP not certifiable (ie not NIASA)		2				
Number of certification audits		0				
Manuals Sold		0				
<b>AGCAS - Retail Accreditation</b>						
Audits conducted by: RMW	RMW					
# AGCAS Businesses (start of quarter)		31				
# AGCAS Businesses (end of quarter)		31				
Net increase/decrease		0				
Businesses engaged with AGCAS not yet accredited		16				
Number of audits conducted		6				
Manuals Sold		2				
Number of SAAC Meetings		0				
<b>Training &amp; Recognition</b>						
<i>In an effort to avoid doubling up of information, the Training Coordinator will contact each State regularly seeking the figures below. These figures will be used for reporting to HAL</i>						
<b>Training</b>						
# of Workshops conducted		6				
Total workshop attendance		54				
# planned for next reporting period		19				
# planned workshops where funding will be requested		19				
# of workshops where CNP points were allocated		6				
# of other training activities		0				
Training plan provided	Yes					
<b>CNP Extension</b>						
<i>In an effort to avoid doubling up of information, the CNP Coordinator will provide these figures for reporting to HAL</i>						
# of CNP's in State (start of quarter)		100				
# of CNP's in State (end of quarter)		102				
# of CNP's due for renewal this quarter		8				
# of CNP's renewed this quarter		6				
# of promotional activities conducted		3				
<b>Career Pathways</b>						
# of promotional activities conducted		2				
# of employment opportunities on National Career Pathways website		15				
<b>National levy initiatives</b>						
<b>Nursery &amp; Garden Industry Awards</b>						
# of promotional activities conducted		2				
# of attendees State Awards Night						
<b>National Conference &amp; Exhibition</b>						
# of promotional activities conducted						
# of delegates from State						
<b>Special Interest Group (SIG) Facilitation</b>						
# of promotional activities conducted		3				
# of meetings/workshops facilitated		3				
<b>Environmental Extension</b>						
# of promotional activities conducted						
<b>Supporting documents provided</b>						
<b>BSDO accessibility</b>						
BSDO contact with engaged retailer		47				
BSDO contact with non-engaged retailer		35				
BSDO contact with engaged production or growing media business		47				
BSDO contact with non-engaged production or growing media business		30				
<b>IDO accessibility</b>						
IDO contact with engaged retailer		1				
IDO contact with non-engaged retailer		0				
IDO contact with engaged production or growing media business		45				
IDO contact with non-engaged production or growing media business		5				
<b>IDO - National Policy Roles</b>						
<i>These activities are contracted for 08/09. In 09/10 these activities will be outcome funded</i>						
# of meetings attended		1				

## APPENDIX 8

### Samples of NGINA 4<sup>TH</sup> Quarter Activities

# Occupational Health and Safety Update



By the Assistant and Commissioner

## Mitigating the risk of working on ladders is safe below a certain height

There is a common belief that working on ladders is safe below a certain height. This is not true. Working on ladders is a high risk activity and should be avoided wherever possible.

Employers should ensure that workers are trained in the correct use of ladders and that ladders are inspected regularly for safety.

Workers should be instructed to use ladders safely and to avoid working on ladders for extended periods of time.

Employers should also ensure that workers are provided with adequate training and supervision.

- ensure ladders are inspected before use
- ensure ladders are used correctly
- ensure ladders are used on level ground
- ensure ladders are used for the correct purpose
- ensure ladders are used for the correct duration
- ensure ladders are used for the correct height
- ensure ladders are used for the correct width

## Fraud Doers' Pay

Workers who are found guilty of fraud will be liable for the payment of a fine or imprisonment or both. The maximum fine is R100 000 and the maximum imprisonment is 10 years.

Employers should ensure that workers are aware of the consequences of fraud and that workers are provided with adequate training and supervision.

Workers should be instructed to report any suspected fraud to their employer or the relevant authorities.

## Asbestos Removal Regulations

Workers who are involved in the removal of asbestos must be trained in the correct use of asbestos removal equipment and must wear appropriate personal protective equipment (PPE).

Employers should ensure that workers are provided with adequate training and supervision and that workers are provided with appropriate PPE.

## I wouldn't be dead for quiet

Workers who are exposed to noise should be provided with adequate training and supervision and should wear appropriate PPE. Employers should also ensure that workers are provided with adequate training and supervision.

Under the current provisions of working conditions, a worker is entitled to a minimum wage of R180 000 per annum. This is subject to the provisions of the relevant collective agreement.

## Commonwealth Government and WorkCover sharing information

The Commonwealth Government and WorkCover are sharing information to improve the safety of workers. This will help to identify and prevent workplace accidents and injuries.

## Upcoming training courses

Date	Course Name	Location
4 June	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (Practitioner with training for 10 days)
10 June	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
17 June	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
24 June	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
1 July	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
8 July	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
15 July	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
22 July	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
29 July	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
5 August	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
12 August	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
19 August	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
26 August	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
2 September	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
9 September	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
16 September	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
23 September	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
30 September	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
7 October	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
14 October	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
21 October	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
28 October	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
4 November	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
11 November	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
18 November	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
25 November	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)
2 December	OSHS Training Manual Handling Hazardous Substances	Stellenbosch (10 days)

The above dates are subject to change. Please contact the relevant authority for more information.

For more information, please contact the relevant authority. Contact details are available on the website.

# NGINA Business Skills Workshop Program

Coming your way soon.....

## 4 Steps to Success

1. Have a look through these great Training Courses
2. Select those in which you and/or your staff are interested
3. Mark the dates in your diary
4. Contact the Association for further information or registration forms

Nursery & Garden Industry, NSW & ACT

Ph: 02 9679 1472 Email: info@ngina.com.au

## Human Resources

### Creating Excellent Customer Service

Roger Simpson, Productivity Increase Group

Sales are the fundamental life blood of any business. In fact nothing happens until a sale is made. The success of this transaction and any repeats of it, depend almost entirely on the way it is carried out by salespeople. This workshop will run in two 4 hour sessions: one for wholesalers which focuses on relationship building with customers at a business to business level (growers, propagators, breeders); the other is for retailers where shop floor service techniques will improve sales levels and build consumer loyalty.

Retailers 9am-1pm Tuesday 21st April 2009

Growers 2pm-6pm Tuesday 21st April 2009

Venue: Hornsby RSL

4CNP points for each session



## Business Management

### Take Control of your Finances

Dr Helen Bowers & John Bowers FCPA (Bowers Bryden & Associates)

Dwindling margins and market pressures are forcing growers and retailers to look closely at their financial affairs. Learn how to: understand the fundamentals of profit and financial operating cycles; interpret statements of accounts; calculate basic business ratios; understand budgeting and cash management; minimise seasonal impacts on cash flow; and use benchmarks as management tools. Includes case studies.

3.00pm-4.00pm Thursday 21st May,  
Nursery Industry House,

Rouse Hill

\$36 pp for NGINA, NextGen & CNP members (\$24 pp for 2nd person); \$52 pp for non-members (includes GST, refreshments and workshop materials)

3 CNP points



## Business Management

### Costing For Profit

Andy Cameron - Nursery Management Systems

Learn the true costs of the products you sell. You will learn how to calculate the costs for materials, equipment and labour used in production and retail nurseries. Using the cost information assessed in the workshop you will be able to determine a pricing policy for the sale of plants. Finally you can allocate all dollars invested in the nursery to its products to determine if there has been an acceptable return on effort and investment.

8.30am - 1.00pm Thursday 11 June,

Hornsby RSL

4 CNP points



## Business Management

### Make your Website work for you

This workshop is ideal for anyone who has a website and wants to make it more effective. Learn strategies to: improve website presentation, content and function; attract more visitors to their website and convert them into customers; optimise effectiveness of search engines; understand on-line payment process and privacy issues.

12.00pm - 5pm Thursday 30th April  
Nursery Industry House

Rouse Hill

\$35 pp for NGINA, NextGen & CNP members \$50 pp for non-members (includes GST, sandwiches on arrival, refreshments and workshop notes)

5 CNP points



## Compliance OHS

### OHS Workshop

Ron Widman, OHS Officer NGINA

How to implement risk management and consultation in your business. Techniques to improve Manual Handling that will reduce your risk of costly WorkCover claims. A practical approach to Dangerous Goods that is not covered in other training. Participants will do a risk assessment on dangerous goods and write the Safe Work Method Statement and a competency assessment will be carried out on all the participants.

Full Day Thursday 4th June  
Full Day Wednesday 10th June  
Full Day Friday 12th June  
Full Day Thursday 25th June

Rouse Hill  
Batemans Bay  
Tathra  
Ballina

6 CNP points



## Technical

### Environmental Management for Garden Centres

Dr Anthony Kachenko, NGIA

This workshop provides retail garden centre owners and managers with the skills, knowledge and practical tools to implement an Environmental Management System (EMS) in their business. It is industry-specific tool to assist owners in identifying risks and creating an action plan to implement an EMS. As a valuable marketing tool with retail customers. Features a mix of theory and practical case studies.

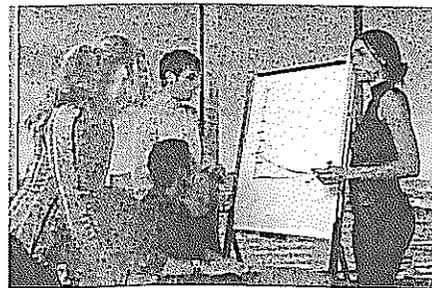
Venue to be confirmed

Newcastle

\$60pp NGINA, NextGen & CNP members  
\$40pp for additional attendees and students  
\$90pp for non members

Includes GST, light lunch, refreshments and work book

6 CNP points



## Compliance OHS

### Senior First Aid

Medicare (other approved providers may be used)

This course will ensure your workplace is equipped to handle emergencies needing first aid treatment. It is relevant to nurseries, WorkCover approved and valid for 3 years upon successful completion of assessments. It deals with: scene approach and safety; standard actions for all patients; CPR; care of the unconscious casualty; shock and bleeding plus many other medical emergencies.

8.00am - 4.30pm Tuesday 26th May  
Nursery Industry House

Rouse Hill

\$70 pp for NGINA members  
\$160 pp for non-members (includes GST, refreshments & handbook)

6 CNP points



## Technical

### Waterwork for Production Nurseries

Bill Yasoumi, NSW DPI & Michael Danelon, NGINA

This revised NGIA Waterwork course runs over 2 days, consists of theory and practical elements and is delivered in 3 modules:

1. Water supply, treatment and disinfection; water quality; irrigation requirements for optimum growth.
2. Fundamentals of irrigation systems; water use efficiency and matching systems to optimise plant needs.
3. Site assessment, drainage and recycling; drainage system design and hydraulics.

8.30am to 5.00pm Tuesday 31st March & Thursday 2nd April

Nursery Industry House,

Rouse Hill

\$195 NGINA members  
\$145 additional attendees and students  
\$245 for non members

6 CNP points per day



Technical courses to come in June:

18th June Time Management - Hornsby

23rd June Garden Design Insights - Hornsby

Watch for promotional flyers on these and other courses coming up.

For further information phone NGINA on 02 9679 1472 or Bob Wynyard on 0400 112 936.



Know-how for Horticulture™

Nursery & Garden Industry  
NSW & ACT

# Occupational Health and Safety

By Ron Widman, OHS Co-ordinator, NGSMA



## Smoke Detectors

If you did not change your smoke detector batteries when daylight saving came in then you should change them now that daylight saving has ceased. It's just insurance for a very small cost that just may save your life and your property.

It is the law to have a smoke detector if someone sleeps at the premises.

## Communication and Consultation



It's also the law to consult with the employees on health, safety and welfare issues.



Do you have a good team and are all your procedures in place so that every member of the team knows their role.

Monthly staff meetings that involve all employees are recommended, with agenda and minutes of the meetings recorded. This will satisfy the requirements of the OHS Act 2001.

## Positive Feedback is always good

Thanks to Lee Engler from New England Garden World who attended the OHS Seminar, Manual Handling and Dangerous Goods workshops on 25 March at Coff's Harbour for his comments that it was one of the best workshops he has attended.

Also thanks to Chris Healy from Nursery Traders for his positive comments in his recent email to Sharon Ible in NGSMA as quoted in part:

"Just willing to say thanks for the Manual Handling Course that you ran on 11th Feb at the Pacific Pines Golf Course. As you know, we sent the entire merchandising team as well as myself, the course was very informative and Ron Widman's delivery was well received. I was particularly impressed with the practical component as it highlighted to all many of the things we do ordinarily which could pose a hazard.

Thank you also for arranging for Ron to perform an on-site Workplace Health & Safety Audit here. Since completing the course, we are implementing an improved WH&S Management System from what we have learned. Ron's report is an invaluable tool to ensure we are "on track" and to be able to prioritise our OHS goals."

## Reviews

The OHS reviews I conduct of your nursery are still the best way to get a quick update of what you may need to address. If you had a review a few years ago it may be time for a follow up.

Give me a call now as I may be in your area and able to fit you in on one of my trips or during days. It is important to register as I try to do the oldest requests list.

## Senior First Aid



It must be the month for Robt on the back. Thanks again for the positive feedback from Robert Parter of Golden Gates Nursery in an email to CEO Mike Stegg, as quoted in part:

"Just wanted to let you have some feedback on the recent first aid course I attended on Friday at NGSMA.

I have been attending a Senior First Aid course every three years for quite some time now so that I can keep up my accreditation but more importantly so that I could render (useful) assistance if ever called upon to do so.

I have got to say this course run by Emma for Medicare was outstanding in every way. It was full-on in content with no wasted time. Emma was a highly professional and confident presenter and delivered the course in an easy to follow and interesting manner. Emma cared about what the delegates and obviously very talented in her vocation. Having a practical paramedic teach is really fantastic and in my view is the only way to do a first aid course.

This course was indicative of the high standard of professionalism and value we have come to expect from NGSMA organised events.

Thanks so much for making this happen."

In NSW, because of the WorkCover grant, the OHS Seminars are free to all attendees. There is a non-NGSMA member charge of \$95 for the Manual Handling and \$75 for the Hazardous Substances sessions. Of course these are free to members as part of the Association's service.

The Senior First Aid course charges are \$70 for members and \$160 for non-members for this one day course that is accredited for 3 years.

## Upcoming training courses

Date	Course	Location
13 May	Manual Handling	Townsville
26 May	Senior First Aid	Rouse Hill
27 May	Manual Handling	Cairns
4 June	OHS Seminar Manual Handling Hazardous Substances	Rouse Hill
10 June	OHS Seminar Manual Handling Hazardous Substances	Batemans Bay
12 June	OHS Seminar Manual Handling Hazardous Substances	Tahira
24 June	Senior First Aid	Milunging
25 June	OHS Seminar Manual Handling Hazardous Substances	Bellina
14 July	OHS Seminar Manual Handling Hazardous Substances	Tamworth
16 July	OHS Seminar Manual Handling Hazardous Substances	Port Macquarie
21 July	Manual Handling	Rockhampton
4 August	OHS Seminar Manual Handling Hazardous Substances	Rouse Hill
12 August	OHS Seminar Manual Handling Hazardous Substances	Tweed Heads
9 September	OHS Seminar Manual Handling Hazardous Substances	Conberra
8 October	OHS Seminar Manual Handling Hazardous Substances	Rouse Hill
14 October	OHS Seminar Manual Handling Hazardous Substances	Taree
10 Nov	OHS Seminar Manual Handling Hazardous Substances	Heathorn
2 December	OHS Seminar Manual Handling Hazardous Substances	Rouse Hill

Please contact Sharon Ible in NGSMA for castings and courses in Queensland.

CNP accreditation points are awarded for these courses

Keep safe

www.nurserybenches.com.au

# Improving customer relations a hot topic for growers

By Bob Wynyard, CNP, BSDO, NGINA

Two workshops held in Sydney recently addressed the issues of customer service for retailers and building customer relationships for growers. For what on the surface appeared to be a retail topic, the first strange twist occurred when registration favoured growers over retailers by three to one! The presenter was popular sales consultant Roger Simpson from Productivity Increase Group – Roger had spoken with much enthusiasm at last year's national conference.

The workshops were tailored to suit each group and the retail stream which was held first was a great success. Covering the intricacies of speech, observation and listening, the group were reminded what a big role the latter plays in our communication in all walks of life. The Mystery Shop of Westfield Hornsby at the end of the session gave everyone a chance to experience first hand the sort of service on offer. Basically only 20% of shops surveyed came even close to meeting all the criteria!

The grower group was an entirely different event, built around a lot of group discussion looking at:

- Points of difference
- Increasing sales to existing customers
- Helping your customers to be more successful
- Pitching for new business
- Action plans

These have all been collated and put into a checklist which has been circulated to all participants. Here are a selection of the highlights.

## Checklist to help your customers succeed

### Finding new customers

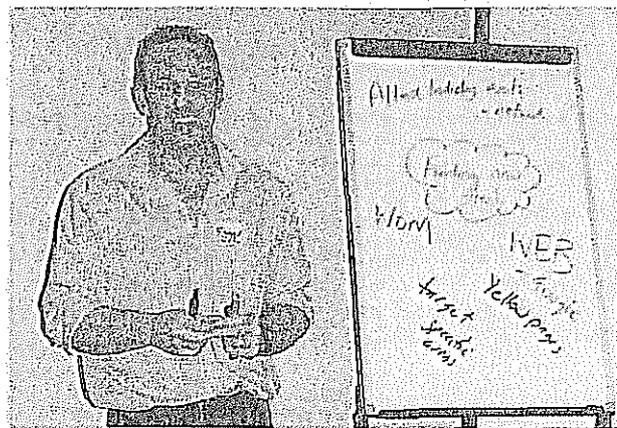
- Attend industry events and network
- Develop website - make sure Google works for you
- Hold open days

### Preparation

- Develop your 'brand' or business philosophy and clearly define your points of difference.
- Determine client's needs - start building a relationship by visiting and talking to gather information, share ideas and improve communication.
- Investigate what's missing in current product ranges – can we fix it?

### Communication

- Key staff must have good communication skills to build relationships and close sales.
- Provide fact-based incentives as motivations to buy, including statistics on sales trends, how a product can improve sales and GP as well as endorsements from non-competing buyers.
- When making claims on service do what you say you are going to do.



### Product

- Define features and benefits of your plants and explain why your product is superior, different, etc.
- Develop different varieties, grades, pots to avoid price comparisons
- Understand supply chain issues and provide evidence that you can supply on time and in full – at the same time show flexibility in meeting client needs.

### Presentation

- Labels must be eye catching and promotional material must have excellent graphics.
- Use the opportunity to strengthen the relationship by offering to demonstrate and educate staff on any new products.
- Supply point of sale material and be prepared to put it up yourself

### Marketing Support

- Provide display plants – it's great support, especially for smaller plants
- Help with advertising, especially by making product available for magazines or on TV
- Assist client to understand, promote and merchandise your products with information stands, displays, demonstration gardens, signage, workshops and talks to end users.

### Technical Support

- Provide technical and cultural support material with products.
- Offer to provide technical after-sales support on all products
- Offer to educate client, including staff members and 'end user' groups.

This workshop will be run again in July, taking on board some of the excellent feedback which has been received to take it to greater heights. Please keep a look out for it if you wish to attend.



# Occupational Health and Safety Update



By Ron Widman, OHS Coordinator NGINA

## Myth: "Working on ladders is safe below a certain height"

There is no safe height to work from on a ladder. Ladders should really only be used for access purposes or light maintenance and construction work. Prior to any work commencing an employer must identify, assess and control any risks associated with work being carried out.

In some instances it may not be appropriate to use a ladder, rather such things as scaffolding, work platform, scissor lift or elevated work platform will need to be considered.

Where there is a risk of falls clause 56 of the OHS Regulation 2001 also provides information relating to management of falls.

All Terrain Vehicles (also known as Quad bikes)

Employers and those who operate ATV's should:

- ensure employees are trained in the safe use of ATV's
- supervise new operators until they are competent as ATV's require different skills to motorbikes
- ensure approved safety helmet, boots and protective clothing are worn
- not use ATV's in dangerous areas such as steep or rough terrain
- not carry passengers unless the ATV is specifically designed for this
- be over 16 years of age

## Fraud Doesn't Pay

In one of the largest workers' compensation fraud cases to be investigated in NSW, a Western Sydney man who defrauded the NSW Workers Compensation Scheme of \$363,542 over a four year period was convicted and jailed with a non parole period of three years and three months.

Fraud impacts unfairly on both employers and workers by placing an unnecessary burden on the NSW Workers Compensation System.

If you or anyone you know is aware of acts of workers compensation fraud don't hesitate to contact WorkCover NSW Fraud Hotline on 4321 5755.

## Asbestos Removal Regulations

A reminder that from 1 January 2008 the threshold for the removal, repair and disturbance of bonded asbestos was reduced to 10 square metres.

Under the changes, work that involves the removal of 10 square metres or more of bonded asbestos material will need to be performed by appropriately licensed operators.

## I wouldn't be dead for quids!

Changes to the State's workers compensation laws recently passed through Parliament will increase the compensation paid where a person dies because of their work and provide greater financial security for affected families.

Under the changes, families of workers who die as a result of a workplace injury or illness will now be eligible for lump sum payments of up to \$425,000 – an increase of 23%. In addition, if a deceased worker has no dependents, the lump sum will now be paid to the worker's estate.

## Commonwealth Government and WorkCover sharing information

Under new arrangements WorkCover will use information provided by the Commonwealth on the number of visa workers, the nature of their work and any workplace incidents to ensure that all foreign workers are aware of their rights, responsibilities and entitlements under NSW workplace safety and workers compensation laws.

## Upcoming training courses

Date	Course	Location
4 June	OHS Seminar Manual Handling Hazardous Substances	Rouse Hill - (A physiotherapist will be conducting the Manual Handling session)
10 June	OHS Seminar Manual Handling Hazardous Substances	Batemans Bay
12 June	OHS Seminar Manual Handling Hazardous Substances	Tathra
24 June	Senior First Aid	Mittagong
25 June	OHS Seminar Manual Handling Hazardous Substances	Balling
14 July	OHS Seminar Manual Handling Hazardous Substances	Tamworth
16 July	OHS Seminar Manual Handling Hazardous Substances	Port Macquarie
21 July	Manual Handling	Rockhampton
6 August	OHS Seminar Manual Handling Hazardous Substances	Rouse Hill
12 August	OHS Seminar Manual Handling Hazardous Substances	Tweed Heads
9 September	OHS Seminar Manual Handling Hazardous Substances	Canberra
8 October	OHS Seminar Manual Handling Hazardous Substances	Rouse Hill - (A physiotherapist will be conducting the Manual Handling session)
14 October	OHS Seminar Manual Handling Hazardous Substances	Taree
10 Nov	OHS Seminar Manual Handling Hazardous Substances	Hexham
2 December	OHS Seminar Manual Handling Hazardous Substances	Rouse Hill

The OHS Workshops are free to all members and their staff. There is a charge of \$170.00 for non members.

Give Nadine a call on 9679 1472 and negotiate how to put all your employees through this training. Special sessions can be arranged on site or in your region.

# NGINA Business Skills Workshop Program

Coming your way soon.....



## 4 Steps to Success

1. Have a look through these great Training Courses
2. Select those in which you and/or your staff are interested
3. Mark the dates in your diary
4. Contact the Association for further information or registration forms

Nursery & Garden Industry, NSW & ACT

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## Sales and Marketing

### Creating Excellent Customer Service

Roger Simpson, Productivity Increase Group

Sales are the fundamental life blood of any business. In fact nothing happens until a sale is made. The success of this transaction and any repeats of it, depend almost entirely on the way it is carried out by salespeople. This workshop will run in two 4 hour sessions; one for wholesalers which focuses on relationship building with customers at a business to business level (growers, propagators, breeders); the other is for retailers where shop floor service techniques will improve sales levels and build consumer loyalty.

Tuesday and Wednesday 28th & 29th July 2009

Venue: Details to be finalised

4CNP points for each session



## Business Management

### Take Control of your Finances

Dr Helen Bowers & John Bowers FCPA (Bowers Brydan & Associates)

Dwindling margins and market pressures are forcing growers and retailers to look closely at their financial affairs. Learn how to: understand the fundamentals of profit and financial operating cycles; interpret statements of accounts; calculate basic business ratios; understand budgeting and cash management; minimise seasonal impacts on cash flow; and use benchmarks as management tools. Includes case studies.

July: Details to be advised.

\$36 pp for NGINA, NextGen & CNP members (\$24 pp for 2nd person). \$52 pp for non-members (includes GST, refreshments and workshop materials)

3 CNP points



## Sales and Marketing

### Garden Design Insights

Judith Steijpen, Gardens, Balconies and Beyond

Succeeding in today's garden retailing environment hinges on selling not just a "product" but a whole package of related items. This workshop explains the basic elements of garden design and how plant combinations should be in harmony with each other and the overall style of the garden. The activities covered support retail garden centres to better discuss and advise customers on basic garden design. Attendees should walk away better equipped to sell a whole garden .... not just a plant!

8.30am to 2.30pm Tuesday 23rd June 2009  
Hornsby RSL

Further Details to follow

6 CNP points



## Business Management

### Costing For Profit

Andy Cameron - Nursery Management Systems

Learn the true costs of the products you sell. You will learn how to calculate the costs for materials, equipment and labour used in production and retail nurseries. Using the cost information assessed in the workshop you will be able to determine a pricing policy for the sale of plants. Finally you can allocate all dollars invested in the nursery to its products to determine if there has been an acceptable return on effort and investment.

8.30am - 1.00pm Thursday 11 June,

Hornsby RSL

4 CNP points



## Compliance OHS

### OHS Workshop

Ron Widman, OHS Officer NGINA

How to implement risk management and consultation in your business. Techniques to improve Manual Handling that will reduce your risk of costly WorkCover claims. A practical approach to Dangerous Goods that is not covered in other training. Participants will do a risk assessment on dangerous goods and write the Safe Work Method Statement and a competency assessment will be carried out on all the participants.

Full Day Thursday 4th June  
Full Day Wednesday 10th June  
Full Day Friday 12th June  
Full Day Thursday 25th June  
Full Day Tuesday 14th July  
Full Day Thursday 16th July

Rouse Hill  
Balemans Bay  
Tahira  
Ballina  
Tamworth  
Port Macquarie

6 CNP points



## Technical

### Environmental Management for Garden Centres

Dr Anthony Kachenka, NGIA

This workshop provides retail garden centre owners and managers with the skills, knowledge and practical tools to implement an Environmental Management System (EMS) in their business. It is industry-specific tool to assist owners in identifying risks and creating an action plan to implement an EMS. As a valuable marketing tool with retail customers. Features a mix of theory and practical case studies.

July, to be advised

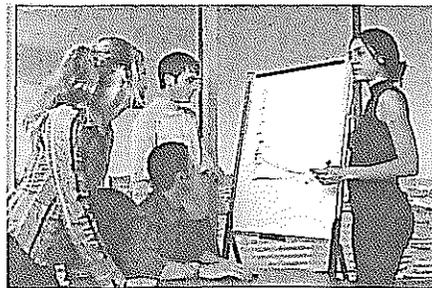
Nursery Industry House

Rouse Hill

\$60pp NGINA, NextGen & CNP members  
\$40pp for additional attendees and students  
\$90pp for non members

Includes GST, light lunch, refreshments and work book

6 CNP points



## Compliance OHS

### Senior First Aid

Medicare (Other approved providers may be used)

This course will ensure your workplace is equipped to handle emergencies needing first aid treatment. It is relevant to nurseries, WorkCover approved and valid for 3 years upon successful completion of assessments. It deals with: scene approach and safety; standard actions for all patients; CPR; care of the unconscious casualty; shock and bleeding plus many other medical emergencies.

8.00am - 4.30pm Wednesday 24th June  
Mittagong RSL

Mittagong

\$70 pp for NGINA members

\$160 pp for non-members (includes GST, refreshments & handbook)

6 CNP points



## Human Resources

### Time Management - Achieving more by doing less

Geoff Williams, Manager Performance Systems

From time to time we all feel there's too much to do, not enough time to do it in, or both. You may lie awake at night wondering how on earth you can get through all the tasks in front of you - If only there was more time to (fit) it all in!

The good news is you can take control of your time and use it more effectively. Not only can you become more productive with less stress, often so can your whole team.

By mastering the techniques in this workshop you will effectively create more hours in your day - more time for work and more time to play!

8.30am to 12.30 pm Thursday 18 June

Sydney (location and other details to be notified)

4 CNP points per day



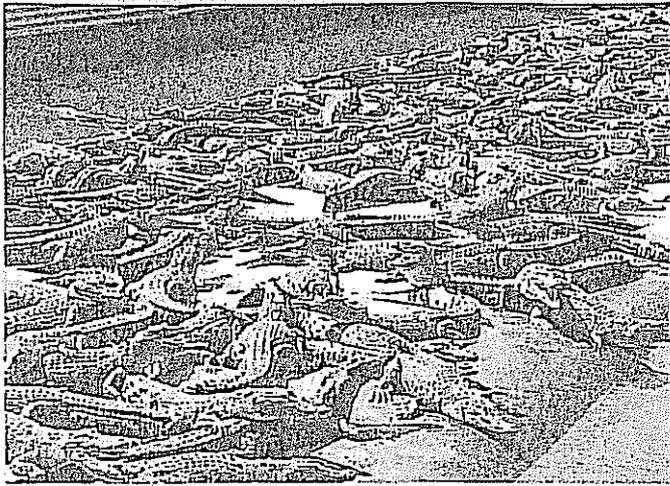
Watch for promotional flyers on these and other courses coming up.

For further information phone NGINA on 02 9679 1472 or Bob Wynyard on 0400 112 936.



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NSW & ACT



# Uniform OHS Laws across Australia



By Ron Widman, OHS Co-ordinator, NGINA

Each state will still administer the Act but it will be uniform across Australia. It will follow the Victorian model. On 18 May 2009 the Workplace Relations Ministers' Council (WRMC) agreed to a framework for uniform OHS laws which will address the disparate and inconsistent OHS laws across jurisdictions.

Overall, the provisions that will be included in the model OHS Act will lead to enhanced safety protections for Australian employees and greater certainty for employers.

The model OHS Act will include enhanced duty of care provisions so that all persons who conduct a business or undertaking will owe a duty of care to all workers and other persons. This will ensure that OHS legislation applies to all hazards and risks arising from the conduct of work.

The Act will maintain that breaches of duties of care are criminal offences to reflect the seriousness of non-compliance with a duty of care and will provide for significant penalties in OHS legislation.

It will recognise the importance of consultation in securing safe workplaces and provide for consultation obligations on the person conducting the business or undertaking.

The Act will provide protections from discrimination, victimisation and coercion over OHS matters which will go beyond what is currently available through anti-discrimination and other laws.

WRMC acknowledged that each jurisdiction will face changes in current OHS arrangements in order to achieve the goal of uniform OHS laws.

## Power Take-off Guard Rebate Program

The power Take-off Guard Program was launched in August 2005. It provides for up to one million dollars in rebates to NSW farmers, originally on a dollar for dollar basis (50%) but expanded to a full cost rebate, of up to \$200 per farm. Entanglement with power take off drive shafts (PTOs) results in severe injuries or death. Fitting a guard eliminates this risk.

As at 30 June, 2,355 rebates have been approved for a total expenditure of \$322,326 with a total of 3,844 PTO guards purchased under the rebate scheme.

## 3% Discount

Are you aware of the 3 percent discount for full payment of workers compensation premiums in advance and an apprentice incentive scheme!

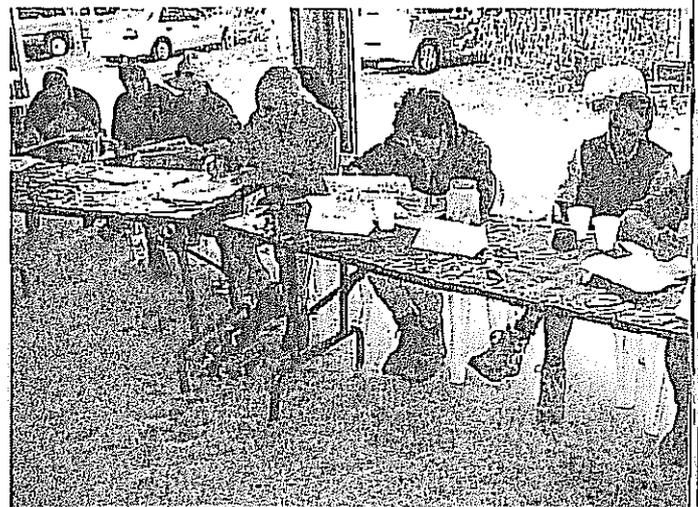
## Upcoming training courses

Date	Course	Location
14 July	OHS Seminar Manual Handling Hazardous Substances	Tamworth
16 July	OHS Seminar Manual Handling Hazardous Substances	Port Macquarie
6 August	OHS Seminar Manual Handling Hazardous Substances	Rouse Hill (A physiotherapist will be conducting the Manual Handling session)
12 August	OHS Seminar Manual Handling Hazardous Substances	Tweed Heads
9 September	OHS Seminar Manual Handling Hazardous Substances	Canberra
8 October	OHS Seminar Manual Handling Hazardous Substances	Rouse Hill - (A physiotherapist will be conducting the Manual Handling session)
14 October	OHS Seminar Manual Handling Hazardous Substances	Taree
10 Nov	OHS Seminar Manual Handling Hazardous Substances	Hexham
2 December	OHS Seminar Manual Handling Hazardous Substances	Rouse Hill

The OHS Workshops are free to all members and their staff. There is a charge of \$170.00 for non members.

Give Nadine a call on 9679 1472 and negotiate how to put all your employees through this training. Special sessions can be arranged on site or in your region.

Keep safe  
Ron Widman



# Costing Still a Timely Topic

By Bob Wynyard, CNP, BSDO, NGINA

The latest Costing For Profit workshop, presented by Andy Cameron (Nursery Management Systems), again proved to be a winner. As margins continue to be squeezed, it is clearly evident from those attending that here is a subject many people genuinely want to come to grips with. It is of course of vital interest to the industry's wellbeing tool

The bottom line revelation from attendees is that gross profit levels across most of the industry are unable to cover costs and that remedial action needs to be taken.

Typically at the workshop's completion there was a unanimous call for all businesses in the industry to learn the truth about costing. If only!!!



# Training? Forget it- no time, no money!

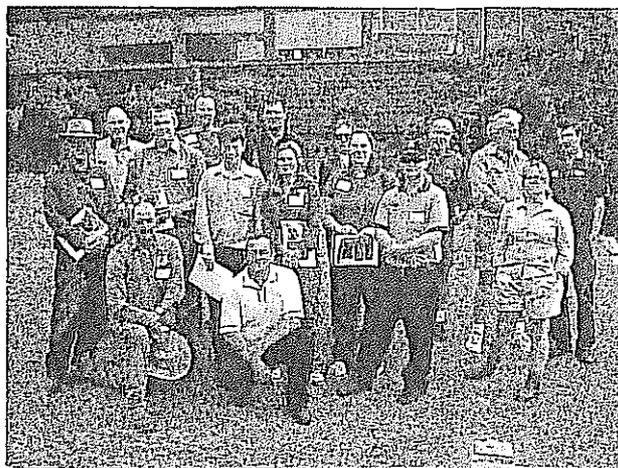
Excerpt from NGIA Clippings

Success in business means providing quality work and great customer service at a good price. It means keeping up with technology and staying ahead of the competition. To do that, you need skilled staff who are full of ideas, know the job and understand business priorities.

A skilled, trained workforce can dramatically improve bottom line performance, adding value to products and services and making it easier to compete within the market. Satisfied and motivated workers mean higher levels of staff retention, lowering the costs of recruitment.

Everyone needs to improve their skills - whether it's a young person just starting out or an old hand with many years' experience.

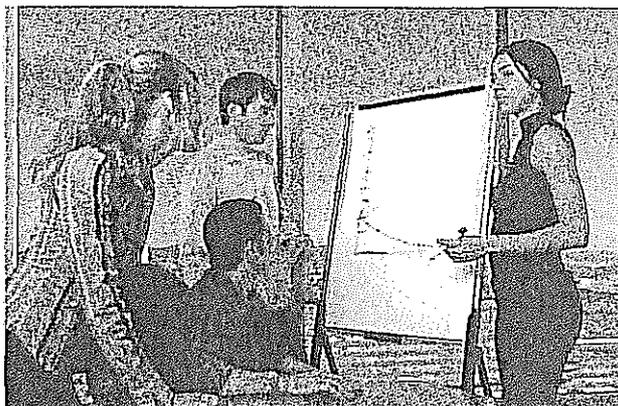
Research shows training plays a key role in increased job satisfaction. Two-thirds of employees say they work harder as a result of learning new skills.



# Talk to your Nursery & Garden Industry State Association

They have access to NGIA developed national workshops covering a multitude of topics, suitable for various levels of experience whether it be pest & disease; environmentally friendly practices; growing media or business planning. If the topics you are looking for are not advertised on the state training calendar - then ask for them! These workshops should be affordably priced, utilise the small group philosophy and be scheduled to allow for staff to attend without impacting too much on the day-to-day functions of your business.

If you need further information on NGI training contact your state association or the National Training & Recognition Manager at NGIA on (02) 9876 5200 or [lona.kelly@ngia.com.au](mailto:lona.kelly@ngia.com.au)



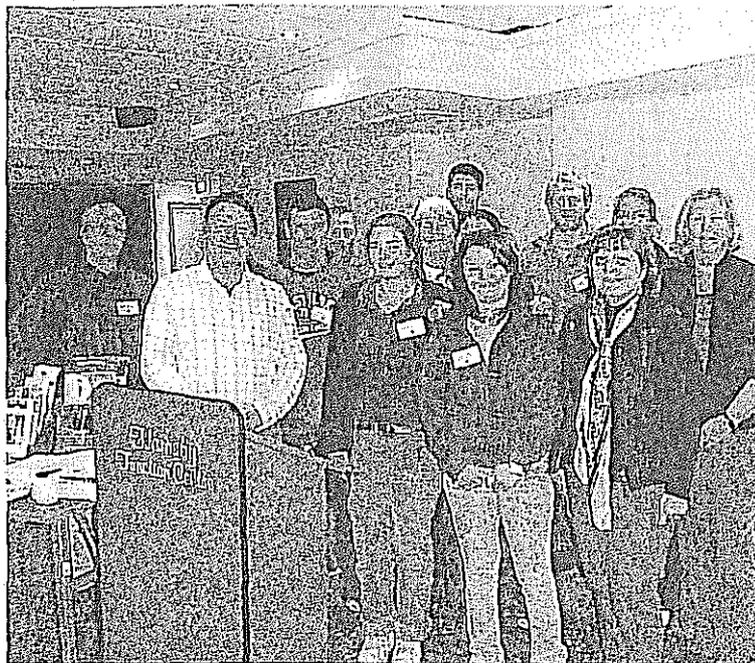
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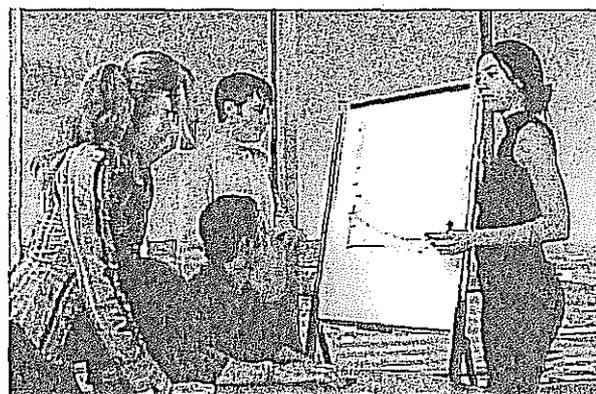
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# NGINA Business Skills Workshop Program

Coming your way soon

## Sales and Marketing

### Creating Excellent Customer Service

Roger Simpson, Productivity Increase Group

Sales are the fundamental life-blood of any business. In fact nothing happens until a sale is made. The success of this transaction and any repeats of it, depend almost entirely on the way it is carried out by salespeople. This workshop will run in two 4-hour sessions: one for wholesalers which focuses on relationship building with customers at a business to business level (growers, propagators, breeders); the other is for retailers where shop floor service techniques will improve sales levels and build consumer loyalty.

Tuesday and Wednesday 28th & 29th July 2009

Venue: Details to be finalised

4 CNP points for each session



## Sales and Marketing

### Create signs that talk and displays that walk!

Peter Whitehead CNP, Horticultural Consultant to NGINA

Join us for a fun afternoon of hands-on learning about the finer points of displays and signage. It's not rocket science but it will pay big dividends for anyone who attends. Above all learn the art of putting together displays that sell. Stay for refreshments, finger food and a chat on conclusion.

2pm - 5pm Wednesday, 15th July 2009

Gardens'R'Us

KINGSGROVE

\$45 pp for NGINA, LCA, NextGen & CNP members.

\$30 for 2nd person.

\$60 pp for non-members

(Includes GST, course notes and refreshments)

3 CNP points for each session



## Compliance OHS

### OHS Workshop

Ron Widman, OHS Officer NGINA

How to implement risk management and consultation in your business. Techniques to improve Manual Handling that will reduce your risk of costly WorkCover claims. A practical approach to Dangerous Goods that is not covered in other training. Participants will do a risk assessment on dangerous goods and write the Safe Work Method Statement and a competency assessment will be carried out on all the participants.

Full Day Tuesday 14th July

Full Day Thursday 16th July

TAMWORTH  
PORT MACQUARIE

6 CNP points



## Human Resources

### Time Management - Achieving more by doing less

Geoff Williams, Manager Performance Systems

From time to time we all feel there's too much to do, not enough time to do it in, or both. You may be awake at night wondering how on earth you can get through all the tasks in front of you - if only there was more time to fit it all in!

The good news is you can take control of your time and use it more effectively. Not only can you become more productive with less stress, often so can your whole team.

By mastering the techniques in this workshop you will effectively create more hours in your day - more time for work and more time to play!

Wednesday 12th August

RIVERINA REGION

details to follow

4 CNP points per day



## Business Management

### Take Control of your Finances

Dr Helen Bowers & John Bowers FCPA (Bowers Bryden & Associates)

Dwindling margins and market pressures are forcing growers and retailers to look closely at their financial affairs. Learn how to: understand the fundamentals of profit and financial operating cycles; interpret statements of accounts; calculate basic business ratios; understand budgeting and cash management; minimise seasonal impacts on cash flow; and use benchmarks as management tools. Includes case studies.

3pm - 6pm Tuesday 9th July

Nursery Industry House

ROUSE HILL

\$36 pp for NGINA, NextGen & CNP members (\$24 pp for 2nd person). \$52 pp for non-members (includes GST, refreshments and workshop materials)

3 CNP points



Watch for promotional flyers on these and other courses coming up.

For further information phone NGINA on 02 9679 1472 or Bob Wynyard on 0400 112 936.



Know-how for Horticulture™

Nursery & Garden Industry  
NSW & ACT

# More workshops, wider skills, greater learning

By Bob Wynyard, CNP, BSDO, NGINA

More people attended more workshops on a broader range of business skills during the last 12 months. Measured in 'Attendee Hours' (the number of attendees x number of workshop hours) the total of 1445 was 48% ahead of last year and 11% up on the previous year (see full results in table below). From a slightly different angle the 1445 hours is equivalent to the same amount of CNP points allocated for the year for workshops.

But the encouraging trend is the diversity of skills being delivered, especially in the Human Resources area. Although Technical and Business Management topics have proven challenging to attract large numbers, those who attend are willing learners and get an enormous amount out of them. This is particularly true for the Environmental Management for Garden Centres workshop where attendees were easily able to set up strategies which would lead to a commercial benefit when implemented.

Without a doubt the most popular series of workshops (and incidentally the most satisfying to be associated with) were those on Garden Design and Human Resource topics. Both had passionate presenters (Judith Slejpen and Geoff Williams respectively) with subject matter which provided tangible benefits and above all they were attended by willing, sharing learners.

On the opposite page are details of some workshops coming up in the next couple of months. Note that some are regional specific - this is a result of interest in the topic coming directly from that region. If you or any of your regional colleagues feel there is a need or interest in a specific subject please contact me and I'll be only too happy to make it happen.

## NGINA Workshop Attendee Hours over last 3 Years\*

TOPIC	2006-07	2007-08	2008-09
Human Resources	-	135	258
Sales & Marketing	1056	681	959
Technical	-	-	100
<b>TOTAL</b>	<b>1296</b>	<b>971</b>	<b>1445</b>

\*[Does not include Grow Me Instead, OHS or First Aid workshops]

## Stop Press - Winner

Congratulations to Jenny Jewell from Greenparkes Garden Centre for winning the lucky draw for \$100 worth of workshops at the recent Costing for Profit Workshop in Sydney.



Garden Design Insight group with Judith Slejpen at Eden Gardens



Effective Time Management workshop group at Hamsby



Popular presenter on Human Resources, Geoff Williams

Bob Wynyard CNP  
BSDO



Know-how for Horticulture™

# NGINA Business Skills Workshop Program

Coming your way soon

## Sales and Marketing

### Creating Excellent Customer Service

Roger Simpson, Productivity Increase Group

Sales are the fundamental life blood of any business. In fact nothing happens until a sale is made. The success of this transaction and any repeats of it, depend almost entirely on the way it is carried out by salespeople. This workshop will run in two 4 hour sessions: one for wholesalers which focuses on relationship building with customers at a business to business level (growers, propagators, breeders); the other is for retailers where shop floor service techniques will improve sales levels and build consumer loyalty.

Tuesday and Wednesday 10th & 11th November, Sydney (location tbc)

4CNP points for each session



### Garden Design Insights

Judith Steljen, Gardens, Balconies and Beyond

Succeeding in today's garden retailing environment hinges on selling not just a "product" but a whole package of related items. This workshop explains the basic elements of garden design and how plant combinations should be in harmony with each other and the overall style of the garden. The activities covered support retail garden centres to better discuss and advise customers on basic garden design. Attendees should walk away better equipped to sell a whole garden .... not just a plant.

Thursday 29th October, Port Macquarie

6CNP points for each session



## Technical

### Environmental Management for Garden Centres

Dr Anthony Kachenko, NGIA

This workshop provides retail garden centre owners and managers with the skills, knowledge and practical tools to implement an Environmental Management System (EMS) in their business. The workshop features a mix of theory and practical examples and case studies

Thursday 20th August, Rouse Hill 6CNP points



## Human Resources

### Negotiating for a Win/Win Outcome

Geoff Williams, Manager Performance Systems

We negotiate much more than we realise - both at work and away from work. In fact, negotiation is a life skill which can not only save you money but build positive relationships. This introductory workshop covers key practical skills and techniques necessary for participants to achieve win/win results from their negotiations with others - be they customers, suppliers, staff or away from work.

6 1/2 Hour workshop: Thursday 5th November, Sydney (location tbc) 6 CNP points



## Human Resources

### Effective Time Management - - Achieving more by doing less

Geoff Williams, Manager Performance Systems

From time to time we all feel there's too much to do, not enough time to do it in, or both. You may lie awake at night wondering how on earth you can get through all the tasks in front of you - if only there was more time to fit it all in! The good news is you can take control of your time and use it more effectively. Not only can you become more productive with less stress, often so can your whole team. By mastering the techniques in this workshop you will effectively create more hours in your day - more time for work and more time to play.

4 1/2 Hours: Wednesday 12th August Albury

4 CNP points



## Compliance OHS

### Occupational Health & Safety

Ron Widman, OHS Officer NGINA

How to implement risk management and consultation in your business. Techniques to improve Manual Handling that will reduce your risk of costly WorkCover claims. A practical approach to Dangerous Goods that is not covered in other training. Participants will do a risk assessment on dangerous goods and write the Safe Work Method Statement and a competency assessment will be carried out on all the participants.

Full day workshops:

Thursday 6th August Rouse Hill; Wednesday 9th September

Canberra; Thursday 8th October Rouse Hill;

Wednesday 14th October Taree;

Tuesday 10th November Hexham;

Tuesday 2nd December, Rouse Hill

6 CNP points



## Business Management

### Take Control of your Finances

Dr Helen Bowers & John Bowers FCPA (Bowers Bryden & Associates)

Dwindling margins and market pressures are forcing growers and retailers to look more closely at their finances. This workshop uses case studies and you learn how to:

- Understand the fundamentals of profit and financial operating cycles
- Interpret statements of accounts and calculate basic business ratios
- Understand budgeting and cash management
- Minimise seasonal impacts on cash flow and use benchmarks as management tools

3 Hour workshop: Tuesday 24th November Rouse Hill

3 CNP points



Watch for promotional flyers on these and other courses coming up. For further information phone NGINA on 02 9679 1472 or Bob Wynyard on 0400 112 936.

# Prepare Now Against Fire Hazards

By Ron Widman, OHS Co-ordinator, NGINA

For the period 1 June to 31 July there have been 576 house fires in NSW. Some small, some causing death. Start preparing now for next winter and don't become a statistic.

- Install the appropriate number of smoke detectors
- Replace batteries on current smoke detectors
- Remove any insulation, rubbish or dust from around down lights
- Remove insulation from top of electrical wiring
- Carry out maintenance cleaning of chimneys
- Think about the worst scenario when using candles
- Never deadlock your house when you are home
- Always deadlock your house when you are out
- Check that the stove is off before retiring for the night
- Carry out maintenance cleaning on air conditioning vents
- Ensure all open fires are extinguished before retiring for the night
- Never dry clothing on heaters or within a metre of a heater
- If you fall asleep in front of a heater you may sustain third degree burns. Always locate a minimum of 1.5 metres from heat source.
- Never smoke in bed
- Never smoke!!!

Following the disastrous bush fires in Victoria, have you reviewed your evacuation plans? Do you have a plan for work and one for home?

- Nowhere is safe in a fire
- Conduct a trial evacuation annually at work and at home
- Select wardens at work and at home and train them
- Remove rubbish and flammables from perimeter of building
- Carry out maintenance cleaning of all guttering
- If a bush fire is imminent and you decide to stay, bring the hoses indoors so that you may use them when the fire passes. Otherwise they will melt in the fire and then small embers can destroy your home.
- Block downpipes and fill guttering with water
- Always ensure you properly and evacuate in a timely manner to a pre arranged site
- If caught in a vehicle in a bush fire it is generally safer to stay in vehicle. Point vehicle of oncoming fire as the windscreen is tougher than side windows. Cover yourself with as many pieces of clothing, blankets etc as possible. The petrol tank exploding is not the top priority. The heat of the fire will kill you before the explosion. When the fire has passed and it is safe to do so leave the vehicle if it is burning. Always stay together and never panic.

WorkCover has begun a program to address the risk from empty 44 gallon and 200 litre drums. Empty drums can make great benches, great working platforms, storage containers, tree guards, feed troughs and even see-saw bases. But if you cut them the wrong way, or if you cut the wrong type of drum, there is the potential for disaster.

One of the most dangerous ways to cut a drum is with an oxy torch. If the acetylene stops burning for a moment, the gases will build up inside the drum. As soon as the flame reignites, the container full of hazardous gases could explode with enough force to tear apart a small shed.

The risk isn't only in the cutting method, however. Any drum that once contained material such as petrol, fuel, oil or paint thinners is a ticking bomb. Any small spark can ignite the residual material or fumes, with serious consequences.

Other material - seemingly safe - can give off flammable gases or toxic fumes when heated. Again, try to open the drum and you could be in big trouble.

The only safe option is to leave drum disposal or recycling to the experts.

Uncontained spillages may cause fire or explosions, seriously injure persons and damage property and the environment.

Which tanks require spillage containment?

- All licensed tanks (except liquefied or refrigerated gas tanks)
- Combustible liquids such as diesel, heating or lubricating oil
- If kept outdoors at factories and workshops, over 2,500 litres
- at large construction sites, over 5,000 litres
- Other tanks such as for hydrogen peroxide; check with WorkCover

The bund must be able to contain at least 100% of the capacity of the large tank. An additional allowance for rainwater should be made.

## Mentor Program

Congratulations to the following nurseries for joining the WorkCover Mentor Program for 2009/10. They will become eligible for the \$500 grant from WorkCover and hopefully achieve all the outcomes highlighted on the Action Plan

- Total Gardens
- New England Garden World
- Ellison Horticultural P/L
- Colour Options Nursery

Any other business interested in this program should give me a call (9679 1472).

## Manual Handling Workshops Queensland

I have just completed a project for NQIA where 15 Manual Handling Workshops were held over nine locations being:

- Brisbane • Toowoomba • Gold Coast • Sunshine Coast
- Bundaberg • Townsville • Cairns • Wulkamin • Rockhampton

At three of these locations the workshops were held on location in a nursery. 110 nursery personnel attended over the course of this project.

If anyone would like a specific workshop at their nursery or area give me a call. The OHS Workshops are free to all members and their staff. There is a charge of \$170.00 for non members.

Give Nadine a call on 9679 1472 and negotiate how to put all your employees through this training. Special sessions can be arranged on site or in your region.

## Upcoming training courses

9 Sept	OHS Seminar Manual Handling Hazardous Substances	Canberra
8 Oct	OHS Seminar Manual Handling Hazardous Substances	Rouse Hill
(A physiotherapist will be conducting the Manual Handling session)		
14 Oct	OHS Seminar Manual Handling Hazardous Substances	Taree
10 Nov	OHS Seminar Manual Handling Hazardous Substances	Hexham
2 Dec	OHS Seminar Manual Handling Hazardous Substances	Rouse Hill

# NGINA Business Skills Workshop Program

Coming your way soon

## Sales and Marketing

### Creating Excellent Customer Service

Roger Simpson, Productivity Increase Group

Sales are the fundamental life blood of any business. In fact nothing happens until a sale is made. The success of this transaction and any repeats of it, depend almost entirely on the way it is carried out by salespeople. This workshop will run for 4 hours and is specifically for retailers where shop floor service techniques will improve sales levels and build consumer loyalty.

Tuesday 10th November,  
Sydney (location tbc)

4 CNP points for each session



### Garden Design Insights

Judith Steijpen, Gardens, Balconies and Beyond

Succeeding in today's garden retailing environment hinges on selling not just a "product" but a whole package of related items. This workshop explains the basic elements of garden design and how plant combinations should be in harmony with each other and the overall style of the garden. The activities covered support retail garden centres to better discuss and advise customers on basic garden design. Attendees should walk away better equipped to sell a whole garden ... not just a plant.

Thursday 29th October, Port Macquarie

6 CNP points for each session



## Human Resources

### Drawing Professional Planting & Garden Designs

Geoff Williams, Manager Performance Systems

Garden Centre operators and their staff know plant materials. This workshop will encourage participants to adopt the key theoretical principles of composition that combines those plant skills with the elements of design. Key theoretical principles of design and accepted graphic styles will enable attendees to create a scaled plan which can be installed by professional landscapers or home gardeners. 6 1/2 Hour workshop:

Thursday 5th November,

Tuesday 17th November, Hornsby 6 CNP points



### Negotiating for a Win/Win Outcome

Judith Steijpen, Gardens, Balconies and Beyond

We negotiate much more than we realise – both at work and away from work. In fact, negotiation is a life skill which can not only save you money but build positive relationships. This introductory workshop covers key practical skills and techniques necessary for participants to achieve win/win results from their negotiations with others - be they customers, suppliers, staff or away from work.

6 1/2 Hour workshop: Thursday 3rd December,  
Sydney (location tbc) 6 CNP points



## Human Resources

### Effective Time Management - – Achieving more by doing less

Geoff Williams, Manager Performance Systems

From time to time we all feel there's too much to do, not enough time to do it in, or both. You may lie awake at night wondering how on earth you can get through all the tasks in front of you - If only there was more time to fit it all in! The good news is you can take control of your time and use it more effectively. Not only can you become more productive with less stress, often so can your whole team. By mastering the techniques in this workshop you will effectively create more hours in your day – more time for work and more time to play.

Thursday, 5th November, Ballina

4 CNP points



## Compliance OHS

### Occupational Health & Safety

Ron Widman, OHS Officer NGINA

How to implement risk management and consultation in your business. Techniques to improve Manual Handling that will reduce your risk of costly WorkCover claims. A practical approach to Dangerous Goods that is not covered in other training. Participants will do a risk assessment on dangerous goods and write the Safe Work Method Statement and a competency assessment will be carried out on all the participants.

Full day workshops:

Thursday 6th August Rouse Hill; Wednesday 9th September

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6 CNP points



## Business Management

### Take Control of your Finances

Dr Helen Bowers & John Bowers FCPA (Bowers Bryden & Associates)

Dwindling margins and market pressures are forcing growers and retailers to look more closely at their finances. This workshop uses case studies and you learn how to:

- Understand the fundamentals of profit and financial operating cycles
- Interpret statements of accounts and calculate basic business ratios
- Understand budgeting and cash management
- Minimise seasonal impacts on cash flow and use benchmarks as management tools

3 Hour workshop: Tuesday 24th November Ballina

3 CNP points



Watch for promotional flyers on these and other courses coming up. For further information phone NGINA on 02 9679 1472 or Bob Wynyard on 0400 112 936.

eat Training Courses  
for your staff are

Further information on

Industry, NSW & ACT

info@ngina.com.au

### Dr Helen Bowers & John Bowers FCPA (Partners Bryden & Associates)

Dwindling margins and market pressures are forcing growers and retailers to look closely at their financial affairs. Learn how to: understand the fundamentals of profit and financial operating cycles; interpret statements of accounts; calculate basic business ratios; understand budgeting and cash management; minimise seasonal impacts on cash flow; and use benchmarks as management tools. Includes case studies.

3.00pm-6.00pm Thursday 21st May,  
Nursery Industry House, Rouse Hill

\$36 pp for NGINA, NextGen & CNP members (\$24 pp for 2nd person). \$52 pp for non-members (Includes GST, refreshments and workshop materials)

3 CNP points



## Customer Service

Use Group

A good part of any business. In fact, it is made. The success of a business depends almost entirely on the quality of its salespeople. This course is designed for wholesalers dealing with customers at a retail level (propagators, breeders); and for nursery floor service techniques to improve consumer loyalty.

30th April 2009

30th April 2009



## Business Management

### Make your Website work for you

This workshop is ideal for anyone who has a website and wants to make it more effective. Learn strategies to: improve website presentation, content and function; attract more visitors to their website and convert them into customers; optimise effectiveness of search engines; understand on-line payment process and privacy issues.

12.00pm - 5pm Thursday 28th May

## Management Systems

Management Systems

Learn how to sell. You will learn how to use materials, equipment and all nurseries. Using the cost of a workshop you will be able to sell a sale of plants. Finally you will be able to sell the nursery to its products.

### Ron Widman, NGINA's Officer

How to implement risk management and consultation in your business. Techniques to improve Manual Handling that will reduce your risk of costly WorkCover claims. A practical approach to Dangerous Goods that is not covered in other training. Participants will do a risk assessment on dangerous goods and write the Safe Work Method Statement and a competency assessment will be carried out on all the participants.

Full Day Thursday 4th June  
Full Day Wednesday 10th June  
Full Day Friday 12th June  
Full Day Thursday 25th June  
Full Day Tuesday 14th July  
Full Day Thursday 16th July

Rouse Hill  
Batemans Bay  
Tathra  
Ballina  
Tamworth  
Port Macquarie

6 CNP points



## Technical

### Environmental Management for Garden Centres

Dr Anthony Kachenko, NGIA

This workshop provides retail garden centre owners and managers with the skills, knowledge and practical tools to implement an Environmental Management System (EMS) in their business. It is industry-specific tool to assist owners in identifying risks and creating an action plan to implement an EMS. As a valuable marketing tool with retail customers. Features a mix of theory and practical case studies.

8.00am - 3.00pm Wednesday 27th May

Nursery Industry House

Rouse Hill

\$60pp NGINA, NextGen & CNP members  
\$40pp for additional attendees and students  
\$90pp for non members

Includes GST, light lunch, refreshments and work book

6 CNP points



### Medixcare (other approved)

This course will ensure you are prepared for emergencies needing first aid in nurseries, WorkCover approved, successful completion of first aid course and safety; first aid care of the unconscious; many other medical emergencies.

8.00am - 4.30pm Wednesday  
Mittagong RSL

\$70 pp for NGINA members  
\$160 pp for non-members (includes handbook)

6 CNP points

## Human Resources

### Time Management

Geoff Williams, Manager

From time to time we all find we don't have enough time to do it in, or wonder how on earth we can get it done - if only there was...

The good news is you can manage your time more effectively. Not only will you have less stress, often so will your staff.

By mastering the techniques you can effectively create more hours and more time to play!

8.30am to 12.30pm Thursday

Sydney (location and other details on request)

4 CNP points per day

Technical courses to be held on 23rd June Garden Design

Watch for promotional material for courses coming up.

For further information contact Bob Wynyard on 041





# CERTIFIED NURSERY PROFESSIONAL

## What is a CNP?

The Certified Nursery Professional (CNP) program is the industry's professional recognition scheme for individuals. CNP members are acknowledged for their skill and expertise within the nursery & garden industry. Most businesses consider skilled and knowledgeable staff to be their most valuable asset. The CNP program: Acknowledges your ongoing commitment to improving

- your skills and industry knowledge, thereby enriching your personal experience of work and meeting the needs of customers. Provides the public with assurance that you have the
- knowledge and skills to provide superior services and thereby raising the image of the industry. Encourages a highly skilled industry, ensuring it remains competitive and has the ability to adapt accordingly. Offers you valuable networking opportunities and
- access to ongoing professional development activities.



## Why have a CNP Program?

- It is vitally important that consumers are made aware that working within the nursery & garden industry is a professional career requiring extensive knowledge, skills, education and experience.
- In an ever changing and often demanding environment, the industry needs to ensure that its personnel are kept up-to-date in their skills and knowledge.
- It is important for industry personnel to have available to them a formal program recognising the expertise gained from years of hard work within the industry, their professional skills and qualifications. Put simply, the CNP program aims to do all this, and in doing so create an industry that is seen as professional; knowledgeable; educated; highly skilled; forward thinking; rewarding AND attractive as a career choice.

## What are the benefits of being a CNP?

What is a CNP? CNP is a national program, therefore, your membership status is recognised Australia-wide. Other benefits include demonstrated professional integrity and invaluable industry recognition. Members of the industry's CNP program have access to ongoing professional development activities and networking opportunities both within their state and as part of a broader national program. Your experience and credibility within the industry will be easily identified by your use of post-nominals\*

- Personalised CNP badge
- CNP Certificate of Recognition
- NGIA Trade Register listing
- NGIA consumer and industry website listings.
- As a member of CNP, you will enjoy continued support via ongoing promotion of the program. The program is marketed extensively to industry and consumers Australia-wide via a range of mediums including websites, trade shows, newsletters and advertisements. There is a strong focus on the professionalism, skills and knowledge of Certified Nursery Professionals. \*Post-nominals may only be used with the name of the qualified CNP and not the business name.



Nursery & Garden Industry  
Australia

[www.ngia.com.au](http://www.ngia.com.au)



## Certified Nursery Professional Student Scholarship Program

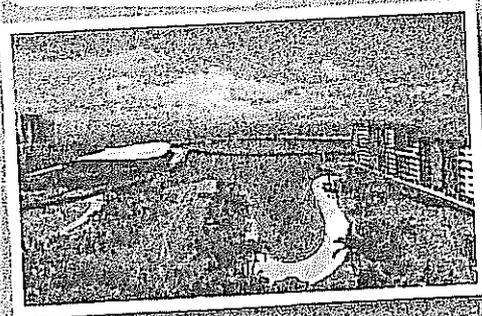


# Horticulture Students. Win an experience not to be missed!

\* Images courtesy of Rural Press



CNP Student Scholarship winners will win an expense paid trip to attend the 2010 Nursery & Garden Industry National Conference in Darwin.



### Prize includes:

- Flights
- Accommodation
- Registration to the Conference

Learn the benefits of industry focused professional development, network with industry professionals and be inspired about your future.

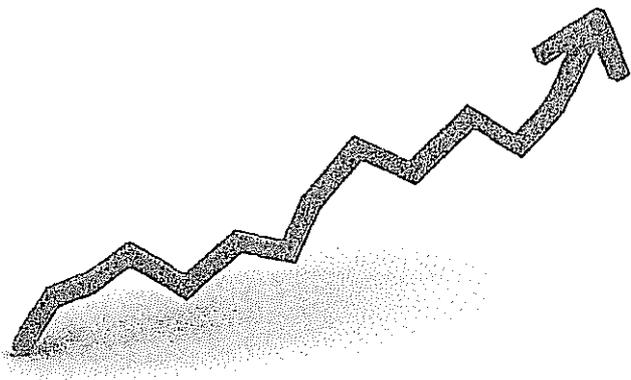
For more information and application forms, contact NGIA on (02) 9876 5200, email [cnp@ngia.com.au](mailto:cnp@ngia.com.au) or visit [www.greenlifecareers.com.au](http://www.greenlifecareers.com.au)

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## Onward and Upward!

By Mike Mehigan, President, NGINA

I hope you all survived winter without any significant dramas. Have some money in the bank and you're ready for a record breaking spring! On a personal note I have been busy with renovations in the garden centre which I am desperately trying to finish before spring officially starts. This season always brings with it renewed enthusiasm and optimism and already I am seeing customer numbers increasing and a new confidence in spending habits. Thankfully the global financial crisis appears to be a distant memory.

### So Much To Choose From

In early August I visited the Gift Fair in Melbourne. It appeared to be a much larger event than in previous years - there were hundreds of stands in 7 huge halls located on 2 sites. For those who have never been to a gift fair you would be amazed by the huge amount and variety of goods on offer (although much of it, to be somewhat polite, is less than tasteful). Most of the exhibitors were very upbeat and reported that they had taken record orders over the 5 day fair. I also managed to get to the Victorian trade day. The stock looked very good and trading was brisk. I ran into retailers from around the country buying up big and again, all were optimistic that we had weathered the worst of the storm and were looking forward to a bumper spring. By the time you read this I would have also visited both Dubbo and Kempsey trade days and GES will have concluded. These events give me a great opportunity to meet you and discuss industry issues.

### Up and Running

I had the honour of chairing the first meeting of the newly formed Central Coast Hunter Regional Group. The turnout by members was again excellent, thank you to all those that attended. The committee was elected unopposed and we look forward to reading the news from this region in the magazine over the coming months. I wish the group, chairman and his committee all the best for the future.

## Garden Centre Accreditation Restructure

Mike Skegg, Bob Wynyard and I recently met with colleagues from Victoria, Queensland and South Australia to plan major changes to the Australian Garden Centre Accredited Scheme. We hope to be able to restructure the scheme so that all retailers are able to participate in some form or other. AGCAS is an under-used tool for the development and improvement of garden centres. In the past the scheme has been seen as elitist, embracing only those perceived as our best retailers and sold as a marketing tool to drive customers into your store. These changes are aimed at helping retailers improve their businesses and equip them with the tools they will require to successfully compete against the hardware chains. Without strong independent retailers our growers will be severely restricted in the choice of where they can sell their product and the prices these buyers will be prepared to pay. To make this scheme successful we will need the support of all retailers. The advantages for you are potentially enormous and could ensure your survival. More details will follow over the coming months - be prepared to get involved.



### Grumpy Old Man

On a less positive note, the attendance at the Needs Analysis meeting held in Sydney recently was appalling with only 4 growers turning up. Your apathy will result in the National Office failing to understand your requirements and issues. If at some point during the next few years you disagree with the direction they are taking you will know who to blame.

### Awards Enthusiasm

I understand that entries in the awards have increased nationally by 70%, with New South Wales' involvement increasing by over 24%. Regrettably to date I haven't won an award but just going through the entry process is very stimulating. It concentrates my mind on areas of my business that are under performing and shows me where improvements need to be made. Best of luck to all those who have entered.

# Building a Career Through Apprenticeships and Support

nextgen  
NURSERY GROUP

Written by David Parlby - Proteaflora

Some employers believe apprentices are only cheap unskilled labour; however I think apprentices are much more.

If you look outside the box, apprentices are a long term investment for the business. Apprentices are typically with the business for four years. During this time they are taught the theory and limited practical knowledge at TAFE and they work at the nursery for 4-5 days a week. During this 4 year period you have the opportunity to mould your apprentice to suit what type of worker you want at the nursery.

If they are nurtured correctly, at the end of their 4 years of school they will know the nursery backwards and potentially be moving up the hierarchy.

Apprentices shouldn't be hidden away during their schooling. It would benefit the business to send their apprentice on nursery tours & extra training (all available through NGIV). They can gather different ideas from other nurseries which could benefit your nursery. NextGen meetings are an ideal and less intimidating way to get your apprentice to network in the industry; since there is a room of like minded and similar age horticulturists every one is more relaxed. NextGen is a good way to have your voice heard in the industry and develop into an inspirational leader.

Nextgen is not the only way to introduce your apprentice to the industry; the International Plant Propagators' Society (IPPS) offers many programs for young people.

I myself have done my time as an apprentice at Proteaflora, where I was encouraged to utilise everything available to help with my career development. Over the past six years I have worked my way up though the business. I started as an apprentice, and now hold the position as Propagation Supervisor at Proteaflora Nursery.

With the support of Proteaflora I am now part of the NextGen committee, through which I have met lots of interesting people and learned more about the industry than I would have done in any other way.

## Joining Nextgen is FREE

To become a NextGen member simply log on to [www.ngiv.com.au/NextGen](http://www.ngiv.com.au/NextGen) Sign up and enter your details, once completed the Nextgen group can keep you up to date with all the latest developments, and best of all... it's free.

## Upcoming Nextgen Function

The next function for the Nextgen group will be at Oasis on the 24th of September. Keep your eyes on the website for further details and a registration flier to attend.  
[www.ngiv.com.au/nextgen](http://www.ngiv.com.au/nextgen)



## GET YOUR PLANTS READY FOR SPRING

**SPECIAL PRICE FOR THE MONTH OF AUGUST**



**For established plants, Osmoform® Topdress is a brilliant pick-me-up for use in spring or prior to sale.**

The high levels of readily available Iron Chelate and the balanced ratio of N:K provide deep green leaf without excessive soft growth. As a slow release fertiliser (up to 12 weeks), Osmoform® Topdress doesn't allow excessive Nitrogen leaching when watered, and is therefore more effective and environmentally friendly. When topdressed and watered, Osmoform® Topdress will stick to the soil surface and not roll off (even if the pot blows over) making it more efficient and economical.

NPK 19 + 2.2 + 11 + 1.2Mg

Proudly distributed by **Sure Gro** call 1800 643 384 or visit [www.suregro.com](http://www.suregro.com)

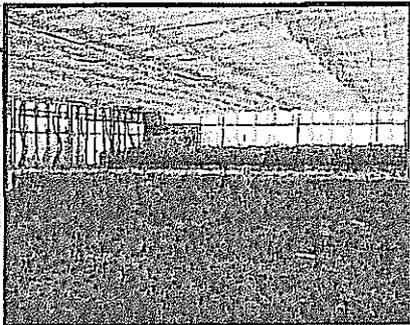
## NIASA - it's your guarantee of quality

The Nursery Industry Accreditation Scheme of Australia (NIASA) helps you make smart business decisions because it helps you deal with smart businesses.

Businesses that qualify for NIASA endorsement are professional, responsible and committed to helping you get the job done right.

They really do stand behind the products they produce, and that is why you should stand behind them.

To find a NIASA Accredited business, just look for the logo, phone the Nursery & Garden Industry Association in your state, or check the Nursery & Garden Industry Association website: [www.ngia.com.au](http://www.ngia.com.au)



## The pick of the crop in the nursery industry

If your job depends on the very best quality plants and growing media, then you need to be dealing with the very best operators in the business.

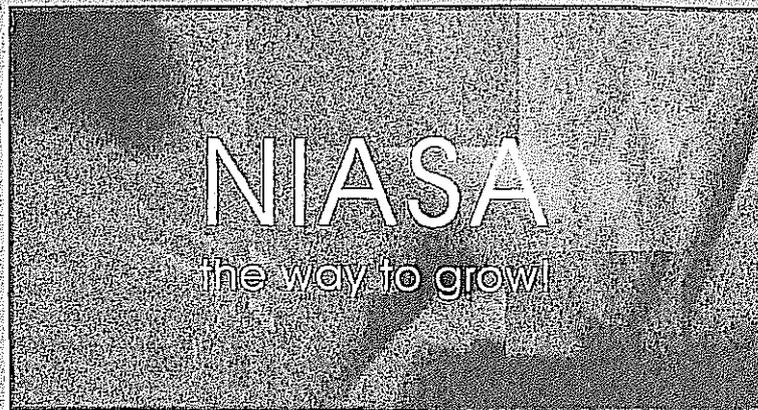
NIASA is your guide to finding the best operators and your guarantee of their quality.

Put simply, NIASA encourages best practice in the nursery industry and acknowledges suppliers who meet those standards. Across Australia there are about 200 nurseries that proudly carry the NIASA badge.

There is no better sign to look for when searching for a nursery supplier.

## Contact

Phone (02) 9876 5200  
 Fax (02) 9876 6360  
 Email [info@ngia.com.au](mailto:info@ngia.com.au)  
[www.ngia.com.au](http://www.ngia.com.au)



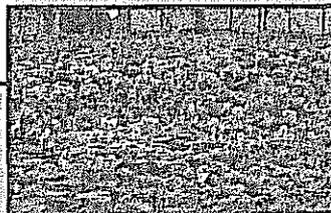
## Why choose a NIASA Accredited business?

As a major buyer of plants and growing media, you reap the rewards of dealing with a NIASA accredited business.

Above all, NIASA accredited businesses are committed to producing the best plants and growing media in the industry. To back up this commitment, they are externally audited every 12 months.

By purchasing products from NIASA accredited businesses, you are assured of totally consistent quality and performance. These products are pest and disease free and always fit the purpose for which they were intended.

You can be sure the products are produced according to strict guidelines aimed at minimising impact on the environment.



## Way to grow! The NIASA logo is your guarantee of quality:

- The best plants and growing media
- Externally audited business practices
- Consistent product quality
- Consistent product performance
- Pest and disease free products
- Environmentally sensitive production



Setting the Standards



know-how for Horticulture™



Nursery & Garden Industry  
 NSW & ACT



Setting the Standards

# NGIA Clippings

Excerpts from the latest NGIA e-newsletter

Read more on all these topics at [www.ngia.com.au](http://www.ngia.com.au)

## This month's Nursery Paper...



Grow Me Instead  
– How the  
nursery industry  
is addressing the  
spread of invasive  
plants



As environmental awareness among the Australian community escalates, the need for Nursery & Garden Industry (NGIA) to promote its environmental credentials has never been more vital. In recent years, NGIA has taken significant steps to address key environmental issues. In this month's Nursery Paper, Robert Chin, National Development Officer – Invasive Plants and Delwyn Thomas, Grow Me Instead Project Manager, provide an overview of the national Grow Me Instead (GMI) program developed by NGIA in conjunction with the Australian Government to combat the spread of invasive plants. Read more online

## New Awards, Simplified Entry Process, Greater Winner Benefits

Presented by Nursery & Garden Industry Australia, the Awards recognise and reward excellence within the nursery and garden industry and acknowledge industry leaders as they strive to achieve best business practice.

Each year the Industry seeks feedback on the Awards process from entrants, as well as recommendations from judges to ensure the Awards are progressive and relevant to industry. For 2010 we have made some changes to the Awards and the entry process to make entering easier for you. Read more online

## Industry Training Package update

NGIA has been working with industry stakeholders for a number of years on the merger and review of the industry's Training Package AHC09. Unfortunately the current draft documents, released in April 2009, have not incorporated many of the areas of concern to our industry which have been previously brought to AgriFood Industry Skills Council's (AFISC's) attention.

We have been contacted by a large number of industry stakeholders from around Australia who do not support the current draft documents and as NGIA represent these industry stakeholders, we are therefore unable to support the package in its current draft form and have advised AFISC of this.

NGIA has requested the AFISC formally reply to our concerns, addressing all the areas we have brought to their attention. Their response will be disseminated to industry stakeholders for further discussion. As the industry national body we will continue to work with all parties towards an acceptable outcome. Read more online

For further information on this project you can contact Fiona Kelly at the NGIA office on (02) 9876 5200 or [fiona.kelly@ngia.com.au](mailto:fiona.kelly@ngia.com.au)



## National Invasive Plants Survey

– we need your assistance

In recent years, Nursery & Garden Industry Australia (NGIA) has taken significant steps forward in tackling the spread of invasive plants. The launch of the Grow Me Instead state booklets in April was just one of the initiatives designed to educate industry and the wider community.

NGIA is now conducting a national invasive plants survey to address the gaps in knowledge and help us establish the level of awareness growers and retailers have regarding the plants they sell.

National Environmental and Technical Policy Manager Anthony Kachenko says: "For many years now, our industry has been proactive in responding to the threat of invasive plants to our natural environment. However, the question remains, how can we continue to place industry in the forefront when it comes to invasive plant issues?"

## This survey will occur in two stages:

Stage one is currently underway. It will examine annual production lists nation-wide for recognised invasive plants.

As part of stage two, a survey will be conducted to collect data from production and retail nurseries nation-wide. This survey will gauge how familiar businesses are with invasive plants and determine if these are still offered for sale.

All information gathered during this project will be kept private and used only for research purposes. Business details will not be disclosed in the final report.

With an increasing focus on environmentally sound business practice, it is vital for industry to participate in this project.

Delwyn Thomas has been engaged to lead the project. Del is a well known and dedicated horticulturist with more than 40 years experience in the nursery and cut flower industries. Anthony Kachenko, NGIA National Environmental and Technical Policy Manager will be working with Del in coordinating the final evaluation and delivery of the project.

With an increasing focus on environmentally sound business practice, it is vital for industry to participate.

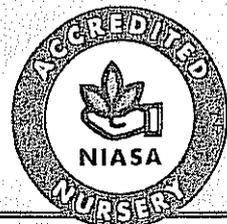
If you would like to know more about this project or to forward your list, contact Del Thomas Ph/Fax (02) 6557 2727 Mob: 0414 678 840 or email: [delwyn.thomas@ngia.com.au](mailto:delwyn.thomas@ngia.com.au)

Note: NGIA is aware that the lists of garden plants known to be invasive vary considerably from region to region. However, we will address this when evaluating production lists and make the final report. If you wish to make special note of certain species on your list, please do so.



Know-how for Horticulture™

# Ecohort™ - The Environmental Management System For Australian Nursery Production



Setting the Standards

EcoHort Certified

Nursery & Garden Industry Australia (NGIA) in partnership with Horticulture Australia Limited (HAL) have developed a set of guidelines that provide a systematic approach for production nurseries to assess their environmental and natural resource management responsibilities. EcoHort™ is the industry specific set of guidelines or Environmental Management System (EMS).

## What is EcoHort™?

EcoHort™ is a set of guidelines that have been developed under the principles of an Environmental Management System geared to nursery production in Australia. EcoHort™ is a method by which a grower can demonstrate to industry, government and the community their sound environmental and natural resource stewardship. Adopting the process of EcoHort™ will allow you to show that your business:

1. Has utilised a recognised system for assessing likely environmental and natural resource impacts, and
2. Is managing these impacts in a responsible and sustainable manner.

For businesses that have invested time and money into systems and technology that enhance environmental and natural resource outcomes, EcoHort offers a practical means of gaining recognition for these efforts. It is a voluntary program available to the industry as

either:

- A stand alone guide applied to the business as an internal process, or
- A process adopted formally under the Nursery Industry Accreditation Scheme Australia (NIASA) with recognised EcoHort™ certification.

## Who do the EcoHort Guidelines apply to?

EcoHort™ is relevant to production nurseries growing in containers and in-ground, and growing media manufacturers.

## Why is EcoHort™ important?

EcoHort™ supports production nurseries and media manufacturers in implementing good sustainable practice and improving production.

It also helps position the industry to pro actively demonstrate its role in maintaining and enhancing the broader landscape in which we live, work and play.

## What information will I find in the EcoHort Guidelines?

The EcoHort™ Guidelines provide identification of environmental and natural resource risks, information on managing impacts, risk assessment tools and monitoring and recording templates. A quality reference section is featured at the end of each chapter that guides growers to relevant information to assist in addressing potential impacts and improving environmental and natural resource management.

An EMS asks businesses to look at internal processes and systems and technology use. It also looks outside the property boundary and at the likely adverse impacts the business could deliver. In other words, an EMS asks the question, 'What are the possible adverse outputs delivered downstream from the business that could impact on the environmental value of the immediate surroundings and on a larger regional scale?' Considerations would include water, odour, noise, biodiversity and the aesthetic value of the community.

The guidelines also offer a simple flow chart (Decision Guide) at the beginning of each chapter that allows a business to briefly review the likely risks associated with their present activities. Based on the outcome of reviewing the Decision Guide, a business may take the opportunity to read that chapter in more detail to investigate the opportunities for further research.

EcoHort™ addresses	EcoHort™ assists in
• Allocation system design	• Maintaining natural resource assets
• Water quality management	• Identifying and managing environmental value elements
• Waste water management (recycling)	• Identifying environmental risks
• Land fill management	• Demonstrating best practice compliance
• Site drainage & water storage	• On site assessment & Action Planning
• Site biodiversity	• Government & community compliance
• Management of all noise & odour	• Identifying and managing environmental liabilities
• Waste management	• Producing and managing high quality products
• Measuring & monitoring & reporting	• Identifying and managing environmental risks
• Integrated pest management	• Environmental compliance

Acknowledgements: Excerpts from NGIA Nursery Paper, written by John McDonald, NGIQ 2006

For more information, contact Michael Danelon, NIDO  
Nursery & Garden Industry NSW & ACT  
Telephone: 02 9679 1472  
Email: [michael@ngina.com.au](mailto:michael@ngina.com.au)

# Ecohort For The Nursery And Garden Industry Is Growing

By Michael Danelon, CNP, NIDO, NGINA

The NGINA State NIASA Committee met in March to discuss the operation and development of the NGIA NIASA, EcoHort and Biosecure HACCP programs. There were 3 existing NIASA businesses who have demonstrated a commitment to undertaking the journey of becoming an EcoHort certified business to develop and maintain an Environmental Management System (EMS).

The process is to first be a NIASA accredited business and then undertake an audit of the business and site facilities to assess the environmental credentials of the business. An invaluable set of Guidelines are available which offer management tips to improving areas of environmental management under water, pesticide, nutrients, dust amongst others to allow businesses to review their practices and optimise their efficiency.

A key area is in the perception of the additional work required and whether an EMS is really necessary. If you consider most businesses set about making improvements and already manage their inputs, however do not validate this by records there is unlikely to be major actions required to be recognised and rewarded for good environmental stewardship.

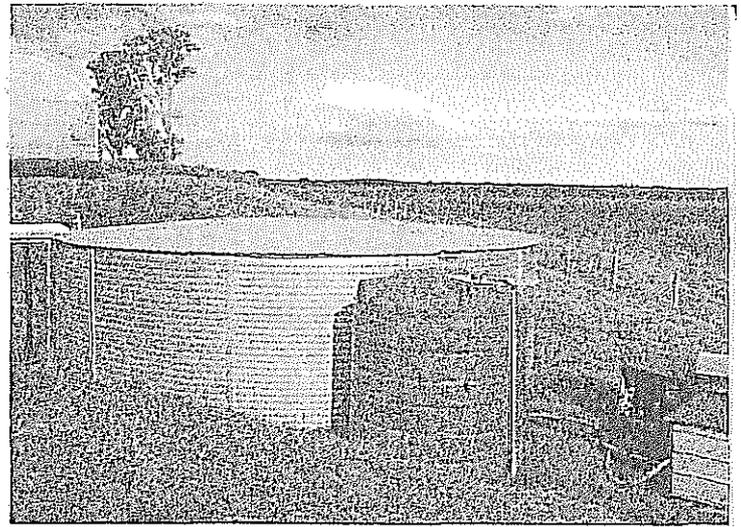
Water is a key input for our industry and the recently EcoHort Certified businesses have achieved high standards in water use efficiency and sustainability. It is not only about water inputs but how they can improve total response by reviewing their growing media properties to be more efficient too.

Congratulations to the following businesses who join Jamberoo Native Nursery as EcoHort Certified businesses:

- Advantage Plant Production
- Grange Growing Solutions and
- Ramm Botanicals

In the coming months there will be more businesses who gain EcoHort and this will assist in demonstrating a sustainable way for our businesses to manage and set high standards in environmental management.

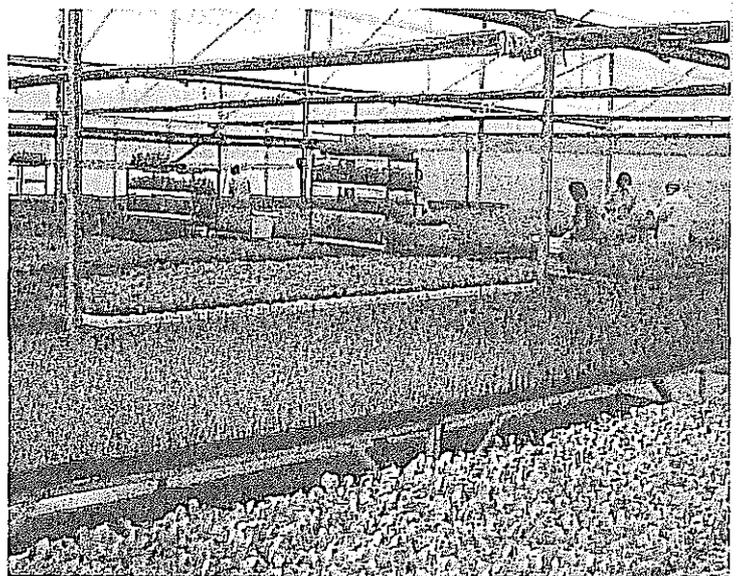
Happy Growing  
Michael Danelon, CNP, NIDO



SSF tank at Advantage Plant Production



Composting area, Grange Growing Solutions



Inside main sawtooth greenhouse, Ramm

# Ecohort™ - The Environmental Management System For Australian Nursery Production

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Setting the Standards

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## Why is EcoHort™ important?

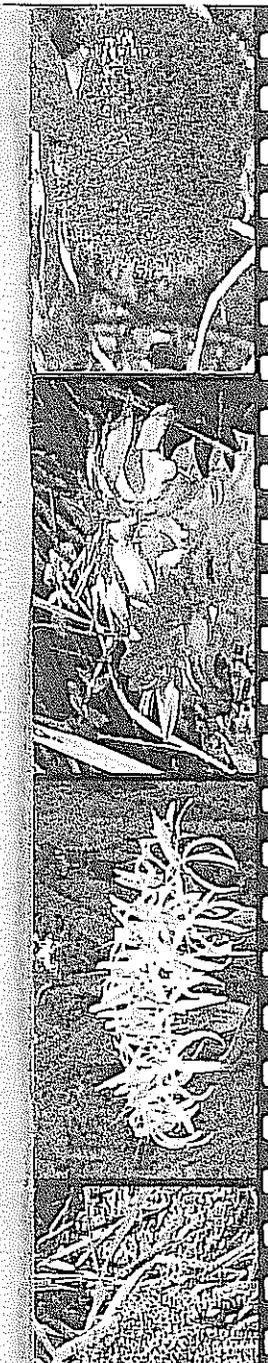
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# NGIA Conference, Exhibition & Urban Greenscape Symposium 2009

## Highlights and Snapshots

Bob Wynyard, CNP, BSDO

The NGIA conference committee would have felt justifiably pleased when they sat down last year and came up with the theme of 'Ingredients for a Brighter Future' for the 2009 national conference in Canberra. However, few (if any) could have anticipated the gloomy economic forecasts which would surround the event when it finally arrived. In spite of this, around 300 delegates were present to hear organising committee chairman Jeff Cooke explain how the conference theme was never more relevant than now.

He outlined how the dismal economic outlook, job losses and diminished consumer spending, had been partly balanced out by lower interest rates, lower petrol prices and two government financial stimulus packages.

He went on to say how more importantly, our industry's destiny is largely in our hands – and yes, we can influence the future.

How? By understanding the needs of our customers, better promotion of the benefits of our products, focusing on the key factors in our businesses and working together with a common cause.

The keys to making this work would revolve around understanding our customers and their needs, taking action to neutralise threats and most importantly filling and surrounding the industry with skilled professionals whose capabilities can vastly improve the way we do things.

Now, you might think that this all sounds a bit heavy for a conference warm-up and I'm the first to admit that this conference was busy! It may have only lasted two days but early starts and late finishes and a very full program made for a potentially exhausting time. For me, though, and more importantly, woven through the fabric of this event, for those interested in taking it all in, there were some valuable messages which resolutely supported the theme. I have picked out four of them.



*NSW Delegates*



Nursery & Garden Industry  
NSW & ACT



Know-how for Horticulture™

# Conference Delivers Key Messages

Bob Wynyard, CNP, BSDO

Around 300 delegates were present to hear NGIA conference organising committee chairman, Jeff Cooke, explain how the conference theme, 'Ingredients for a Brighter future' was never more relevant than now. He outlined how the dismal economic outlook, job losses and diminished consumer spending, had been partly balanced out by lower interest rates, lower petrol prices and two government financial stimulus packages.

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## Measurements really do matter

We constantly measure things in our personal lives: weight, car speed, athletic performance, cash in the bank, etc. So why don't we measure the one thing which can afford us to carry out many of those other functions - our business. While running a business should be enjoyable, without taking some of the key aspects seriously there'll be no fun for anyone and worse still no business. Figures were quoted to show that benchmarked businesses have 68% faster growth and 45% greater productivity than those which don't.

## Profit is not a dirty word

Yates Australia CEO, Richard Hansen, gave a run down on Yates pricing strategies.

A couple of points from this presentation made really good sense:

- Allocate all your overheads to products - If you can't recover them like any other manufacturer, you shouldn't be producing that line.
- Set up a value based pricing system - in other words differentiate your premium products from commodity lines and adjust the margin accordingly.

## 'Cundalisation' - have your carbon and eat it too!

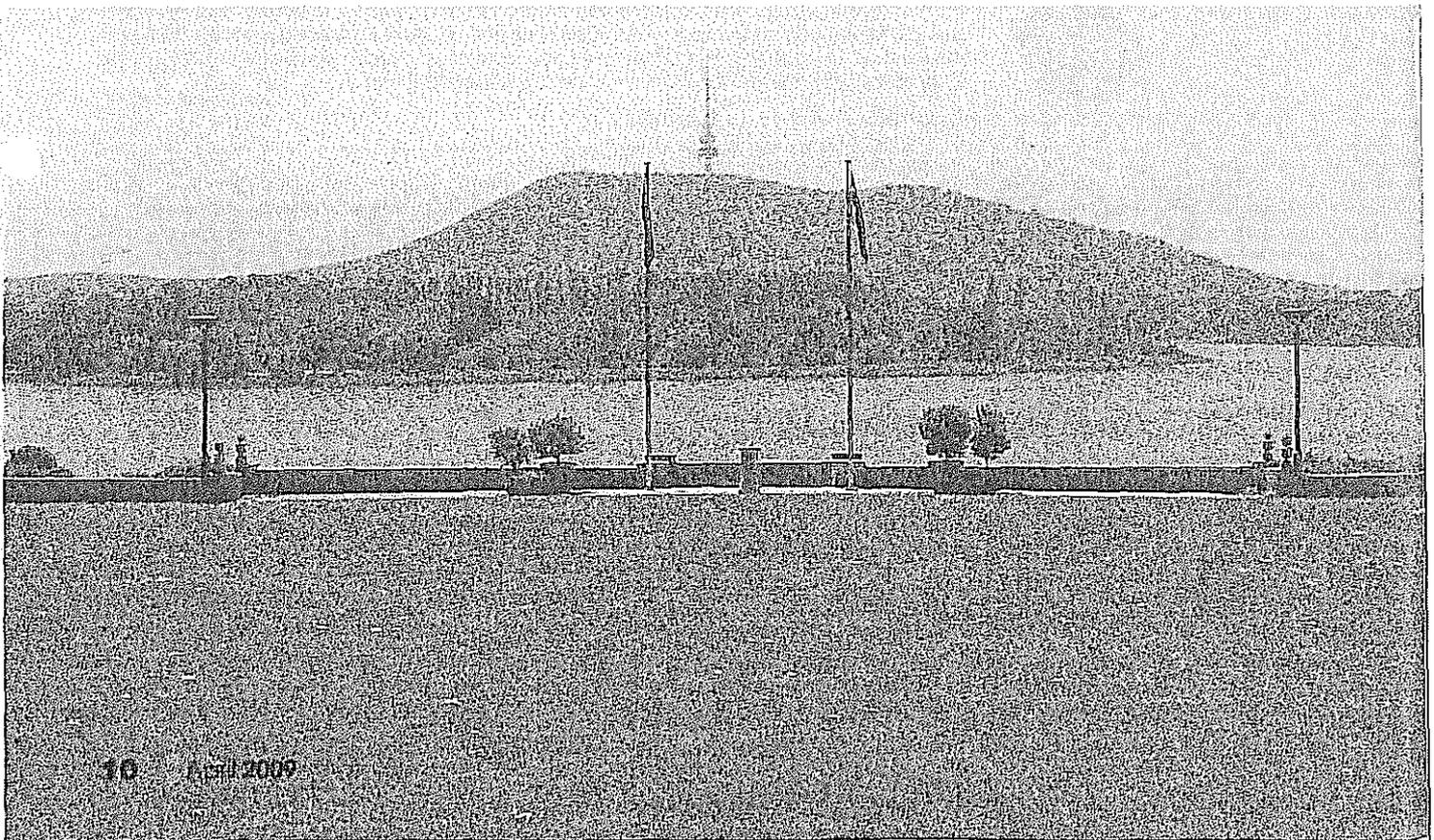
Josh Byrne set the scene by outlining how 'marketing spin' had laundered polluting industries to respectability with so called 'carbon offsets'. Which raises the question: when you sign up with an airline to contribute a few dollars to their offset scheme, how do you know you are getting what you pay for? According to Josh the industry needs to respond by promoting gardening to home owners as THE way to create their own carbon offsets. Or as Josh described it "Cundalise it!" (reference to Peter Cundall, in case you're wondering) Or put more simply "have your carbon and eat it too!"

## Efficiencies in handling and distribution of plants will pay dividends

One of the major costs in green life production is freight, coming in at anywhere between 15-30% of the landed cost of a plant. Last year NGIA commissioned a study into materials handling on the eastern seaboard of Australia and delegates were given a broad summary of their findings. It was hardly surprising to hear that the entire green life industry's material handling is inefficient.

There was however one opportunity which could be implemented in a matter of months.

That is to develop and implement an industry training program on materials handling. It will make for cost efficiencies, improve loading efficiency and deliver plants in the best possible condition.



# Congratulations!!

## Tim's Garden Centre the Best Large Garden Centre in Australia

To win this just once is an amazing feat because the standards are so high, but for Tim's this was the third year in a row – a simply outstanding achievement! And by winning, Tim's becomes the first NSW business in to enter the NGIA Hall of Fame and one of only a handful of garden centres across Australia to do so.

## Simon Reid wins National Young Leader Award

Celebrating double success at Tim's was Garden Centre Manager, Simon Reid. For his win Simon received the Inaugural Heather Rumsey Perpetual Award, presented by Gary Eyles on behalf of the Rose & Fruit Tree Growers. This consisted of a trophy and a sizable cheque.

Congratulations to Tim, Simon and team!!

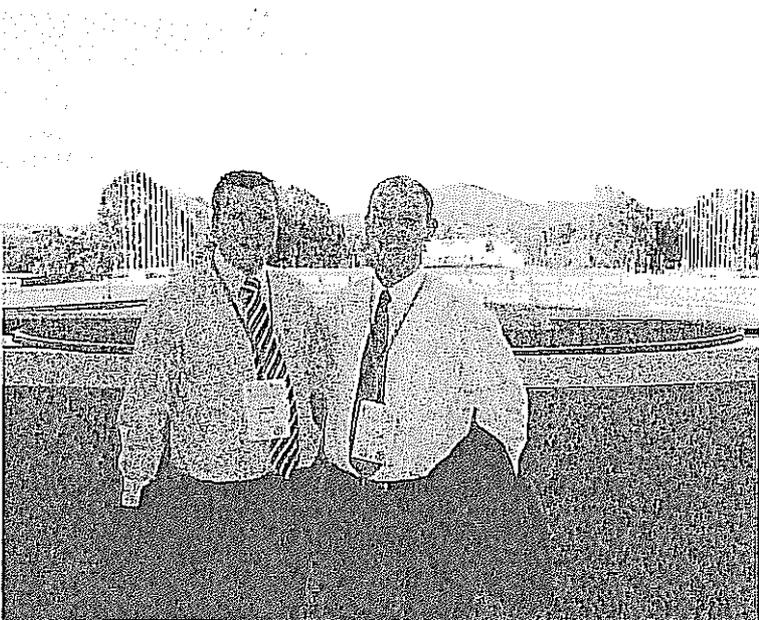
## Stuart Swaddling NGIA Life Member

In the meantime, congratulations go to former NGIA and NGIA president Stuart Swaddling who was honoured with Life Membership of NGIA. Stuart and his wife Sue run Tropical Plant Rentals and Stuart has played an active role in both state and national affairs for many years.

## Ramm Botanicals Win National Export Award

Congratulations also to Jeff Cooke and staff at Ramm Botanicals, who for the second year running won the national Export Award.

Make sure to read the full report and see all the pictures in this month's lift-out.



Tim Pickles and Simon Reid arriving at Parliament House for the Awards Dinner

Bob Wynyard CNP  
BSDO



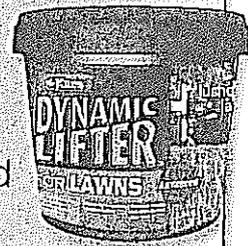
Know-how for Horticulture™



What's new from



Yates  
Dynamic  
Lifter  
Advanced  
for Lawns



The latest addition to the Dynamic Lifter family is Yates Dynamic Lifter Advanced for Lawns, an organic-based, granular formulation of composted chicken manure that's enriched with added, fast-acting, lawn-friendly nutrients.

With an N:P:K ratio of 10 : 2.2 : 2.6 Yates Dynamic Lifter Advanced for Lawns is perfectly balanced to encourage healthy grass. The nitrogen promotes leafy growth and the phosphorus and potassium improve plant health and vigour without causing unwanted run-off of excess nutrients. The organic component of Dynamic Lifter Advanced for Lawns ensures healthy soil that's full of positive microbial activity.

All in all, Yates Dynamic Lifter Advanced for Lawns is perfectly blended for feeding the lawn and keeping grass and soil in top condition. And, at this time of year, an autumn feed will ensure that the lawn is lush, full and well prepared to cope with the stresses of winter.

Yates Dynamic Lifter Advanced for Lawns comes in 1.5 kg and 7 kg buckets with distinctive, grass-green, resealable lids. It can be applied to all grass lawns and each pack is complete with easy-to-follow application instructions – plus an enclosed measuring scoop!

Once applied, Yates Dynamic Lifter Advanced for Lawns' easy-spread granules filter through the grass blades and settle onto the soil where they can start releasing their goodness – and where they won't be picked up by the mower!

Yates Dynamic Lifter Advanced for Lawns will be available in mid-April.

For more information contact Judy Horton (02) 9794 9481  
[judy.horton@yates.com.au](mailto:judy.horton@yates.com.au)  
or visit [www.yates.com.au](http://www.yates.com.au)

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# Awards open

Promote your career, grow your business,  
grow your industry

2010  
Nursery &  
Garden  
Industry  
Awards



- ★ NEW AWARDS
- ★ SIMPLIFIED ENTRY PROCESS
- ★ GREATER WINNER BENEFITS

Be a part of the 2010  
Nursery & Garden  
Industry Awards

Entries close  
July 26th 2009

#### Award Categories

- Best Small, Medium and Large Garden Centre Award
- Best Small, Medium and Large Production Nursery Award
- Best Government Nursery Award (NEW FOR 2010)
- Best Propagation Nursery Award (NEW FOR 2010)
- Young Leader Award
- NGI Community Award
- NGI Environment Award
- NGI Training Award
- NGI Export Award
- NGI Supplier Award (Changed entry conditions for 2010)

If you have not received a brochure about the awards please contact your state office of NGIA.  
For further information please see the website [www.ngiaevents.com.au](http://www.ngiaevents.com.au)  
Email [awards@ngia.com.au](mailto:awards@ngia.com.au) Phone: 1300 882 259

## Be A Winner - Enter The Awards Now!

Entering the annual NGIA Awards offers many benefits to you and your team. Without any reference to the winner's prize, it's a unique way to:

- Demonstrate your professional excellence
- Add excitement to your marketing program
- Motivate your staff
- Externally evaluate your business.

### Just entering is of immense value

However past winners and entrants almost all say that just entering is of immense value. Firstly it's a great learn project, but more importantly the judge's feedback provides a picture of where your business is at and what can be improved.

It's hard for any business to know exactly how they stack up against their competitors, at any given time. This is especially true for production nurseries or garden centres, many of whom operate from relatively remote locations or who simply may not have time to go through the exercise. One of the easiest ways to overcome this hurdle and receive some quality, down to earth feedback is to enter the NGIA Awards.

While over indulgence in 'competitor watching' is something which should be avoided at all costs (the easiest way to extinguish the 'home fires'), it is nevertheless of immense value to receive a qualified, external appraisal from an outsider's point of view.

### 2010 Nursery & Garden Industry Awards – entries open now

Reduced submission requirements, simplified entry criteria and greater winner benefits make this year's awards easier to enter and better than ever.

By entering the Awards you are inspiring others to strive for excellence and are making a strong statement about your organisation's commitment to the professionalism of the nursery and garden industry.

The Categories for 2010 are:

- Best Small, Medium and Large Garden Centre
- Best Small, Medium and Large Production Nursery
- Best Government Nursery (NEW for 2010)
- Best Propagation Nursery (NEW for 2010)
- NGI Community Award

- NGI Environment Award
- NGI Training Award
- NGI Export Award
- NGI Industry Supplier Award (NEW FORMAT for 2010)
- Young Leader Award

### Entering is now as easy as 1, 2, 3

The only criteria has been simplified from previous years with each category requires a two to four page submission plus support materials depending on the category you enter.

If your business is a garden centre, production nursery or allied trader, you should have received a brochure and entry form for the 2010 Awards Program. The new process is:

**Step 1:** Simply complete the entry form indicating the category you would like to enter and providing your contact details.

**Step 2:** Post, fax or email your entry form back to NGIA and we will send you the simplified criteria for each category you want to enter.

**Step 3:** Complete your submission, include your support materials and entry fee, and return it by post or email prior to July 26, 2009.

NGIA National Marketing & Communications Manager Jacqui Gibbs says: "The Nursery & Garden Industry Awards provide an unparalleled opportunity to work 'on' your business. The process enables you to focus on your strengths and identifies the opportunities for business improvement. This coupled with onsite visits, judges' feedback and industry recognition make entering the awards an invaluable investment."

### Enter NOW – closing date is 26th July!

All entries will be judged on a State level with the winners in each category moving through to become National Finalists. NSW and ACT winners will be announced at the Annual Awards Dinner on the 14th November 2009. All State Winners in the national award categories will become National Finalists. The National Winners will be announced at the Awards Gala Dinner in 2010 in conjunction with the NGI National Conference in Darwin. National winners will receive a trophy, marketing support materials and a \$1000 towards training through their State Association.

Entries close July 26, 2009. Make sure you get your entry forms in and take up this invaluable opportunity to showcase your business. For more information about the 2010 Nursery & Garden Industry Awards, or for an entry form contact Natalia Walker at NGIA on 9876 5200, email [natalia.walker@ngia.com.au](mailto:natalia.walker@ngia.com.au) or talk to Bob Wynyard on 9679 1472.





# Wanted - NSW & ACT State Young Leader 2010!

There is little doubt that giving young leaders the recognition they deserve not only keeps them motivated, it also encourages others to grow. This year's State Young Leader Award is part of the process to find the NGIA National Young Leader, again sponsored by OAMPS Insurance Brokers. It demonstrates what it takes to succeed as well as enthusing people at all levels to improve their skills. The entry process alone provides the perfect opportunity to assess where you are going now and in the future.

## Winners receive

The State Young Leader winner receives: A trophy and framed certificate; an opportunity to represent the NSW/ACT in the National Finals of the Young Leader Award 2009 at the NGIA Awards in Darwin in April 2010; an expenses paid trip to the 2010 NGIA Conference in Darwin, including conference registration, travel and accommodation; attendance as a special guest at the NGIA State Awards Dinner in Sydney on 14th November 2009.

Up to 2 runners up receive: A framed certificate; a \$300 approved industry standard training course (courtesy of NextGen); attendance as a special guest at the NGIA State Awards Dinner at Sydney in November 2009. All entrants receive a confidential judge's report following State judging.

## ENTER NOW!!!

Open to employees and employers in the NSW & ACT nursery and garden industry, entrants must be under 35 years of age at the time the awards entry closes (26/7/09). Entry forms are available online at [www.ngia.com.au](http://www.ngia.com.au) or to receive your entry kit contact NGIA on 02 9876 5200.



Bob Wynyard CNP  
BSDO

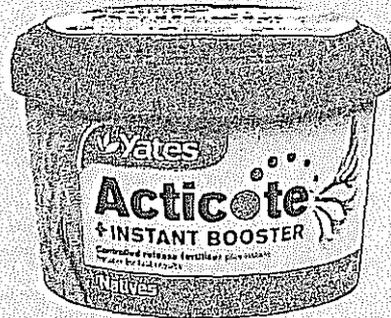
Know-how for Horticulture™



What's new from



Acticote + Instant  
Booster for Natives.



**A**cticote + Instant Booster for Natives is formulated for feeding all Australian native plants, especially those that are sensitive to high levels of phosphorus.

Its Nitrogen:Phosphorus:Potassium ratio (N19 : P0.3 : K9) is based on the fertilising regime used by professional native plant growers throughout Australia.

Each 500g Acticote pack combines superior quality, controlled release Nutricote fertiliser that continues working for up to 6 months, together with a fast-releasing component that promotes a quick growth response.

Acticote + Instant Booster for Natives is easily identified by the red ochre colour of the pack (a colour that is reminiscent of the warm, rich shades of the outback) and the yellow kangaroo paw flower that decorates the label. The label information is imprinted into the pack, which means the label stays in good condition even when the product is merchandised outdoors. The new pack design also features a clever, water-shedding lid.

The bright pack colours of the Acticote range stand out on shelf, and simple icons on the labels help end users achieve success with their fertiliser application.

For more information about Yates Acticote + Instant Booster for Natives, or the Acticote range, contact Judy Horton (02) 9794 9481 [judy.horton@yates.com.au](mailto:judy.horton@yates.com.au) or visit [www.yates.com.au](http://www.yates.com.au)

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“It’s dirty work but somebody’s gotta do it.” Recently the NGIV group the Tree & Shrub Growers spent a week in the Northern Territory visiting nursery and other horticultural businesses, did some serious ‘networking’ and enjoyed a bit of serious R&R. The trip was organised in conjunction with the NGINT. This was the latest in a long line of overseas, interstate and state tours organised by the group and follows last year’s trip to Canberra and Southern NSW. We left on the Sunday night when it was wet, cold and windy (the coldest April day in years!) and after 4 1/2 hours later where it was hot and beautiful. The group was led by Steve Day who is the president chair of the T&S group and counted 26 people in total.

**Day 1 (Monday)** saw us visit three well-known Darwin nurseries and a couple of other places of interest. The day started at Allora Gardens Nursery (hosted by Estelle Cornelli), followed by Ironstone Lagoon Nursery (Helmut Schimmel) and Finlay’s Stonemasonry (Landscape Supplies) and the Greening Australia Darwin Nursery. The serious work part of the day ended with a visit to an excellent landscape nursery surrounding the Bunnings Warehouse near the Darwin Airport using indigenous plants. Day 1 finished with an industry dinner at Pee Wees on the Point where we were joined by our ‘Darwin Hosts’ for a most enjoyable evening. A thank-you to Van Schaiks Bio-Gro for sponsoring the industry dinner.

**Day 2 (Tuesday)** saw the group venture to the Litchfield National Park and the fascinating local plants, termite mounds, some beautiful waterfalls and some pleasant swimming at the Florence Falls.

**Day 3 (Wednesday)** Back at work and visiting again. The day started at Howard Springs Nursery (Vicki Smith) then ventured to The Plantsmith Nursery (Simon Smith) and then to Darwin Plant Wholesalers (Darryl South & Teena Sandford). An excellent lunch provided by Darryl and Teena and the day finished

with a tour of Lambells Lagoon and a shortish trip to the Top End landmark – the Humpty Doo Hotel. Another fine dinner at the Buzz Café on Wednesday night.

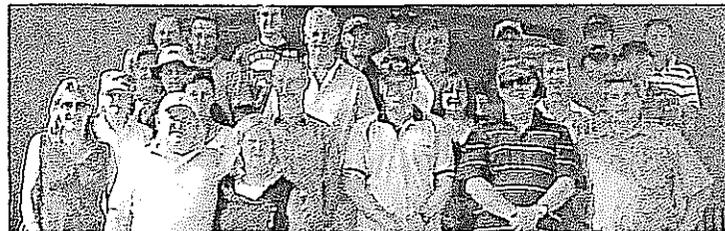
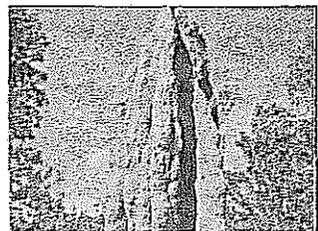
**Day 4 (Thursday)** was an R&R day with the majority of the group (the blokes and Jane Wilkins) going fishing and the rest having a day shopping and visiting some of Darwin’s touristy sites. Some good and some lucky fishing! Thursday night saw many of the group enjoy the famous Mindil Markets and one of the best sunsets in Australia.

**Day 5 (Friday)** The last day and the group are tiring. The day started at Darwin’s George Brown Botanic Gardens (Mick O’Neil) then a tour of the horticulture and aquaculture facilities at Charles Darwin University (Liz Hagan) and then to Hennessey flowers where Irene and Ian Hennessey showed us their cut-flower business specialising in Heliconia and Ginger flowers.

So all-in-all it was a great trip. There was some fun had, some new friendships renewed and a good industry. The T&S group thanks the NGINT for her organisation, Dellow and the support.

*Reported by Robert*

*CLOCKWISE FROM  
Tim West (NGIV)  
Noel Mansfield  
Howard Springs  
NGINT – Combi.  
Allora Gardens  
Arthur Thorpe, I*

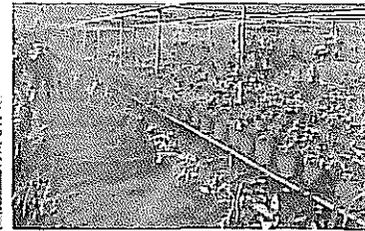


# Bugs think two are pes

Crown® and Precida® – broad action for the pests that bug your garden



## Tree & Shrubbies in the Top End



Tree and Shrub Growers

"It's dirty work but somebody's gotta do it." Recently the NGIV sub-group the Tree & Shrub Growers spent a week in the Northern Territory visiting nursery and other horticultural businesses, did some serious 'networking' and enjoyed a bit of serious R&R. The trip was organised in conjunction with the NGINT. This was the latest in a long line of overseas, interstate and intrastate tours organised by the group and follows last year's trip to Canberra and Southern NSW. We headed off on the Sunday night when it was wet, cold and windy (the coldest April day in years!) and landed 4 1/2 hours later where it was hot and beautiful. The group was led by Steve Day who is the current chair of the T&S group and counted 26 people in total.

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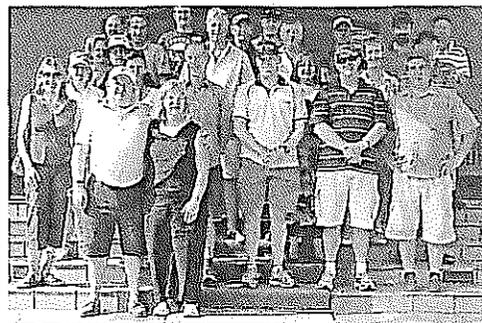
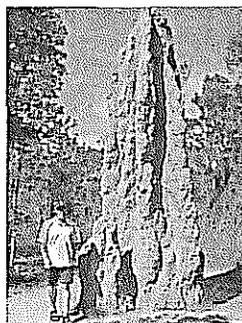
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So all-in-all it was a very educational and enjoyable trip. There was some fun had, some lies told (especially about the fishing) some new friendships and business relationships made and renewed and a good deal of support for the Top End's hospitality industry. The T&S group would like to thank Marjorie McLaine for her organisation of the tour with the assistance of Jane Dellow and the support of the NGINT.

Reported by Robert Chin

CLOCKWISE FROM TOP LEFT:

- Tim West (NGINT - President) and Steve Day - Chair of T&S Group
- Noel Mansfield - the champion fisherman
- Howard Springs Nursery
- NGINT - Combined industry dinner
- Allara Gardens Nursery
- Arthur Thorpe, Peter Wilkins and Darryl South (Darwin Plant Wholesalers)



CLOCKWISE FROM TOP LEFT:

- The Dragon and the Dinosaur at Finlay's Stonemasonry
- Robert Harrison and Noel Mansfield looking at Palm Trees
- NGIV CEO Steven Potts and termite mound at Litchfield National Park
- The T&S Tour Group

# Bugs think these two are pests

Crown® and Procide® - broad action for the pests that bug your ornamentals

The recognised names in controlling a wide range of pests. Crown works on contact and systemically through root and leaf uptake. Soft on beneficial insects. Procide gives fast knockdown during peak insect activity.

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# School visit raises the question



By Noel Deakin, Chair, Shrub & Treegrowers Group, NSW  
Swanes Nurseries

Recently our nursery had a visit from year 12 who attend a local high school. They were visiting the nursery as part of their agricultural studies. The idea behind the visit was to get a much better understanding of how the production process worked from the time we first decide to grow a crop through to when it reaches the retail stage and is ready for sale. They also came to get a better understanding of the biology of plants and their interaction with the environment.

It was during the preparation for this tour that it became very apparent just how much is involved in horticulture, whilst explaining to the group all the procedures and research that had to be done to produce a plant that not only looks good but is cost efficient.

The students' interest was very broad. Some were interested in propagation and the various methods that are used; others in cuttings, budding, grafting, tissue culture and even plant breeding.

The general production processes of planting, pruning, weeding, staking and feeding also took their interest and how stock, through these and other processes, are made ready for certain events or times of the year.

The group learned that water that has to be monitored 365 days a year and were shown how it was applied. They discussed the spray and cultural controls used to stop or restrict pest and diseases and even the stop at the label room caused a large amount of discussion.

It was in the label room that the group came to get an idea of the number of varieties of plants that are available and, once



Swane's, Dural

we finished the journey at the retail area, they were somewhat surprised at how involved the process was.

## Where are the Hort students?

Further discussions with the teachers showed that although our industry was on their door step, most of the students had no idea that it was so extensive. Many of the agricultural students who wanted to pursue some sort of agriculture once they left school saw farming as their only option.

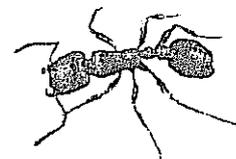
## So what is the point of all this?

I wonder how many good people we have lost before they have even begun in horticulture. This experience was with a school that is surrounded by horticultural endeavours. What about all those who aren't? The potential to get good staff appears to be there; we have to find the best way to tap into this resource and promote nurseries as being part of any well rounded education in horticulture, regardless of where many of them end up before they retire!

The Shrubbles next meeting will be on Wednesday 3rd June at Nursery Industry House, 7.30pm.



## Allied Nursery Trades Group



## Thanks ANTS!

By Doug Shelton, Chairman, ANTS  
Brunnings/Gardman

With the economic times ahead facing us all I would like to take this opportunity to thank all the existing members of the Allied Nursery Trades Group for their participation in helping improve the quality of many facets of our nursery and garden industry.

## Come along and catch up!

With this in mind I would like to extend an invitation to all allied traders who are not currently participating in the ANTS Group to come along and join us for our next meeting to be held at Nursery Industry House at the next Rouse Hill Trade Day on Tuesday, 2nd June at 10am.

These meetings are a good way to catch up with your fellow members and to discuss relevant issues facing our industry with the view to adding value for all our customers in such areas as promotional activities, industry training, workshops and social functions to just mention a few. I'm sure all participants that attend would leave the meeting with the view to joining our group and continuing the efforts of our existing members.

Secondly thanks to all Gardman customers for their support throughout the 2008 season which has made it our most successful year yet and, in return, experiencing double digit growth in this product segment in the majority of cases.

We at Brunnings/Gardman feel that Spring 2009, with all that we have put in place, will be as successful if not better than our previous season and we invite all our customers to take advantage of our representatives to discuss the 2009 range. For further information or assistance please contact our office on 02 9756 1144.

Congratulations to Bronwyn from Dracaena Farm Nursery who was the winner of last month's ANTS Trade Day raffle

# New Joint Venture



By Noel Deakin, Chair, Shrub & Tree Growers Group, NSW/ACT

Swane's Nurseries

The first meeting of the new Shrub & Tree Growers/Allied Nursery Traders group will be held on Wednesday 2nd September, 7.30pm at Nursery Industry House. We will be electing the seven committee positions. These elected people will be entrusted with moving the group forward and improving benefits for the members. Whilst both groups have served their members well it is hoped through our combined efforts that we will be able to build on this and enable the group to grow.

## Shrubs of the Year 2010

The shrubs of the year for 2010 will be *Laurus nobilis*, *Felice sellowiana* and *Rosmarinus Tuscan Blue*. The pink and white Rosemary labels will be revamped. These will be released as a collection of plants that are edible. Retailers are already using this theme well and this will help add to their promotions.

## Anyone for Bowls?

Arrangements for the social bowling night in October are coming together. A date is yet to be finalised. Training is well underway for what should be a night of tough competition, a good laugh and pleasurable company. Hope to see you there.

**Voted 2008 Shrub of the year by the Shrub & Tree Growers Group of NSW & ACT**

Drought and frost hardy

Australian Native

**BUSH SNACKS!!** Sweet edible fruit berries ripening in Autumn

Can be planted in containers

White flowers during Spring and Summer

**Bush Snacks**

## We also sell products that grow - but we're not your competition.

At OAMPS, our insurance product has been developed with the Nursery & Garden Industry to create a product that maximises cover for Nurseries at a highly competitive rate. As the needs of nurseries have changed so has OAMPS insurance product, 'nurserypac' to accommodate those different needs. Does your insurance cover do that?

For information on the unique benefits OAMPS can offer Nurseries, call:

**1800 240 432**

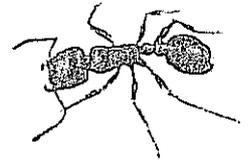
[www.oamps.com.au](http://www.oamps.com.au)

ABN 34 005 547 910



Proud supporters of the Nursery & Garden Industry





## Trading at Rouse Hill

By Frank Munda, ANTS Group

### Yates Commercial

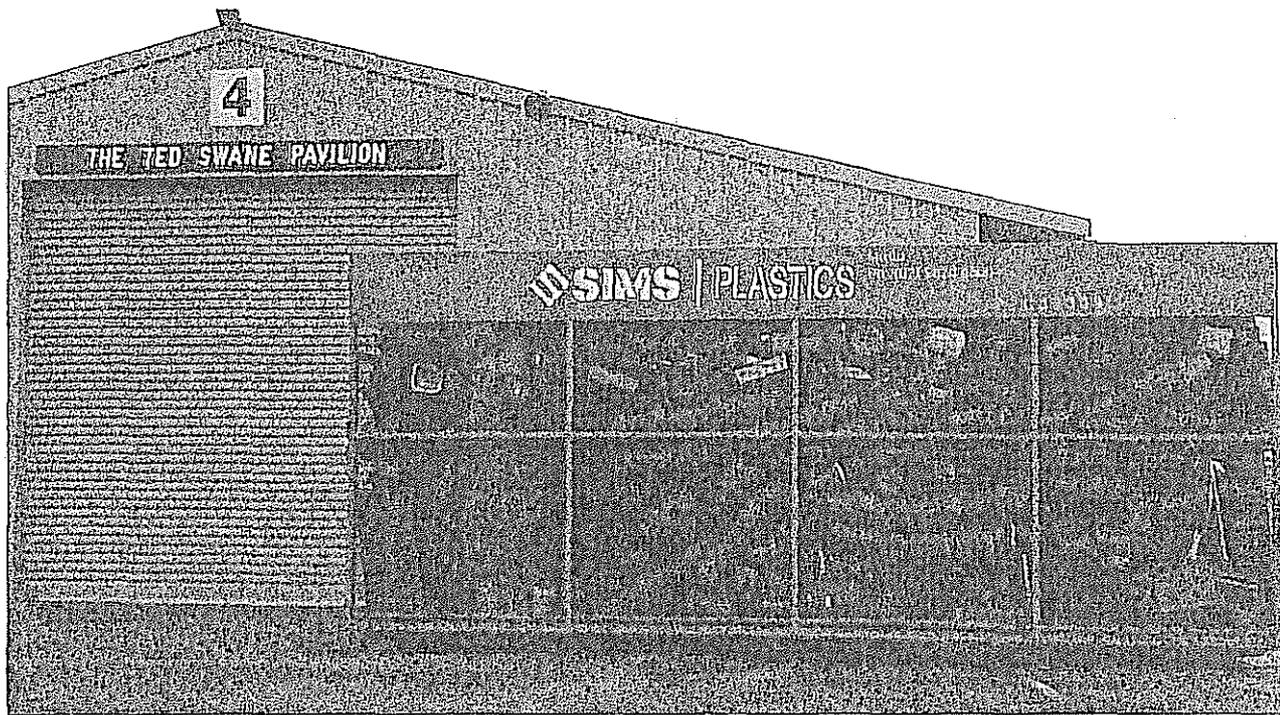
After a mild start to winter, early July brought with it some particularly cold nights and mornings. July Trade Day saw quite cool temps all morning and the coffee stand doing a roaring trade.

The ANTS raffle was run by Rob MacMaster from C-Mac Industries, with the winner of the prize being Leeanne Neal of Newcastle Wild Flower Nursery. Thank you all for your ongoing support of the Trade Day Raffle.

### Wilt or Wilt Not?

With winter well and truly underway and morning frosts becoming more frequent, one method of protecting your stock is with Yates WiltNot. One application (24hrs prior to frost) provides protection for up to 21 days. WiltNot is a non-toxic elastic polymer, which is easy to apply and provides protection to all leaf and stem surfaces.

In early August Yates Commercial will be releasing two new products to their range. Yates Blood & Bone Premium 20kg and Yates Blood & Bone based 20kg. For any information on the Yates Commercial range or our nearest distributor please contact me on 0417 166 735 or [frank.munda@ortco.com](mailto:frank.munda@ortco.com)



Rouse Hill plastic recycling bin

## Recycled Pots = Recycled Customers

By Mike Mehigan, President, NGINA

Garden City Plastics, NSW, has again confirmed that they are keen to assist in the recycling of plastic pots from both growers and retailers - more details of this initiative will be available soon. This is a program that the association fully supports and we will do whatever we can to assist.

On a personal note, my garden centre commissioned a recycling bin about a year ago. We encourage our customers to return used pots to the bin. If anyone wants to reuse them we ask for a donation to our chosen charity, CareFlight, via the collection bin at our sales counter. When the bin is full the pots are taken to Rouse Hill and dumped in the recycling cage. There are several positives that come from this scheme, especially for us retailers. It gives your customers somewhere to easily recycle the pots you originally sold to them. When they return them for recycling they are back in your garden centre, which presents an ideal opportunity to sell them more products





## APPENDIX 9

### NGIV 4<sup>TH</sup> Quarter Reports

## State Association Quarterly Report Summary Victoria: July to September 2009

I, Steven Potts, confirm that the detail contained within this report and the attachments is true and correct. The report has consideration for the Conditions pursuant to contracts set between the State Associations and NGIA, NIASA Heads of Agreement, AGCAS Heads of Agreement and National Training Funding Guidelines

Signed:  Date: 22/10/09

### Accreditation & Certification

#### NIASA – Production Nursery & Growing Media Accreditation

- Name the person conducting accreditation audits.
  - Anthony Curnow
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement
  - Yes
- Provide an overview of the activities held for NIASA and the outcomes and benefits to industry accruing and measured.
  - Refer to table below and attached Spreadsheet.
- Minutes of the SNAC meetings, a list of accredited businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.
  - No SNAC meetings were held during this period covered by this report.

<b>NIASA Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
NIASA Newsletters <ul style="list-style-type: none"> <li>• September 2009</li> </ul>	NIASA businesses and others	• 70 businesses
Promotion of NIASA to new Members	New NGIV members	Approx 6 new members over 3 months
Promotion of NIASA to non-NIASA NGIV members	Non-NIASA members	Approx 30 NGIV members over 3 months

### EcoHort Certification

- Name the person conducting certification audits.
  - Anthony Curnow.
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement and the certifier has undertaken the EcoHort workshop.
  - Yes
- Provide an overview of the activities held for EcoHort and the outcomes and benefits to industry accruing and measured.
  - Refer to table below.
- A list of certified businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>EcoHort Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Promotion of ECOHORT to new Members	New NGIV members	Approx 6 new members over 3 months
Promotion of ECOHORT to non-NIASA NGIV members	Non-NIASA members	Approx 30 members over 3 months
Promotion of ECOHORT to NIASA members – not currently ECOHORT	Non Ecohort NIASA	10

### BioSecure HACCP Certification

- Name the person conducting certification audits.
  - Robert Chin.
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement and the certifier has undertaken the BioSecure HACCP workshop.
  - Yes, took part in the NGIA Biosecure training provided in Queensland 2-3 years ago.
- Provide an overview of the activities held for BioSecure HACCP and the outcomes and benefits to industry accruing and measured.
  - Refer to table below and attached Spreadsheet.
- A list of certified businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.
  - None Certified at this stage

<b>BioSecure HACCP Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Actively working with a Business to become certified.	1 Business	1
Promotion at July Tree & Shrub Growers meeting.	Tree & Shrub Growers	100
Groundswell article – July 2009 – Robert Chin <ul style="list-style-type: none"> <li>• BioSecure HACCP, What the?</li> </ul>	Whole of Industry, including member and non-member businesses	1,200 businesses in 3 states, Vic/Tas/SA. Readership estimated at 6,000.
Groundswell article – September 2009 – Robert Chin	Whole of Industry,	1,200

<ul style="list-style-type: none"> <li>Interstate Plant Movement &amp; Biosecurity, why is it so hard?</li> </ul>	including member and non-member businesses	businesses in 3 states, Vic/Tas/SA. Readership estimated at 6,000.

### AGCAS - Retail Accreditation

- Name the person conducting accreditation audits.
  - Anthony Curnow
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, AGCAS Heads of Agreement
  - Yes
- Provide an overview of the activities held for AGCAS and the outcomes and benefits to industry accruing and measured.
  - Refer to table below and attached Spreadsheet.
- Minutes of the SAAC meetings, a list of accredited businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below should be provided here. This includes copies of articles, emails, faxes, photos of events, invoices etc.
  - No SAAC meetings were held during the period covered by this report.

<b>AGCAS Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Promotion to new members	Retailers	Approx. 4
Promotion of AGCAS to NGIV members but non AGCAS members	Non AGCAS members	Approx 20 businesses
Promotion of AGCAS to non AGCAS to non NGIV members		Approx 15 businesses
Formation of Retail special interest group and meeting	Key stakeholder meeting to establish SIG.	7
Groundswell Article – September 2009 <ul style="list-style-type: none"> <li>▪ Retail Garden Centre Accreditation – Back in the spotlight.</li> </ul>	Whole of Industry, including member and non-member businesses	1,200 businesses in 3 states, Vic/Tas/SA. Readership estimated at 6,000.

### General Accreditation Promotion

<b>General Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Groundswell Article – July 2009 <ul style="list-style-type: none"> <li>▪ Accreditation, Alive &amp; well in Tasmania</li> </ul>	Whole of Industry, including member and non-member	1,200 businesses

	businesses	in 3 states, Vic/Tas/SA. Readership estimated at 6,000.
<p>Groundswell Article – August 2009</p> <ul style="list-style-type: none"> <li>Industry initiative that you should be involved in.</li> </ul>	Whole of Industry, including member and non-member businesses	1,200 businesses in 3 states, Vic/Tas/SA. Readership estimated at 6,000.
<p>Groundswell Article – September 2009</p> <ul style="list-style-type: none"> <li>Accreditation, Alive &amp; well in Tasmania</li> </ul>	Whole of Industry, including member and non-member businesses	1,200 businesses in 3 states, Vic/Tas/SA. Readership estimated at 6,000.
<p>Landscape Expo 2009</p> <ul style="list-style-type: none"> <li>Design, construction and maned the display</li> <li>Interest in association activities was positive with numerous enquiries from councils and landscapers.</li> </ul>	Council's and landscapers	Approx 2000

## Training & Recognition

### Training

- Provide an overview of the training activities and the outcomes and benefits to industry accruing and measured.
  - See attached file for summary of workshops held
- In order to avoid duplication, figures provided to the Training Coordinator in their regular contact with you will be forwarded to HAL. State Associations are required to advise of all workshops in accordance with the Training Plan submitted.
  - Noted.
- Funding for training will be allocated in accordance with the Training Funding Guidelines as amended from time to time.
  - Funding requests are up to date
- In the table below, please list ALL workshops delivered by the State Association in the quarter. Also, please list details of other training activities such as field days, seminars etc.

<b>Training Workshop/Activity</b>	<b>Audience</b>	<b>Dates</b>	<b>Attendees</b>
Grow Your People	Nursery Industry Managers/Owners	July 15 <sup>th</sup> July 29 <sup>th</sup> August 5 <sup>th</sup> Followed by 3 x Mentoring sessions with individual business owners.	15 – Maximum allowed
Selling For Growers & Allied Traders	Nursery Owners/Managers and Staff	July 29th	21
Pest & Diseases Workshop for VIP Home Services	Garden care franchise holders	August 15 <sup>th</sup> 2009	15 - Maximum
Tissue Culture Program		September 10 <sup>th</sup> & 17th	13
<b>Other Training Initiatives</b>			
Skills for Growth Program: in partnership with Department of Industry, Innovation and Regional Development	Owners and Managers	Ongoing from September 2009	Uncapped – aiming to enlist 40 businesses
Skills Recognition Program: in partnership with Chisholm TAFE	Experienced staff lacking formal qualifications	Ongoing from September 2009	Uncapped – target is 100 participants.
<b>Proposed Workshops and Training</b>			
John Stanley and Bill Bown Marketing Workshop	Senior Managers and Owners, Retail, Production and Allied Trade	October 22nd	30
Workshop for Assisted Employment	Government Assisted Workshop managers and senior staff	November 11th	25
What Buyers Want	Senior Production Nursery staff	November 18th	35
Introduction to Supervision	Nursery Managers and	December 9th	15

	<b>Supervisors</b>		
John Stanley – Retail Intervention Pt II	Four recognized Victorian retailers. Follow up visit from May.	Mid December Date TBC	The owners and senior managers of Gardenworld, Bat Rd, Poynton's and Rivers
Garden Design Basics	VIP Franchisees	February 2010	20

### CNP Extension

- Provide an overview of the activities held for CNP and the outcomes and benefits to industry accruing and measured.
  - CNP AD appears in each edition of Groundswell, typically page 4, under the President's message
  - CNP is actively promoted by the Accreditation officers during their industry visits
- Promotional activities should relate to the benefits of being a CNP and encourage participation in the program. Promotional activities in this section do not relate to the inclusion of CNP points on workshop materials.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.
  - See attached

<b>CNP Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Groundswell advertisement	Whole of Industry, including member and non-member businesses	1,200 businesses in 3 states, Vic/Tas/SA. Readership estimated at 6,000.
CNP logo and points recognition on all training flyers	Wider industry	1,200 businesses across 3 states
On the road promotion to business owners	Business Owner	Direct
Tree and Shrub Growers Group – verbal presentation	Staff and Business Owners	Attendees
Nextgen Events – stand up banner and promotion on fliers	Young People in Horticulture	30 attendees
Retail Special Interest Group – CNP points logo on flier	Distributed at Trade Day	100

### Career Pathways

- Provide an overview of the activities held to promote the Nursery & Garden Industry as a career option and the reaction to this activity eg, phone enquiries, industry businesses allowing work experience for students etc
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Career Pathways Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Careers section on NGIV Website	Potential students and their parents	Worldwide web audience
Your Victoria Career Guide 2009/10 Advert	Secondary College Career Teachers	All Secondary colleges in Victoria
<b>Other Career Development Activity</b>		
NGIV representative on Swinburne University of Technology TAFE Division TAFE Horticulture Careers and Education Advisory Committee: August 13	Potential students of Horticulture studies at Cert II to Diploma Level	
August 1 <sup>st</sup> . Meeting with representatives from Department of Innovation, Industry and Regional Development regarding a joint promotion of Skills for Growth management training program.	This will lead to a major article for October Groundswell and representation at November Trade Day.	1,200+ Businesses.
August 29 <sup>th</sup> . Meeting with Mary-Ann Hall from Chisholm TAFE to cooperate on program of Skills Recognition for the Horticulture sector	Major Display site at September Trade Day. Upcoming promotions include Skills Recognition article in Groundswell for October. Promotion, including flyer, for October Tree & Shrub Growers meeting and display at November Trade Day Education Expo.	1,200+ Businesses
August 26 <sup>th</sup> -28 <sup>th</sup> . Careers Stand at 2009 Landscape Expo.	Employers and employees. People interested in pursuing a careers in horticulture.	2,000+ attendees and their immediate contacts. This included TAFE representatives.

## Program Support

### Nursery & Garden Industry Awards

- Provide an overview of the activities held for the Nursery & Garden Industry Awards and the outcomes and benefits to industry accruing and measured.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Awards Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Groundswell – July 2009 <ul style="list-style-type: none"> <li>• Full Page Advertisement</li> </ul>	Whole of Industry, including member and non-member businesses	1,200 businesses. Approx 6,000 readers
Distribution of 2010 Award nominations <ul style="list-style-type: none"> <li>• Groundswell</li> <li>• Trade Day</li> <li>• IDO Visits</li> </ul>	Whole of Industry	1,200 businesses.

### National Conference & Exhibition

- Provide an overview of the activities held for the National Conference & Exhibition and the outcomes and benefits to industry accruing and measured..
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Conference Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Promotion at Tree & Shrub Growers meeting	Production Nurseries	Approx 100
Promotion on NGIV Website	Whole of Industry	Unlimited

### Special Interest Group (SIG) Facilitation

- Provide an overview of the Special Interest Group (SIG) meetings/workshops facilitated by the State Association including: *Tree & Shrub, Retail Groups, Allied Trade, Women in Horticulture, NextGen, etc* and the outcomes and benefits to industry accruing and measured.. You should include the number of attendees, speakers, venues, details on how the success of these functions was promoted and any cross promotion of national industry initiatives.
- Provide a table for each meeting facilitated and the promotional activity conducted. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Special Interest Group:</b>	<b>Audience</b>	<b>Reach</b>
<b>Tree &amp; Shrub Growers:</b> <ul style="list-style-type: none"> <li>• 28 July 2009 - Debco</li> <li>• 18 August 2009 – Facey’s</li> <li>• 15 September 2009 – Landscapelink</li> </ul>	Growers and allied traders Education providers	<ul style="list-style-type: none"> <li>• 70 attendees</li> <li>• 92 attendees</li> <li>• 76 attendees</li> </ul>

<p><b>NextGen Group:</b></p> <p>Committee Meetings</p> <ul style="list-style-type: none"> <li>• 16 July 2009</li> <li>• 27 August 2009</li> <li>• 17 September 2009</li> </ul> <p>Groundswell Articles</p> <ul style="list-style-type: none"> <li>• Building a Career through apprenticeships &amp; support - August 2009</li> <li>• Getting the nextgen involved in your business – September 2009</li> <li>• Industry update – September 2009</li> </ul> <p>NextGen Survey – September 2009</p> <p>Green World Article</p> <ul style="list-style-type: none"> <li>• September 2009</li> </ul> <p>Events</p> <ul style="list-style-type: none"> <li>• 17 July 2009</li> <li>• 24 September 2009</li> <li>• 24 September 2009</li> </ul>	<p>Committee Members</p> <p>Whole of Industry, including member and non-member businesses</p> <p>Nextgen attendees at Oasis Function, Sept 24<sup>th</sup></p> <p>Whole of Industry, including member and non-member businesses</p> <ul style="list-style-type: none"> <li>• Function – Hawthorn Hotel</li> <li>• Strategic Planning Day</li> <li>• Function - OASIS</li> </ul>	<p>Approx 8</p> <p>1,200 businesses in 3 states, Vic/Tas/SA. Readership estimated at 6,000. NextGen members, Committee and industry</p> <ul style="list-style-type: none"> <li>• 33</li> <li>• 8</li> <li>• 35</li> </ul>
<p><b>Women in Hort group:</b></p> <p>Committee Meeting</p> <ul style="list-style-type: none"> <li>• 29 July 2009</li> <li>• 26 August 2009 – AGM</li> </ul>	<p>Encouraging Women in Hort group meeting</p>	<p>6 women in at meeting. 113 on data base</p>
<p><b>Schools' Garden Awards:</b></p> <p>Committee Meeting</p> <ul style="list-style-type: none"> <li>• 11 September 2009</li> </ul>	<p>NGIV, sponsors incl. Vic Education Department, Plant Plus and others</p>	<p>10 people. Program reaches 2200 schools in Victoria and has 200 entries each year.</p>
<p><b>Retail Special Interest Group:</b></p> <ul style="list-style-type: none"> <li>• 1 September 2009 – Meeting of Key Stakeholders.</li> <li>• Construction and Distribution of a flier promoting the first event</li> <li>• Promotion of the first event through Trade Day, members and stakeholder networks.</li> </ul>	<p>Key Stakeholder Groups</p> <p>Trade day attendees</p>	<ul style="list-style-type: none"> <li>• 9 attendees</li> <li>• Approx 600</li> </ul>

**Environmental Extension**

- Provide an overview of the activities held for CNP and the outcomes and benefits to industry accruing and measured. This could include initiatives such as:
  - Grow me Instead
  - Our Environment Your Backyard
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Environmental Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Hort Journal Article <ul style="list-style-type: none"> <li>• Poisonous Plants &amp; why does it matter – September 2009</li> </ul>	Whole of industry	Hort Journal Readership
Groundswell Article <ul style="list-style-type: none"> <li>• National Invasive Plants Survey – we need your assistance- July 2009</li> </ul>	Whole of Industry, including member and non-member businesses	1,200 businesses in 3 states, Vic/Tas/SA. Readership estimated at 6,000
Promotion of Grow me Instead booklet in Trade Day Newsletter	Trade Day attendees	Approx 600
1 <sup>st</sup> Milestone for Garden City Plastics and National Packaging Covenant Polypropylene pot recycling program: 200+ tones.	Whole of industry including end user/consumer	Major production nurseries. Six municipal Waste Transfer Stations. Four larger retailers.
<b>Evolution Awards</b> 1 <sup>st</sup> prize Household Packaging Award - Garden City Plastics and National Packaging Covenant Polypropylene pot recycling program. 1 <sup>st</sup> prize Retail Packaging Action Award - Garden City Plastics and National Packaging Covenant Polypropylene pot recycling program	Whole of both horticulture industry and the wider packaging industry	Household consumers, industrial users and the wider packaging industry.

**Life is a Garden promotion**

- Provide an overview of the activities held for Life is a Garden and the outcomes and benefits to industry accruing and measured.. This could include initiatives such as Newspoll research promotion, support of seasonal campaigns such as Christmas, Mother's Day and Spring.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Life is a Garden Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
10 – 20 'Life is a Garden' weekly adverts on 3AW and Magic Radio stations. Valued at \$84,000 per annum.	Radio audience	300,000
Your Victoria Career Guide 2009/10 Advert	Secondary College Career Teachers	All Secondary colleges in Victoria


## Industry Engagement

### BSDO & IDO Accessibility

- Please detail how the State Association communicated the availability of support from Business Skills Development Officers and Industry Development Officers for the whole industry – members and non-members.
- App 2 – State Quarterly Reporting Template requires the State Association to report on the number of individual contacts made with businesses to support their development. This type of contact in this regard is personalised and could include: phone calls, face to face meetings, onsite visits, letter, email or fax communications. It does not include broadcast emails or mailing list communications.
- Summary Record Sheets of each 'contact' should be provided in support of your figures. This sheet should identify member and non-member contacts.

Promotional Activity	Audience	Reach
The NGIV visitation plan is functioning very well. This includes CEO, Deputy CEO, IDO and BSDO.	Whole of industry	Approx 250 businesses across the state.
Attendance at monthly trade day	Whole of industry	Approx 600 – 800 per month

### IDO National Policy Role

- Detail the National Policy Role and name the person who is the State representative for this role.
- In your summary detail how industry, nationally, has benefited from the participation of this person in the relevant policy meetings.
- Using the table below provide details of meetings, conferences and workshops attended and attach copies of the IDO meeting reports and minutes.
- Using the table below provide details of communication activities undertaken to inform and benefit the industry nationally in relation to your national policy role.

National Policy & Promotional Activity	Date
<b>Robert Chin: DO with responsibility for Invasive Plants</b> <ul style="list-style-type: none"> <li>• Assisting NGIQ with their booklets.</li> <li>• Vic booklet distribution is on-going. Also in other states</li> <li>• Two additional articles on invasive plants for Hort Journal Magazine.</li> <li>• GMI Nursery Paper finished and published</li> <li>• Working with a small sub-committee on issues to do with weeds within Victoria following the Mexican Feather Grass incursion</li> <li>• Drafted a Victorian Voluntary Code of Conduct for Invasive plants following the Mexican Feather Grass incursion. This will be distributed for comment in the near future.</li> <li>• Attended national Willows Weeds Working Group representing NGIA</li> </ul>	
<b>BIOSECURITY:</b>	

<ul style="list-style-type: none"> <li>• <b>Potting Mix into Tasmania</b> – assisted with blockage at Davenport, in conjunction with NGIT.</li> <li>• <b>South Australia Biosecurity Changes</b> – Distribution to Industry.</li> <li>• <b>Vine Industry BioSecurity Group</b> – attending meeting and drafted response for the protocols requested</li> <li>• <b>New Victorian Biosecurity Strategy</b> – attended launch for new strategy at Flemington Racecourse</li> <li>• <b>FruitFly Review</b> – attended and presented at DPI review representing NGIV and industry generally</li> </ul>	

**Other national levy initiatives**

- Please detail here any other activities undertaken by the State Association to promote other national levy initiatives not specifically mentioned in the above section.

Advocacy work with Victorian Government regarding amenity horticulture and water restrictions.  
 Advocacy work with Victorian Government regarding Cooling the Planet One Backyard at a Time.  
 Advocacy work with Victorian Government regarding revegetation following the Vic bushfires.  
 Work with IMG regarding the operation of the Melbourne International Flower & Garden Show.

# State Association Quarterly Report Victoria

	1 Jul-30 Sep	1 Oct-31 Dec	1 Jan-31 Mar	1 Apr-30 Jun	TOTAL
<b>Accreditation &amp; Certification</b>					
<b>NIASA - Production &amp; Growing Media Accreditation</b>					
# NIASA Businesses (start of quarter)	56	0	0	0	
# NIASA Businesses (end of quarter)	56	0	0	0	
Net increase/decrease	0	0	0	0	
Businesses engaged with NIASA not yet accredited	6	0	0	0	
Number of audits conducted	22	0	0	0	
Manuals Sold	0	0	0	0	
Number of SNAC Meetings	0	0	0	0	
<b>EcoHort Certification</b>					
Audits conducted by: (insert initials)	Anthony Cumow				
# NIASA Businesses EcoHort Certified (start of quarter)	14	0	0	0	
# NIASA Businesses EcoHort Certified (end of quarter)	15	0	0	0	
Net Increase/decrease	1	0	0	0	
Businesses engaged with EcoHort not yet certified but are NIASA	8	0	0	0	
Businesses engaged with EcoHort not certifiable (ie not NIASA)	0	0	0	0	
Number of certification audits conducted	3	0	0	0	
Manuals Sold	0	0	0	0	
<b>BioSecure HACCP Certification</b>					
Audits conducted by: (insert initials)	Robert Chin				
# NIASA Businesses Biosecure HACCP Certified (start of quarter)	0	0	0	0	
# NIASA Businesses Biosecure HACCP Certified (end of quarter)	0	0	0	0	
Net increase/decrease	0	0	0	0	
Businesses engaged with BioSecure HACCP not yet certified but are NIASA	1	0	0	0	
Businesses engaged with BioSecure HACCP not certifiable (ie not NIASA)	0	0	0	0	
Number of certification audits	0	0	0	0	
Manuals Sold	1	0	0	0	
<b>AGCAS - Retail Accreditation</b>					
Audits conducted by: (insert initials)	Anthony Cumow				
# AGCAS Businesses (start of quarter)	22	0	0	0	
# AGCAS Businesses (end of quarter)	22	0	0	0	
Net increase/decrease	0	0	0	0	
Businesses engaged with AGCAS not yet accredited	8	0	0	0	
Number of audits conducted	9	0	0	0	
Manuals Sold	0	0	0	0	
Number of SAAC Meetings	0	0	0	0	
<b>Training &amp; Recognition</b>					
<i>In an effort to avoid doubling up of information, the Training Coordinator will contact each State regularly seeking the figures below. These figures will be used for reporting to HAL</i>					
<b>Training</b>					
# of Workshops conducted	4	0	0	0	
Total workshop attendance	64	0	0	0	
# planned for next reporting period	5	0	0	0	
# planned workshops where funding will be requested	4	0	0	0	
# of workshops where CNP points were allocated	4	0	0	0	
# of other training activities	0	0	0	0	
Training plan provided	Y				
<b>CNP Extension</b>					
<i>In an effort to avoid doubling up of information, the CNP Coordinator will provide these figures for reporting to HAL</i>					
# of CNP's in State (start of quarter)	56	0	0	0	
# of CNP's in State (end of quarter)	53	0	0	0	
# of CNP's due for renewal this quarter	8	0	0	0	
# of CNP's renewed this quarter	0	0	0	0	
# of promotional activities conducted	8	0	0	0	
<b>Career Pathways</b>					
# of promotional activities conducted	3	0	0	0	
# of employment opportunities on National Career Pathways website	0	0	0	0	
<b>National levy initiatives</b>					
<b>Nursery &amp; Garden Industry Awards</b>					
# of promotional activities conducted	6	0	0	0	
# of attendees State Awards Night	0	0	0	0	
<b>National Conference &amp; Exhibition</b>					
# of promotional activities conducted	0	0	0	0	
# of delegates from State	N/A				
<b>Special Interest Group (SIG) Facilitation</b>					
# of promotional activities conducted	0	0	0	0	
# of meetings/workshops facilitated	0	0	0	0	
<b>Environmental Extension</b>					
# of promotional activities conducted	0	0	0	0	
Supporting documents provided	Y				
<b>BDSO accessibility</b>					
BDSO contact with engaged retailer	50	0	0	0	
BDSO contact with non-engaged retailer	45	0	0	0	
BDSO contact with engaged production or growing media business	35	0	0	0	
BDSO contact with non-engaged production or growing media business	10	0	0	0	
<b>IDO accessibility</b>					
IDO contact with engaged retailer	32	0	0	0	
IDO contact with non-engaged retailer	12	0	0	0	
IDO contact with engaged production or growing media business	52	0	0	0	
IDO contact with non-engaged production or growing media business	23	0	0	0	
<b>IDO - National Policy Roles</b>					
<i>These activities are contracted for 08/09. In 09/10 these activities will be outcome funded</i>					
# of meetings attended	6	0	0	0	

## APPENDIX 10

### NGIT 4<sup>TH</sup> Quarter Reports



Brocklands	Near completion	2
Woodlea	Working towards	2
Visits were conducted by Anthony Curnow		

**BioSecure HACCP Certification**

- Name the person conducting certification audits.
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement and the certifier has undertaken the BioSecure HACCP workshop.
- Provide an overview of the activities held for BioSecure HACCP and the outcomes and benefits to industry accruing and measured..
- A list of certified businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>BioSecure HACCP Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>

**AGCAS - Retail Accreditation**

- Name the person conducting accreditation audits.
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, AGCAS Heads of Agreement
- Provide an overview of the activities held for AGCAS and the outcomes and benefits to industry accruing and measured..
- Minutes of the SAAC meetings, a list of accredited businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below should be provided here. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>AGCAS Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Nurseries were audited by Anthony Curnow		
Lifestyles	Considering	2
Clennetts both stores	Opting out	4
Becks home Garden	Opting out	1
Lindisfarne Garden	Opting out	1
Allans Rocherlea	Opting out	1
Allans Prospect	Reaccredited	2
Cloverlea	Reaccredited	2
Chandlers	Reaccredited	1
Growmaster Howrah	Reaccredited	1
Harmony Nursery	Reaccredited	1
Newtown Station Nursery	Reaccredited	1
Westlands	Reaccredited	2

## Training & Recognition

### Training

- Provide an overview of the training activities and the outcomes and benefits to industry accruing and measured..
- In order to avoid duplication, figures provided to the Training Coordinator in their regular contact with you, will be forwarded to HAL. State Associations are required to advise of all workshops in accordance with the Training Plan submitted.
- Funding for training will be allocated in accordance with the Training Funding Guidelines as amended from time to time.
- In the table below, please list ALL workshops delivered by the State Association in the quarter. Also, please list details of other training activities such as field days, seminars etc.

Training Workshop/Activity	Audience	Dates	Attendees

### CNP Extension

- Provide an overview of the activities held for CNP and the outcomes and benefits to industry accruing and measured..
- Promotional activities should relate to the benefits of being a CNP and encourage participation in the program. Promotional activities in this section do not relate to the inclusion of CNP points on workshop materials.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

CNP Promotional Activity	Audience	Reach

### Career Pathways

- Provide an overview of the activities held to promote the Nursery & Garden Industry as a career option and the reaction to this activity eg, phone enquiries, industry businesses allowing work experience for students etc
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

Career Pathways Promotional Activity	Audience	Reach
Extensive negotiations with states NAC's and Skills Institute were conducted to enable the Cert 3 to have part time training available to employers. This affects the training pathway allowing students to improve their skills and bridge the gap between Cert 2 and Cert 4	statewide	


## Program Support

### Nursery & Garden Industry Awards

- Provide an overview of the activities held for the Nursery & Garden Industry Awards and the outcomes and benefits to industry accruing and measured..
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

Awards Promotional Activity	Audience	Reach
Entrants were contacted by telephone to encourage entry to this years		
Growmaster Howrah	Owner	1
Woodlea Nursery	Owner & Manger	2
Newtown Station Nursery	Owner	1
Jubilee Nursery	Owner	1
Allans Garden Centre	Owner	1

### National Conference & Exhibition

- Provide an overview of the activities held for the National Conference & Exhibition and the outcomes and benefits to industry accruing and measured..
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

Conference Promotional Activity	Audience	Reach

### Special Interest Group (SIG) Facilitation

- Provide an overview of the Special Interest Group (SIG) meetings/workshops facilitated by the State Association including: *Tree & Shrub, Retail Groups, Allied Trade, Women in Horticulture, NextGen, etc* and the outcomes and benefits to industry accruing and measured.. You should include the number of attendees, speakers, venues, details on how the success of these functions was promoted and any cross promotion of national industry initiatives.
- Provide a table for each meeting facilitated and the promotional activity conducted. This includes copies of articles, emails, faxes, photos of events, invoices etc.

Special Interest Group:	Audience	Reach
Three schools were attended to by NGIT encouraging children to plant vegetables, this was also supported with donations from allied trade and nurseries Westerway Primary School Newtown Primary School	Primary students	31

Huonville Primary School		
Contact with the following was made in regards to distribution of information relating to Biosecurity and NGI programs		22
Woodbridge Nursery	Non member	
Highland Herbs	Non member	
Heirloom Seeds	Non member	
Maple Grove	Non member	
Tamar Herbs	Non member	
Shane Hawthorn	Non member	

**Environmental Extension**

- Provide an overview of the activities held for CNP and the outcomes and benefits to industry accruing and measured.. This could include initiatives such as:
  - Grow me Instead
  - Our Environment Your Backyard
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Environmental Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Booklets posted to 3 Regional groups to assist with their talks on weed and plant awareness in local council regions		
Smithton Council	Local landcare groups	16
SGA	Niche gardening group	11
Fernview Nursery		

**Life is a Garden promotion**

- Provide an overview of the activities held for Life is a Garden and the outcomes and benefits to industry accruing and measured.. This could include initiatives such as Newspoll research promotion, support of seasonal campaigns such as Christmas, Mother's Day and Spring.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Life is a Garden Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>

## Industry Engagement

### BSDO & IDO Accessibility

- Please detail how the State Association communicated the availability of support from Business Skills Development Officers and Industry Development Officers for the whole industry – members and non-members.
- App 2 – State Quarterly Reporting Template requires the State Association to report on the number of individual contacts made with businesses to support their development. This type of contact in this regard is personalised and could include: phone calls, face to face meetings, onsite visits, letter, email or fax communications. It does not include broadcast emails or mailing list communications.
- Summary Record Sheets of each 'contact' should be provided in support of your figures. This sheet should identify member and non-member contacts.

Promotional Activity	Audience	Reach
Telecommunications for		
Collection of plant samples for lab analysis	Biosecurity	23
Surveying retail and production nurseries for what type of skills that require training	Members and non members	32
Contact with interstate members and non members on the impact of state regulations and trade	All members and non members	48
Survey on trade impact within state due to Biosecurity regulations	All members	
Telecommunications and meetings with the following		
Wrights Seed		
Royston Petrie		
Austra Hort		
Nindethana Seeds		
Ball		
Syngenta		
Diggers		
Australian Seed Federation President		
Spoke at National Hort Training Providers and how NGI programs are working hand in hand with RTO programs		38
Contact with Biosecurity for two issues, Seed importation and Plant quarantine manual	All major coordinators for Natural Resources from each state	

### IDO National Policy Role

- Detail the National Policy Role and name the person who is the State representative for this role.
- In your summary detail how industry, nationally, has benefited from the participation of this person in the relevant policy meetings.
- Using the table below provide details of meetings, conferences and workshops attended and attach copies of the IDO meeting reports and minutes.
- Using the table below provide details of communication activities undertaken to inform and benefit the industry nationally in relation to your national policy role.

National Policy Activity	Date
--------------------------	------


National Promotional Activity for Policy Role	Audience	Reach

**Other national levy initiatives**

- Please detail here any other activities undertaken by the State Association to promote other national levy initiatives not specifically mentioned in the above section.

## APPENDIX 11

### Samples of NGIV & NGIT 4<sup>TH</sup> Quarter Activities



# Nursery Industry Training

## OCCUPATIONAL HEALTH & SAFETY

### 5 Day Certificate Course

Presented by Anthony Corkhill



Victoria WorkSafe Approved Initial Five-Day Course for Health & Safety Representatives



Are you able to measure your workplace level of risk?

Sound Occupational Health & Safety environment management practices amount to good regulations, which leads to a better "bottom line" for your business.

Designed for Owners, Managers, Supervisors, Occupational Safety Officers and Representatives.

#### Course Content:

- Introduction to OH&S
- OH&S Law
- OH&S Management Systems
- Functions & Powers of WorkSafe Inspectors
- OH&S Consultation & Issue Resolution
- Powers, Entitlements & Protection Rights
- Effective Communication & Negotiation
- Health & Safety Committees
- Risk Management
- Workplace Hazards
- Hazardous Substances
- Assessment & course review

**Where:** NGIV Office, 3/307 Wattletree Rd, Malvern East, Melway Ref: 59 E10

**When:** 8:30 am to 4:30 pm  
Thursday 25<sup>th</sup> June, 2009  
Thursday 2<sup>nd</sup> July, 2009  
Thursday 9<sup>th</sup> July, 2009  
Thursday 16<sup>th</sup> July, 2009  
Thursday 23<sup>rd</sup> July, 2009

**Cost:** \$395.00 per person NGIV Member  
\$525.00 per person non NGIV Member - (Cost includes gst, lunch & refreshments)  
(Restricted to 16 participants)

To confirm your place, please fill in this form and fax it by **Tuesday 9<sup>th</sup> June, 2009** to: NGIV.

Fax: (03) 9576 0431

Business Name: \_\_\_\_\_

Tel: \_\_\_\_\_

Email: \_\_\_\_\_

Names of people attending: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Amount of payment: \_\_\_\_\_

Method of payment (please tick)

Account     Cheque     Card

Card type:  M/Card     B/Card     Visa

Name on Card: \_\_\_\_\_

Card#:    \_\_\_\_ / \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Exp Date:    \_\_\_\_ / \_\_\_\_

Signature: \_\_\_\_\_

Upon registration – Confirmation will be sent within 24 hours of receipt of booking. If you do not receive a confirmation please call NGIV on (03) 9576 0599 to ensure you are booked in.

Further information can be obtained from: Marjorie McLaine at NGIV. Tel: 9576 0599 or email: mmclaine@ngiv.com.au



Know-how for Horticulture™



## Occupational Health & Safety 5-day course



# Nursery Industry Briefing –

## 1<sup>st</sup> June, 2009

### Fair Work Act –



Presented by David Gregory – Head of Workplace Relations Policy VEGCI

Sweeping new work laws to hit all Australian businesses

## DON'T PUT YOUR BUSINESS AT RISK



The Government's 'Fair Work' legislation has now passed through Parliament. The changes to workplace law will begin to hit Australian businesses from 1<sup>st</sup> July, 2009.

Every Australian employer needs to know what these changes mean and how they will impact.

The changes are significant and include :

- All businesses exposed to new unfair dismissal laws
- Increased Union entitlements
- New National Employment Standards to apply to every Australian employee
- Mandated Collective Bargaining
- New compliance requirements
- New Federal Awards

Your NGI has been negotiating on your behalf with the relevant unions and the Industrial Relations Commission and have succeeded in obtaining a Nursery Award which will cover our Industry.

You will be provided with an understanding of the "Fair Work" Legislation, what it means for your business and what you need to do to protect your business and what we will be supplying to members in the next few months.

**Where:** The Auditorium,  
Swinburne University of Technology –  
TAFE Division,  
369 Stud Road, Wantirna, Mel Ref: 63 J12

**When:** Monday 1<sup>st</sup> June, 2009  
5.00 pm to 7.00 pm  
Registration from 4.30 pm

**Cost:** No charge for NGIV Members  
\$35.00 per person non NGIV Member (this includes Trade Day Registrants)

To confirm your place, please fill in this form and fax it by Thursday, 28<sup>th</sup> May, 2009 to: NGIV.

Fax: (03) 9576 0431

Business Name: \_\_\_\_\_

Tel: \_\_\_\_\_

Email: \_\_\_\_\_

Names of people attending:  
\_\_\_\_\_  
\_\_\_\_\_

Amount of payment: \_\_\_\_\_

Method of payment (please tick)

Account     Cheque     Card

Card type:  M/Card  B/Card  Visa

Name on Card: \_\_\_\_\_

Card#:    \_\_\_\_/\_\_\_\_/\_\_\_\_/\_\_\_\_

Exp Date:    \_\_/\_\_\_\_

Signature: \_\_\_\_\_

Upon registration – Confirmation will be sent within 24 hours of receipt of booking. If you do not receive a confirmation please call NGIV on (03) 9576 0599 to ensure you are booked in.

Further information can be obtained from: Marjorie McLaine at NGIV. Tel: 9576 0599 or email: mmclaine@ngiv.com.au

OurRef: Industrial Relations/Awards/Nursery Award/Briefing 09 06 01



Know-how for Horticulture™



## Fair Work Act – How it will affect you !



# Nursery Industry Training Propagation - Best Practice BUS TOUR



NGIV and IPPS invite you for a 1-day bus tour of some of our industry's best propagators to showcase their propagation practices. The day will include visits to nurseries and businesses that lead the industry in the way they produce plants. You are also invited to join the NGIV's Tree & Shrub Growers group dinner that night at Suregro. Visits include:

**GREENHILLS PROPAGATION NURSERY (TYNONG)** – One of the best and most innovative in the business. Join industry legend Robert Harrison for an educational walk around an excellent propagation nursery. Very good water management and stock plant beds.

**FACEYS NURSERY (CRANBOURNE)** – Great nursery with excellent propagation facilities. Faceys show us that you don't need new, state-of-the-art facilities to be good at prop. Good systems, great planning, maintenance and record keeping. An industry icon that has benefitted from it's years in the industry and family management.

**POWERPLANTS AUSTRALIA (HALLAM)** – Powerplants are the pre-eminent greenhouse and climate control company in Australia. Industry expert, Carl Van Loon will talk to the group on how to optimise your propagation using correct climate control. There will also be a display of the latest and greatest greenhouse equipment.

**MAJESTIC SOLUTIONS** – Tissue Culture laboratory. One of the best propagators in the business. A relatively new site showcasing excellent propagation, climate control and stock plant management. Also a new wetland and water recycling system.

**Date: Tuesday, 16<sup>th</sup> June, 2009**

**Cost: \$77.00 per person - NGIV member and IPPS  
\$66.00 per person for additional staff  
\$89.00 per person for non-NGIV member.**  
(Cost includes GST, lunch, refreshments and information pack and bus travel.)

\*Optional T&S dinner at SureGro - \$37.00

**Time: 8:00 am – 5.00 pm.**  
Dinner with T&S Group begins @ 5:30 pm.

**COMMENTS:** Bus tour starting and returning at Suregro (Dingley). You can leave your car at Suregro. This tour is being organised in conjunction with the IPPS, Victoria.

To confirm your place, please fill in this form and fax it by Thursday 11<sup>th</sup> June 2008 to NGIV

☎ 03) 9576 0431

Business Name: \_\_\_\_\_

☎ \_\_\_\_\_

☎: \_\_\_\_\_

**Names of people attending Tour:**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Amount of payment: \$ \_\_\_\_\_

\*Names of people attending T&S Dinner

\_\_\_\_\_

\_\_\_\_\_

Method of payment (please tick)

Account  Cheque  Card

Card type:  M/Card  Visa

Name on Card: \_\_\_\_\_

Card#: \_ \_ \_ \_ / \_ \_ \_ \_ / \_ \_ \_ \_ / \_ \_ \_ \_

Exp Date: \_ \_ / \_ \_

Signature: \_\_\_\_\_

Upon registration – a tax invoice will be forwarded with booking confirmation



Know-how for Horticulture™

Further information can be obtained from NGIV. ☎ 03 9576 0599

✉ [rchin@ngiv.com.au](mailto:rchin@ngiv.com.au)



**Propagation Bus Tour and Tree & Shrubbies Dinner**





**Nursery & Garden Industry  
Victoria**

PO Box 431  
Caulfield East VIC 3145  
Phone 03 9576 0599  
Fax 03 9576 0431



**Registration**

Business Name: \_\_\_\_\_

No. of people attending: \_\_\_\_\_

Names of people: \_\_\_\_\_

Method of payment (circle)

Account/Visa/MasterCard

Total amount: \$ \_\_\_\_\_

Credit card # \_\_\_\_\_

Exp date: \_\_\_\_/\_\_\_\_/\_\_\_\_

Name on card: \_\_\_\_\_

Fax form to 03 9576 0431

**INDUSTRY UPDATE**

**BREAKFAST**

**Grow Your People**

**Get the best out of yourself, and  
develop and retain your talented staff**

**Friday 19<sup>th</sup> June 2009  
7.30am-9.30am**

**Tudor Hotel**

**1107 Whitehorse Rd, Box Hill**

**Come along and listen to a proven  
performer in this area.**

Business owners and managers will be introduced to innovative ways to develop the people management and self-management skills needed to increase productivity and staff engagement. Take a fresh look at your people management strategies using this novel approach.

**Presenter: Cecile Riddle**

Principal Consultant of Prime Performance, Cecile is a leading business coach and learning facilitator of business development programs. She has a successful record in providing organisations with the skills and knowledge to achieve optimal business and people performance.

**Cost: \$60.00 (inc. GST) for first person and \$55.00 (inc. GST) per person for additional staff from your business. Non members \$66.00 (inc GST) This includes a full, cooked breakfast.**

**Also hear the latest industry news from  
NGIV President – John Van der Horst.  
What's new and news. Industry updates.**





A general view across one of MIFGS 2009's most interesting displays.

'Imagine' – A joint garden by Humphris Nursery, Dirtscape Dreaming, Austriflora, Arbor Constructions and Swinburne

The 'Imagine' garden was a joint initiative between Humphris Nurseries and Swinburne University. Barry pointed out that grafted natives were incredibly popular, and that the public who know their natives, generally know their plants. The result of this is that there is a knowing expectation that a 'grafted plant is a better plant.' With these plants increasingly being used within designs, they are being ingrained in the consumers psyche. With this in mind and demand high at the show, we will no doubt see this trend continue within garden centres post MIFGS – it seems everyone is going to want a grafted *Eremophilla* or *Corymbia* cv.

Another plant featured in the garden includes the newly released *Eucalyptus cladocalyx* 'Vintage Red' which has deep red juvenile foliage, potentially an ideal plant for coppicing – an increasingly popular horticultural practice here in Australia.

A wide range of other plants were featured including the 'King in the Garden' Range such as *Acmena* 'Moonlight Flame' and the increasingly popular fluffy pink heads of *Ptilotis exaltatus* 'Phoenix'. Some other more unusual plants included in the large planting scheme were *Pimelea physodes* 'Qualup Bells' and the silver foliage of *Marieana oppositifolia* 'Dwarf Silver Shadow' and the *Acacia cognata* cultivars with their graceful weeping lime green foliage are proven winners.

For more information on some of the gardens please visit:

<http://www.austemgroup.com.au/>

<http://www.phillipjohnson.com.au/>



nextgen  
NURSERY GROUP

The Melbourne International Flower and Garden Show saw the meeting place of our latest NextGen gathering. Despite the storms early in the day, the weather turned on our arrival, and we were met by blue skies and exhibits glistening with rain drops. The tour, led by Robert Chin, was an excellent insight into the history of the show presenting to us some very interesting facts and figures about what goes into building the largest and most spectacular garden show in the Southern Hemisphere. Following on from the tour, we headed over to the Pumphouse for a few beers and a fantastic meal. All in all, a great start to this year's NextGen Calendar of Events.

The committee is currently in the process of developing and planning this year's events which will no doubt be loads of fun and a great opportunity to network and learn a bit more about this exciting industry we all work in. So get your mates along, and keep checking your emails, the website and this magazine for updates! If you or someone you know would like to join the group (it's free to anyone 18-35 and in the industry), make sure they contact us at the email below.

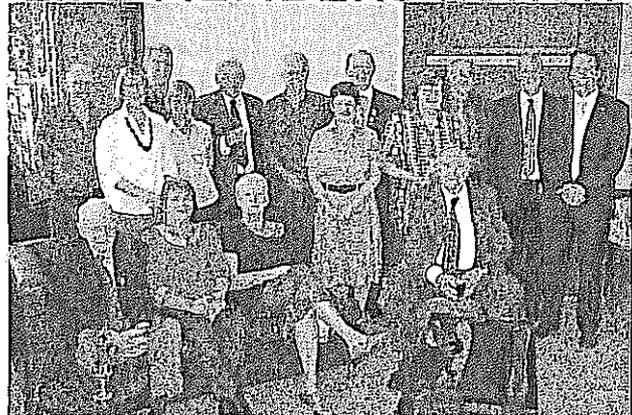
See you all at the next function!

Ben Scoble  
Chairman –  
Nextgen Committee  
[nextgen@ngiv.com.au](mailto:nextgen@ngiv.com.au)



No prisoners taken, no mercy given.  
The NextGen crew live it up.

## LIFE MEMBERS LUNCH



Featured are Steven Potts, NGIV CEO and Glen Fenton, Vice President seen here with the Life Members prior to their traditional MIFGS lunch.

[www.nurserybenches.com.au](http://www.nurserybenches.com.au)



## ADVOCACY – AND A TRIP TO DARWIN

**D**uring these challenging times it is important that our industry is represented strongly to all stakeholders. However, the NGIV can only do this with the continual support of its members.

As you would be aware, the NGIV have been working hard on the lobbying front and I am pleased to report that we are continuing to receive a very positive response and a commitment from the Government, and just as importantly the Opposition, to work together in the future. We will continue to work with the Government to expand on the issues facing our industry and I would encourage any business who is not a member to join the family and help add their weight to our discussions.

I have just returned from a very educational trip to Darwin with the Tree and Shrub growers. This highlighted to me how important these trips are in order to improve your business. The opportunity these tours provide to increase your professional network, learn from your peers and generally have a good time.

A full report is included later in the magazine but I would encourage you to get involved in these opportunities and if the report sparks your interest, attend next year's NGIA conference in Darwin.

Membership and Trade Day renewal notices will be distributed to all members and trade day delegates in the coming weeks. I would ask you to support the organisation that supports you in your personal and business endeavours.

For further information please visit NGIV's website ([www.ngiv.com.au](http://www.ngiv.com.au)) or contact the office on (03) 9576 0599.

Enjoy the magazine.

A handwritten signature in black ink, appearing to read 'Steven Potts'.

**Steven Potts**  
Chief Executive Officer

*Grow Master Howrah has been voted the Best Medium Garden Centre in Australia, at the 2009 Nursery and Garden Industry Awards Dinner held at Parliament House in Canberra.*

Grow Master Howrah won the acclaimed award above entries received from nurseries and garden retailers Australia wide, for their exceptional commitment and innovation to the horticulture industry in terms of business performance and quality of service and product.

Owned by husband and wife team Greg Belbin and Carolyn Thompson, Grow Master Howrah, the only Grow Master Garden Centre in Tasmania, places a strong emphasis on supplying semi-advanced indoor and outdoor plants and large pot sizes that cater to the ever-increasing popular 'instant market'.

Greg explained 'In today's economy, houses are getting bigger while gardens are getting smaller. Many of our customers don't have the time or space to grow their own plants from scratch, so they opt for semi-advanced, mature green-life.'

Greg and Carolyn took the plunge to buy an existing leasehold nursery over nine years ago. Over many years an extensive amount of time and investment was made in a complete overhaul of the site and today, the garden centre has never looked better.

'It's nice to receive acclaimed industry recognition for the hardwork myself, my wife and our great team have put into Grow Master Howrah over the past few years; it assures us that we are on the right track,' Greg said.

Commenting on the awards, Robert Prince, Nursery and Garden Industry Australia CEO notes, "The future of the Australian nursery and garden industry is in great hands if the range and quality of award entries is any indication."

## ABOUT GROW MASTER HOWRAH

Grow Master Howrah is a multi-award winning garden centre that has been in operation since December 1999. The garden centre stocks a large range of advanced trees and shrubs, pots and water features, unique to the area and recently completed the building of a new showroom which stocks a wide range of giftware, indoor plants and home wares. Visit [www.growmaster.com.au/hobart.htm](http://www.growmaster.com.au/hobart.htm)

## **Industry employment job Board grows in popularity**

<Insert Green-life Careers logo>

The Employment page of the Green-Life Careers website has seen remarkable growth in not only site 'hits' but also the number and range of positions vacant being listed.

[http://www.greenlifecareers.com.au/Category?Action=View&Category\\_id=215](http://www.greenlifecareers.com.au/Category?Action=View&Category_id=215)

There are currently 25 great jobs looking to be filled around the country, ranging from first year apprenticeships through to senior management positions.

The [www.greenlifecareers.com.au](http://www.greenlifecareers.com.au) website has received around 5,800 hits (1,000 in the last month alone), with the Careers and Employment pages being the most visited.

We have received positive feedback from many employers who have received applications for their listed positions resulting in finding new staff members (and all for free!).

There have been 34 Educators (TAFE and University) so far who have asked to be listed on the Educator page, which includes their logos, links to their website and the contact details of a dedicated Horticulture staff member to answer any student inquiries.

For further information, questions or suggestions about the Green-Life Careers project, please contact Fiona Kelly on 02 9876 5200, or via [careers@ngia.com.au](mailto:careers@ngia.com.au)

## APPENDIX 12

### NGINT 4<sup>TH</sup> Quarter Reports

## State Association Quarterly Report Summary Northern Territory – 1 July – 30 September 2009

I, Jane Dellow, confirm that the detail contained within this report and the attachments is true and correct. The report has consideration for the Conditions pursuant to contracts set between the State Associations and NGIA, NIASA Heads of Agreement, AGCAS Heads of Agreement and National Training Funding Guidelines

Signed:

Date: 12 October 2009



### Accreditation & Certification

#### NIASA – Production Nursery & Growing Media Accreditation

- Name the person conducting accreditation audits: **John McDonald (NGIQ NIDO)**
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement: **Yes**
- Provide an overview of the activities held for NIASA and the outcomes and benefits to industry accruing and measured: please see below
- Minutes of the SNAC meetings, a list of accredited businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc: enclosed.

**NIASA is widely promoted in the NT through various events, workshops meetings and the Nursery Notes all to raise the profile of the program within industry, to key stakeholders and the wider industry and community. The logo is displayed on business cards, newsletter, and promotional banners which are displayed and distributed regularly. Banners have been displayed at NGINT & NTHA meetings, workshops and general industry meetings.**

**NIASA has been promoted at all recent Workshops along with EcoHort as a tool to achieve greater water efficiency and waste & air management within nurseries and business.**

**NIASA has been promoted to key industry stakeholders and partners as part of the NGINT's partnership promotional program with the assistance of the recently released NGIA Environmental Sustainability Position document.**

**NGINT has 9 NIASA Accredited businesses and the program is well known within the industry providing assistance with local, interstate and export plant sales and opportunities. NGINT has received inquiries about the program resulting in further engagement with the program overall. There is some potential for additional NIASA businesses within the NT (Alice Springs region) however the majority of nurseries are now engaged with the program.**

	Audience	Reach
NGINT Managing Air Quality & Waste Workshop	All of industry	14
NGINT Pull-up banners displayed in NTHA meeting room and workshops	Members - all, non-members - all	90
NGINT EO Business Cards	General	20
NGINT Nursery Notes – logo and articles	All of industry	100 per fortnight + avg 95 hits each issue (NTHA website)

NGIA Website referral	All of Industry	20
NTHA website – NGINT page	All of industry	188 hits
NGINT General Meetings	All of industry – members/non members	12
NextGen Nursery Group Meeting – Darwin	All (Member & non member Retail, Production, Allied, Student)	12
Darwin Show	All of industry/general public	60(industry)
Sustainable Water Use in the Top End Workshop – Darwin & Katherine	All of industry	56

### EcoHort Certification

- Name the person conducting certification audits: **John McDonald (NGIQ NIDO)**
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement and the certifier has undertaken the EcoHort workshop: **Yes**
- Provide an overview of the activities held for EcoHort and the outcomes and benefits to industry accruing and measured.
- A list of certified businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

**EcoHort is promoted in the NT alongside NIASA at various events, workshops and meetings to raise the profile of the program within industry, to key stakeholders and the wider industry and community. EcoHort was promoted at the recent Managing Waste & Air Quality Workshop and Sustainable Water Use in the Top End Workshop along with NIASA as a tool to establish efficient water use and waste and air management programs within nurseries and business.**

**EcoHort has been promoted to key industry stakeholders and partners as part of the NGINT's partnership promotional program with the assistance of the recently released NGIA Environmental Sustainability Position document.**

**NGINT currently has 4 EcoHort Accredited businesses and the program is gaining more interest with NT's NIASA businesses providing assistance with local, interstate and export plant sales and government regulations. NGINT has received inquiries about the program resulting in further engagement with the program overall.**

**EcoHort is promoted in the NGINT Nursery Notes.**

	<b>Audience</b>	<b>Reach</b>
Managing Waste & Air Quality Workshop	All of industry	14
NGINT Nursery Notes – logo and articles	All of industry	100 per fortnight + avg 95 hits each issue (NTHA website)
NTHA website – NGINT page	All of industry	188 hits
NGINT General Meetings	All of industry – member/non members	12
NextGen Nursery Group Meeting – Darwin	All (Member & non member Retail, Production, Allied, Student)	12
Darwin Show	All of industry/general public	60(industry)
Sustainable Water Use in the Top End Workshop – Darwin & Katherine	All of industry	56

### BioSecure HACCP Certification

- **Name the person conducting certification audits: John McDonald (NGIQ NIDO)**
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement and the certifier has undertaken the BioSecure HACCP workshop: **Yes**
- Provide an overview of the activities held for BioSecure HACCP and the outcomes and benefits to industry accruing and measured.
- A list of certified businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

**NGINT has no BioSecure HACCP Accredited businesses currently however the program is being promoted to NT's NIASA businesses as an additional business development and risk management tool which will provide further assistance with local, interstate and export plant sales and government regulations.**

**Biosecure HACCP has been promoted to key industry stakeholders and partners as part of the NGINT's partnership promotional program with the assistance of the recently released NGIA Environmental Sustainability Position document.**

BioSecure HACCP Promotional Activity	Audience	Reach
NTHA website – NGINT page	All of industry	188 hits
NGINT General Meeting & R&D Forum	All of industry	12
Darwin Show	All of industry/ general public	60(industry)

### AGCAS - Retail Accreditation

- **Name the person conducting accreditation audits: Jane Dellow (NGINT BSDO)**
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, AGCAS Heads of Agreement: **Yes**
- Provide an overview of the activities held for AGCAS and the outcomes and benefits to industry accruing and measured.
- Minutes of the SAAC meetings, a list of accredited businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below should be provided here. This includes copies of articles, emails, faxes, photos of events, invoices etc.

**AGCAS continues to be widely promoted throughout the NT to both industry and the community generally through events, meetings, workshops, logo display on newsletters, business cards and banners, advertising and newspaper features and articles. There are currently 2 AGCAS Garden Centres in the NT.**

**The potential for AGCAS is limited due to the small number of retail garden centres in Darwin, many that are not open 7 days and are regionally located. In Alice Springs there is one AGCAS Accredited Garden Centre with one other garden centre working towards accreditation. Limited opportunity to visit Alice Springs makes it difficult to progress the program to its potential. There could potentially be another 2 AGCAS Garden Centres in Alice Springs.**

**The profile of AGCAS in the NT is very high with exceptional promotion from both of the accredited businesses.**

AGCAS Promotional Activity	Audience	Reach
NGINT Managing Waste & Air Quality Workshop	All of industry – member & non member	14

NGINT Pull-up banners displayed in NTHA meeting room & workshops	Members – all, non-members - all	90
NGINT EO Business Cards	General	20
NGINT Nursery Notes – logo and articles	All of Industry	100 per fortnight + avg 95 hits each issue (NTHA website)
NextGen Nursery Group Meeting – Darwin	NextGen (Member & non member Retail, Production & Allied)	12
NTHA website – NGINT page	All of industry	188 hits
NGINT General Meeting & R&D Forum – Darwin	All – Members & non-member	12
Darwin Show	All of industry/general public	60(industry)
Sustainable Water Use Workshop - Darwin	All of industry	25

## Training & Recognition

### Training

- Provide an overview of the training activities and the outcomes and benefits to industry accruing and measured.
- In order to avoid duplication, figures provided to the Training Coordinator in their regular contact with you will be forwarded to HAL. State Associations are required to advise of all workshops in accordance with the Training Plan submitted.
- Funding for training will be allocated in accordance with the Training Funding Guidelines as amended from time to time.
- In the table below, please list ALL workshops delivered by the State Association in the quarter. Also, please list details of other training activities such as field days, seminars etc.

**NGINT has conducted three workshops for members and industry. The workshops have been well attended and received favourably.**

**2 of the workshops were held in both Darwin & Katherine to ensure participation by regional members and non-members of the industry.**

**NGINT also conducted St John First Aid training for members on their request, it was held in our training room which is centrally located and ensured ease of participation.**

**NGINT also promotes other relevant training and industry knowledge seminars to its members and wider audience including the Hort Courses available at Charles Darwin University. These opportunities are generally taken up and are well attended by industry participants.**

Training Workshop/Activity	Audience	Dates	Attendees
Managing Waste & Air Quality – Darwin, Katherine	All members, all industry non-members inc allied, hort students, local govt. depts	7 & 14 July	23
Sustainable Water Use in the Top End – Darwin & Katherine	All members, all industry non-members inc allied, hort students, local govt. depts	22 & 24 Sept	56
St John Applied First Aid	All industry – member & non-member, retail & growers	9 Sept 09	10

### CNP Extension

- Provide an overview of the activities held for CNP and the outcomes and benefits to industry accruing and measured.
- Promotional activities should relate to the benefits of being a CNP and encourage participation in the program. Promotional activities in this section do not relate to the inclusion of CNP points on workshop materials.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

**NGINT promotes CNP on a regular and on-going basis. The logo is promoted on the Nursery Notes newsletter with promotional articles included periodically. The logo is also on promotional signage, posters and banners displayed permanently in the NTHA (NGINT) Office and meeting room.**

**Banners are also on display at all industry events including workshops and meetings. There are currently 11 CNP's in the NT, including 1 new member. The potential to increase CNP membership in the NT is strong; however the main concern of employers is the high turnover of staff due to the transient nature of casual employees in the NT.**

	<b>Audience</b>	<b>Reach</b>
NGINT Nursery Notes – logo and articles	All of industry	100 per fortnight + avg 95 hits each issue (NTHA website)
NGINT pull up banners displayed in NTHA meeting room & workshops	All of industry	90
NGINT General Meeting – Darwin	All of Industry	12
Managing Waste & Air Quality Workshop - Darwin	All members, all industry non-members inc retail, allied, hort students, production	25
NTHA website – NGINT page	All of industry	188 hits
NextGen Nursery Group Meeting – Darwin	NextGen (Member & non member Retail, Production & Allied)	12
Darwin Show	All of industry/general public	60(industry)
Sustainable Water Use Workshop - Darwin		25

### **Career Pathways**

- Provide an overview of the activities held to promote the Nursery & Garden Industry as a career option and the reaction to this activity eg, phone enquiries, industry businesses allowing work experience for students etc
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

**In partnership with Charles Darwin University, NGINT promotes career opportunities in the nursery & garden industry. Inquiries are referred to the University. There is a student placement and work experience program in place between the University and NGINT members. NGINT and CDU work together wherever possible to promote training, inspiration and career opportunities in Horticulture.**

**NGINT and Girraween Nursery made a presentation to a forum of school and education dept reps about career opportunities in the nursery and garden industry and work experience placement opportunities.**

**The NGINT and CDU Industry/Student Study Tour to Singapore was very successful with 24 participants including 4 student who are all motivated and inspired to work in the industry.**

<b>Career Pathways Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
NGINT Nursery Notes – CDU Horticulture Courses	All of industry	100 per fortnight + avg 95 hits each issue (NTHA website)
YouthWorx - presentation	Secondary Schools & education depts	50
Singapore, City in a Garden Industry/Student Study Tour	Hort and Landscape Students	20

## Program Support

### Nursery & Garden Industry Awards

- Provide an overview of the activities held for the Nursery & Garden Industry Awards and the outcomes and benefits to industry accruing and measured.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

**NGINT has promoted the NGI Awards to industry and members through the Nursery Notes and at industry meetings.**

**Estelle and the BSDO have encouraged participation and provided support as requested for entrants.**

**Greater participation is achievable and businesses would like to participate however struggle with the timing for submissions due to it being peak season in the Darwin region of the NT.**

<b>Awards Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
NGINT Nursery Notes – logo and articles	All of industry, members, non-members	100 per fortnight + avg 95 hits each issue (NTHA website)
NTHA – NGINT page (referral to NGIA website))	All of industry, member, non member	100
NGINT Committee Meeting – Darwin	All of Industry, member, non member	9
Site visits	All of industry, member, non member	4

### National Conference & Exhibition

- Provide an overview of the activities held for the National Conference & Exhibition and the outcomes and benefits to industry accruing and measured.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

**NGINT is actively involved with the planning and promotion of the 2010 National Conference being held in Darwin. There are 5 businesses represented on the organizing committee which is meeting on a regular basis and consulting with many other industry partners and members for constructive in-put for the program content and sessions.**

**Visits to members participating in the tours took place during September.**

<b>Conference Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
NGINT Nursery Notes	All of industry, members, non-members	100 per fortnight + avg 95 hits each issue (NTHA website)
NTHA – NGINT page (referral to NGIA website)	All of industry, member, non-member	100
NGINT Meetings – Committee & General	All of industry, member, non member	30

NextGen Nursery Group – Darwin NextGen Function – planning Poster presentations - planning	All of industry, member, non member	12

<b>Special Interest Group (SIG) Facilitation</b>
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- Provide an overview of the Special Interest Group (SIG) meetings/workshops facilitated by the State Association including: *Tree & Shrub, Retail Groups, Allied Trade, Women in Horticulture, NextGen, etc* and the outcomes and benefits to industry accruing and measured. You should include the number of attendees, speakers, venues, details on how the success of these functions was promoted and any cross promotion of national industry initiatives.
- Provide a table for each meeting facilitated and the promotional activity conducted. This includes copies of articles, emails, faxes, photos of events, invoices etc.

**NGINT has encouraged a group of enthusiastic Landscape Designers and Contractors to form a Special Interest Group. The group is keen to meet regularly to promote the industry and network with a wider industry group.**

**The NGINT has worked with Charles Darwin University to facilitate a study tour to Singapore Sept/Oct to offer inspiration to our landscapers, students and industry in general in the potential of landscaping Darwin based on the development of Singapore.**

**The Landscape Group forms an integral part of the industry promotion, Tropical Garden Spectacular, and have met to plan promotional displays using the Our Environment, Your Backyard theme for the 2010 event. Marisa Fontes will be providing an overview of her visit and the inspiration experienced at MIFGS to contribute to the TGS in 2010.**

<b>Special Interest Group:</b>	<b>Audience</b>	<b>Reach</b>
NGINT Landscape Design & Construction Group (TGS) Singapore, City in a Garden Tour	All of industry	10
NextGen Nursery Group – Darwin	All of industry, member non-member	12
NGINT Nursery Notes - promotion	All of industry	100 per fortnight + avg 95 hits each issue (NTHA website)

### Environmental Extension

- Provide an overview of the activities held for Environmental Extension and the outcomes and benefits to industry accruing and measured. This could include initiatives such as:
  - Grow me Instead
  - Our Environment Your Backyard
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

**NGINT has been proactive in all issues relating to the environment. We have strong representation with the NT Government in areas of weeds (including the NT Govt. NT Weed Management Committee), water & biosecurity. We also have a strong partnership with Power & Water Corporation, cooperatively delivering "Wise about Water" messages tailored to the NT's diverse regions.**

**Flora for Fauna and Wise about Water are promoted on an ongoing basis along with Our Environment, Your Backyard through logo display on industry banners and the Nursery Notes and promotional materials being distributed to members for use in their businesses.**

**Our Environment, Your Backyard promotional materials have been distributed to all retail nurseries.**

**The up-take of promotional materials available for the programs through industry and NGINT has been strong from the retail sector.**

**Industry and the community are very interested in learning how to be more environmentally friendly in their nursery/garden practices.**

**Grow me instead booklets have been distributed through retail gardening outlets, NT Open Garden Scheme Gardens, NT City Councils, Botanic Gardens, ABC and local community events including Alice Springs, Katherine & Darwin Shows.**

**NGINT is currently working with the Environment Centre NT on the feasibility of incorporating a Sustainable Living Festival with the NGINT's annual Tropical Garden Spectacular.**

**NGINT has presented the recently launched NGIA Environmental Sustainability Position document to key stakeholders and partners.**

<b>Environmental Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Sunday Territorian – various articles	General	
Managing Waste & Air Quality Workshop	All of industry	14
Alice Springs, Katherine & Darwin Shows	General	
NT Open Garden Scheme x 3 gardens	General	Approx 1000
NGINT Nursery Notes	All of Industry	100 per fortnight + avg 95 hits each issue (NTHA website)
NTHA website – NT Grow me instead booklet	All of industry, general	588 hits
Environment Centre/ Chamber of Commerce	Industry partners/stakeholders	25
ABC Local Radio – Grow me instead	General	
NGINT pull up banners displayed in NTHA meeting room & workshops.	All of industry	90
Sustainable Water Use in the Top End Workshops		56
NGINT Profile & NGIA Environmental Sustainability Position	Partners & stakeholders	6

### Life is a Garden promotion

- Provide an overview of the activities held for Life is a Garden and the outcomes and benefits to industry accruing and measured. This could include initiatives such as Newspoll research promotion, support of seasonal campaigns such as Christmas, Mother's Day and Spring.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

**Life is a garden has been adopted by NGINT for its Sunday Territorian Gardening editorial and the website is promoted as a reference for further information.**

**Various seasonal promotions have been included in the Sunday Territorian and garden centres are advised of the promotional activity by group email.**

**The Nursery Notes provides the opportunity to promote the Life is a garden campaigns and Newspoll research to industry. Life is a garden has provided proactive industry participants with the opportunity to creatively promote gardening.**

<b>Life is a Garden Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Sunday Territorian Garden Column	All of industry & general	
NGINT Nursery Notes	General	500
Darwin Show	All of Industry	100 per fortnight + avg 95 hits each issue (NTHA website)
NGINT Profile	Partners & stakeholders	6

## Industry Engagement

### BSDO & IDO Accessibility

- Please detail how the State Association communicated the availability of support from Business Skills Development Officers and Industry Development Officers for the whole industry – members and non-members.
- App 2 – State Quarterly Reporting Template requires the State Association to report on the number of individual contacts made with businesses to support their development. This type of contact in this regard is personalised and could include: phone calls, face to face meetings, onsite visits, letter, email or fax communications. It does not include broadcast emails or mailing list communications.
- Summary Record Sheets of each 'contact' should be provided in support of your figures. This sheet should identify member and non-member contacts.

**NGINT promotes the availability of NIDO and BSDO availability through site visits, attendance at meetings, workshops, training and events. Referrals are made by NTHA and the industry network. Information about the development officers is in the NGINT membership information pack and on the NTHA (NGINT page) website. The industry network within the NT is very strong so word of mouth is a strong form of communication/promotion. Both the BSDO and NIDO represent the industry on committees and at various industry forums with a high profile within DRDPFR and other key groups and organisations. The Nursery Notes asks for people to contact the NGINT Office for further information on any industry initiative so that the inquiry can be directed to the appropriate person.**

Promotional Activity	Audience	Reach
NGINT Meetings	All of industry, member, non member	24
NGINT Membership Information Pack	Non Member Nursery, Non Member retail	4
NTHA Office	All of industry, member, non members	15
NGIA website referral	All of industry, member, non member	15
NTHA website – NGINT page	All of industry	188 hits
NGINT Workshops	All of industry	89
Alice Springs, Katherine & Alice Springs Shows	All of industry	150
NGINT Nursery Notes	All of Industry	100 per fortnight + avg 95 hits each issue (NTHA website)
Singapore, City in a Garden Industry/Student Study Tour	All of industry	24
Site visits	All of industry	36

### IDO National Policy Role

- Detail the National Policy Role and name the person who is the State representative for this role.
- In your summary detail how industry, nationally, has benefited from the participation of this person in the relevant policy meetings.

- Using the table below provide details of meetings, conferences and workshops attended and attach copies of the IDO meeting reports and minutes.
- Using the table below provide details of communication activities undertaken to inform and benefit the industry nationally in relation to your national policy role.

<b>National Policy Activity</b>	<b>Date</b>

<b>National Promotional Activity for Policy Role</b>	<b>Audience</b>	<b>Reach</b>

<b>Other national levy initiatives</b>
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- Please detail here any other activities undertaken by the State Association to promote other national levy initiatives not specifically mentioned in the above section.  
**Kidsgrow – NGINT has been proactive with promoting KidsGrow through industry events and planning for the 2010 Tropical Garden Spectacular. The logo is displayed on the Nursery Notes newsletter and promotional banners. There are many schools that have taken up garden/land care projects as a result of this promotion. NGINT has and continues to support school projects and assist garden centres in developing relationships with schools through the KidsGrow program. NGINT has met with and/or had discussions about KidsGrow with 3 schools in the past 1/4.**

## APPENDIX 13

### Samples of NGINT 4<sup>TH</sup> Quarter Activities

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## NGI Gala Dinner Parliament House



The NT Crew

Congratulations to Estelle on Allora's Training Award

NT Young Leader Michelle Lindhout with her sister Katina

Megan Connelly & Tim West enjoy the evening

## Government House – Yarralumla Canberra



Conference delegates enjoy a tour of the gardens and the views!

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## NGIA Conference and Urban GreenScapes Symposium 2009

A small contingent of Territorians headed south to Canberra to participate in the Urban GreenScapes Symposium and National Conference.

The program was interesting and relevant and provided valuable information about the industry in this current climate of both environmental sustainability and financial/economical uncertainty.

Some of the key messages include:

The way we design and manage our urban landscapes can make a major contribution to pressing environmental challenges. Measuring and understanding the value of trees and other organic materials in urban landscapes can enhance our ability to make a difference and reduce our carbon footprint.

Trees in urban landscapes can help to reduce energy consumption, improve air quality, have positive impacts for health and well being, and assist with storm water management.

Measuring and comparing business metrics makes us think about more efficient ways to run our business – you can't manage what you don't measure!

There is room to improve profits through improved efficiencies and business analysis.

There is a significant amount of key and relevant industry supply chain and logistics research available to all of industry to assist with all aspects of current business and industry development.

Understanding the Y Generation – how to keep them as employees and how to attract them as a customer.

Further information on the various conference presentations will be made at NGINT General Meetings coming up in March. Jane Dellow (BSDO) and Megan Connelly (NIDO) are available to provide more detailed information and assistance with business or industry development.



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## Drawing Professional Planting & Garden Designs – Workshop March 17

This workshop analyses the theory of design composition, provides the steps for undertaking the design process and equips participants to manually draw garden design presentations.

The desired outcome of the workshop is the ability to create a scaled plan which can be interpreted and installed by professional landscape contractors or DIY home gardeners.

This workshop is for garden centre operators and staff who wish to get started on the process of developing an effective garden design plan. It is a prelude to fully competency-based courses for individuals who may be interested in furthering their career as garden designers.

Further details and registration forms will be distributed soon.



Ph: 08 8983 3233 | Fax: 08 8983 3244 | Email: [ngint@ntha.com.au](mailto:ngint@ntha.com.au)  
ABN 34 989 393 724



Also consider an inspection to ensure that your bore meets government requirements, for example water meters are correctly installed and fertiliser injectors meet future standards. If you want more information or want to arrange an inspection, contact the Water Management Branch on 89994455 or email [water.nreta@nt.gov.au](mailto:water.nreta@nt.gov.au). Audits and licensing will occur in the next few years so you have an opportunity to be one step ahead of the game.

It is expected that water allocations will use up all available water, meaning that there is no further capacity for development as 100% of water resources are allocated. It is hard to imagine at this end of a Top End wet season that we might have limited water resources, but in the longer term poor water use by rural residents and farmers will impact on future development. In the short term this is not good news for farmers, but the inconvenience of planning now will have major pay offs in the years to come.

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#### Safe & Effective Chemical Use Workshop – Alice Springs - Last chance to register!

Gain a greater understanding of appropriate chemical management, chemical use records and storage. Find out the appropriate personal protection equipment you should have and first aid requirements. Learn how to handle and apply chemicals safely; manage equipment including maintenance and calibration. Find out how to dispose of chemicals, about the potential for contamination and environmental considerations to keep in mind when using chemicals.

And finally find out how the NCI accreditation programs NIASA, EcoHort and AGCAS can assist you in managing your chemical use safely & effectively.

This workshop will be held at Arid Zone Research Institute Wednesday June 10. Please advise of your intention to participate ASAP.

The Darwin Workshop was well attended and enjoyed by all...



Tim West promotes NIASA & EcoHort as valuable tools for managing chemical use and participants learn how to calibrate equipment.

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#### World Environment Day

Commemorated yearly on 5 June, WED is one of the principal vehicles through which the United Nations stimulates worldwide awareness of the environment and enhances political attention and action. The day's agenda is to:

- Give a human face to environmental issues;
- Empower people to become active agents of sustainable and equitable development;
- Promote an understanding that communities are pivotal to changing attitudes towards environmental issues;
- Advocate partnership which will ensure all nations and peoples enjoy a safer and more prosperous future.

NGINT has a range of promotional posters available to assist with promoting World Environment Day with how plants and gardening can contribute from everyone's backyard. Please contact Jane ASAP to receive yours.

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#### Drawing Professional Planting & Garden Designs Workshop – Alice Springs – June 16

This workshop analyses the theory of design composition, provides the steps for undertaking the design process and equips participants to manually draw garden design presentations.

The desired outcome of the workshop is the ability to create a scaled plan which can be interpreted and installed by professional landscape contractors or DIY home gardeners.

This workshop is for garden centre operators and staff who wish to get started on the process of developing an effective garden design plan. It is a prelude to fully competency-based courses for individuals who may be interested in furthering their career as garden designers.

Michele Shugg (In-Scape-Out/CDU) will be delivering this workshop. Please confirm your registration ASAP

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#### Recession Buster - Customise your merchandising – John Stanley

Consumers become more price aware as the economy tightens up and therefore more likely to compare prices. I recommend offering the customer packages that they cannot get anywhere else so that you bust price comparison. This may mean combining products in a different way or providing a different sized product to other people. For example an indoor plant in a ceramic pot is difficult to price comparison shop with ceramic containers on their own or plants on their own. Customised merchandising that is unique to you will offer that point of difference and move the customer away from price shopping habits.

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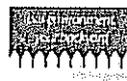
#### Singapore Industry Study Tour

The dates have been set for the industry study tour to Singapore: September 29<sup>th</sup> – October 1<sup>st</sup>. Registration forms will be distributed next week and available at the NGINT General Meeting next Thursday. While the final itinerary is still being finalised, the tour will include the many gardens and public "green space" in Singapore, Gardens by the Bay development, HortPark Gardening Hub and much more. Flight and accommodation packages are available ex-Darwin from \$1137.25\*. For further information please come along to the general meeting or contact Jane at the NGINT office.

\* JetStar flight prices as at 30 May & subject to change.



Ph: 08 8983 3233 | Fax: 08 8983 3244 | Email: [ngint@ntnha.com.au](mailto:ngint@ntnha.com.au)  
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### New Awards, Simplified Entry Process, Greater Winner Benefits

The Nursery & Garden Industry Awards give businesses the opportunity to promote themselves as leaders in the industry. By entering the Awards you are inspiring others to strive for excellence and are making a strong statement about your organisation's commitment to the professionalism of the industry.

An invaluable benefit of the Awards for Garden Centres and Production Nurseries is feedback you receive from the onsite judges visits and their written assessment about your opportunities for improvement.

This year the entry criteria have been simplified and new awards developed to make entering more equitable and accessible for you and your business.

New awards for 2010 include Best Government Nursery and Best Propagation Nursery. As well as this, the NGI Industry Supplier Award has been changed to an industry nominated award recognising the contributions of our suppliers.

Categories are: ◊ Best Small, Medium and Large Garden Centre ◊ Best Small, Medium and Large Production Nursery

◊ Best Government Nursery ◊ Best Propagation Nursery

◊ NGI Community Award ◊ NGI Environment Award ◊ NGI Training Award ◊ NGI Export Award ◊ NGI Industry Supplier Award

◊ Young Leader Award

Entries are now open and close July 26<sup>th</sup> 2009

There's everything to gain for you, your staff and your business so give it a go and enter the 2010 Nursery & Garden Industry Awards.

### Controlling Your Stock by Debra Templar

From a store's perspective, stock management means controlling the stock that is being bought so that customer needs are continually satisfied and maximum profitability is achieved.

**Remember: Merchandise is typically the largest single asset in a retail business and, as such, its productivity is a critical determinant of any retailer's profitability.**

**Effective Stock Management is vitally important because:**

**Stock is Money** - Stock is money invested and the profitability and financial viability of the retailer depends on the return obtained from that investment. No stock or the wrong stock means no sales and no income. Since stock is the prime generator of revenue, having the right stock in the right quantities at the right time for the customer is fundamental.

**Stock Defines the Store** - The amount and nature of the stock in a retail business is central to the way consumers relate to the business. It is the stock in a store which largely defines the positioning of the business in the minds of its customers; that is, how they see the business and whether they would consider it as a first choice store or one they would not bother going to.

Successful stock management leading to maximised profitability starts with the right buying plan. The buying plan is set by the buyer in conjunction with input from the store(s) and reflects the market in which the retailer operates and the desired market positioning that the retailer has established. Sometimes, of course, the role of buyer, owner and store manager is one and the same person.

Although managers in retail stores may have only limited responsibility for buying or replenishing stock, it is important that they understand how they can contribute to retail profitability through better stock management within their influence or area of responsibility.

Profit and a healthy cash flow come from having the stock that customers want, where and when they want it.

The fundamentals are the same today as they were 200 years ago. The skill required of the store manager is to achieve the right balance of stock that will meet customer demand while keeping stock levels at the minimum necessary to do that.

(This excerpt is from the e-Book, Stock Management... controlling your stock levels *The Templar Group* [www.thetemplargroup.com.au](http://www.thetemplargroup.com.au))

### Alice Springs visit

Jane will be in Alice Springs from July 2 visiting members and promoting industry programs and initiatives before attending the Alice Springs Show on Friday and Saturday July 3 & 4.

NGINT is pleased to be supporting Power & Water at the Show by promoting waterwise gardening messages and the 'How to Create a Waterwise Garden in Central Australia' booklet as well as the NT's 'Grow me instead' booklet from the Power & Water display site.

### Business Improvement Opportunities

The nursery and garden industry has several accreditation schemes which, while aiming to reach these benchmark standards, help you to improve your business.

Accreditation programs provide businesses with a benchmark to become recognised providers of a standardised level of quality.

Businesses and business practices are independently assessed to ensure they meet the standards.

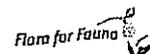
Accreditation provides consumers and the industry with assurance that the business they are dealing with is committed to the highest quality business practices, consistency and reliability in delivering service, professional standards and dedication to continuous improvement.

The Accreditation Schemes including NIASA, EcoHort, Biosecure HACCP and AGCAS are developed and supported by the nursery products levy and the Commonwealth Government via Horticulture Australia Limited (HAL). Business Skills and Industry Development Officers are available to provide you with on-going assistance and support.



Ph: 08 8983 3233 | Fax: 08 8983 3244 | Email: [ngint@ntha.com.au](mailto:ngint@ntha.com.au)

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Nursery & Garden Industry  
Northern Territory

# NGINT Nursery Notes

Nursery & Garden Industry NT Inc  
PO Box 348 Palmerston NT 0831



Issue No 13 July 10, 2009

[www.ngia.com.au](http://www.ngia.com.au)

[www.ntha.com.au](http://www.ntha.com.au)



Setting the  
Standards



PowerWater

Dates to Note

next



## 2010 Nursery & Garden Industry Awards

Katherine Show

Managing Waste and Air Quality Workshop – Alice Springs

Darwin Show

2010 Nursery & Garden Industry Awards – Entries Close

NGINT Committee Meeting

St John First Aid Training

Singapore – Industry Study Tour

NGI Awards Presentations & Christmas Dinner

## Entries Now Open

July 17-19

July 21

July 23 - 25

July 26

August 4

September 9

Sept 29 – Oct 1

December 4

## Water Allocation Planning in the Darwin Rural Area – meeting overview by Kate Peake

Growers from the Darwin region met last week to hear the Northern Territory Government explain the proposed water allocation planning process. Evidence suggests that water resources are already under pressure. There are a lot of bores in the Darwin rural area and the rural population is still increasing steadily. Water use is having a significant impact on groundwater levels and while a good wet causes full recharge poor wet seasons do not. The concern, therefore, is that several poor wet seasons may result in bores running dry and real problems for growers and other residents of the rural area.

Overall people seemed comfortable with the need for water allocation planning. There may be a cost for growers in terms of installing a meter, the inconvenience of having to get a license, and possibly a reduction in water use. However, the cost of not having water in the future due to misuse of the resource is much greater.

Growers are encouraged to get involved in the water allocation planning process given that you will be impacted.

For further information, please contact NTHA or NGINT.

## NIDO News

### New Technology:

At the NIASA Meeting held in South Australia last month, John McDonald presented the "Pocket Diagnostic" kit which was designed for use by the nursery owner, consultant or inspector to ascertain the presence of Phytophthora spp. in plant material.

Sampling and testing can be carried out in a few minutes in the field or glasshouse situation but placing the sample in a bottle with a ball which is vigorously shaken to separate the pathogen from the plant material. Results appear in the viewing window of the test device in a very short time.

For more information visit, [www.pocketdiagnostic.com](http://www.pocketdiagnostic.com).

### What does the SA Plant Health Act mean for you??

- If you are importing plants into South Australia make sure your contact has an Import Verification Compliance Agreement (IVCA) or the shipment of plants will not be allowed into the state. In other words these importing nurseries or Garden Centres must be registered as an importer.
- Trucking companies must send a copy of the manifest to PIRSA via email: [pirsa.planthealthmanifest@sa.gov.au](mailto:pirsa.planthealthmanifest@sa.gov.au) or fax: 08 8124 1467 prior to leaving the Territory.
- You still use what ever ICA system is relevant to your nursery situation.

### Managing Waste and Air Quality Workshop – Alice Springs – July 21

- Gain a greater understanding about your responsibilities with air quality management.
- Find out what air pollutants are commonly found within horticultural businesses.
- Learn how to identify and manage waste materials within your business effectively.
- Understand how common practices within your business can contribute to air and waste pollutants in the environment.

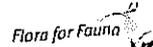
This workshop is particularly important for anyone wishing to demonstrate environmental stewardship, is working towards EcoHort or other EMS accreditation including AGCAS.

The Darwin workshop was very informative and generated healthy discussion and

Please confirm your attendance by faxing or emailing your registration form ASAP.



Ph: 08 8983 3233 | Fax: 08 8983 3244 | Email: [ngint@ntha.com.au](mailto:ngint@ntha.com.au)  
ABN 34 989 393 724



### St John First Aid Training – Darwin – September 9

At the request of several NGINT members, NGINT has organised St John First Aid Training for members to be held at the NTHA meeting/training room on Wednesday September 9<sup>th</sup>. There are a limited number of places available. Cost is \$170 per person. Please register with Jane or Cathy ASAP if you would like to participate.

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#### Katherine visit

Jane will be in Katherine on July 17 visiting members and promoting industry programs and initiatives before attending the Katherine Show on Saturday and Sunday July 18 & 19.

NGINT is pleased to be supporting Power & Water at the Show by promoting waterwise gardening messages and the 'How to Create a Waterwise Garden in The Top End' booklet as well as the NT's 'Grow me instead' booklet from the Power & Water display site.

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#### Recruitment Services for the Horticulture Industry

The Australian Federal Government funds Labour Recruitment Services for the horticulture industry in areas where there are demonstrated labour shortages.

Ready Workforce delivers the Recruitment Services on behalf of the Federal Government.

Ready Workforce is a division of Chandler Macleod with a National Network of 70 offices across Australia, including 4 Horticulture Recruitment Service sites located in Bundaberg, Darwin, Katherine and Stanthorpe.

The service is free for registered horticulture businesses. If you would like to discuss your labour requirements or you have vacancies to fill now contact our Horticulture Industry consultant:

Tracey Leo Ph 89 23 9222 or email [tracey.leo@readyworkforce.com.au](mailto:tracey.leo@readyworkforce.com.au)

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#### Opportunity to Assist in Climate Change Research

The National Centre for Sustainability (NCS) requires your support by completing a short survey used to gather national data to map responses and readiness of different industries to operate and adapt to a low carbon future.

Information you provide will:

- \* identify the key skills and knowledge which industry sectors associate with operating in a carbon constrained economy
- \* demonstrate current levels of industry-by-industry engagement with greenhouse gas quantification and carbon management strategies
- \* identify emerging industry needs in relation to carbon management, measurement and reporting skills
- \* be collated with other responses and be made publicly available via the NCS website

How you can be involved:

1. Take part in the online survey (6-7 minutes) by clicking on this link: <http://opinio.online.swin.edu.au/s?s=6250>
2. Send this email on to your networks - our aim is to reach as many Australian businesses, from as many different sectors and locations as possible.

For more information, please visit here: [http://www.swinburne.edu.au/ncs/Innovation/climate\\_change\\_survey.html](http://www.swinburne.edu.au/ncs/Innovation/climate_change_survey.html)

or contact Scott McKenry on [smckenry@swin.edu.au](mailto:smckenry@swin.edu.au)

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#### New NGINT Member

NGINT is pleased to welcome East Kimberley Tropical Gardens, Kununurra as valued members. Tony White & Trish Purchase are great supporters of the industry in the NT as they buy a lot of their plant stock from the Top End region.

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#### New Awards, Simplified Entry Process, Greater Winner Benefits

The Nursery & Garden Industry Awards give businesses the opportunity to promote themselves as leaders in the industry. By entering the Awards you are inspiring others to strive for excellence and are making a strong statement about your organisation's commitment to the professionalism of the industry.

An invaluable benefit of the Awards for Garden Centres and Production Nurseries is feedback you receive from the onsite judges visits and their written assessment about your opportunities for improvement.

This year the entry criteria have been simplified and new awards developed to make entering more equitable and accessible for you and your business.

New awards for 2010 include Best Government Nursery and Best Propagation Nursery. As well as this, the NGI Industry Supplier Award has been changed to an industry nominated award recognising the contributions of our suppliers.

Categories are: ♦ Best Small, Medium and Large Garden Centre ♦ Best Small, Medium and Large Production Nursery

♦ Best Government Nursery ♦ Best Propagation Nursery

♦ NGI Community Award ♦ NGI Environment Award ♦ NGI Training Award ♦ NGI Export Award ♦ NGI Industry Supplier Award

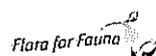
♦ Young Leader Award

Entries are now open and close July 26<sup>th</sup> 2009

There's everything to gain for you, your staff and your business so give it a go and enter the 2010 Nursery & Garden Industry Awards.



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Nursery & Garden Industry  
Northern Territory



# NGINT Nursery Notes

Nursery & Garden Industry NT Inc  
PO Box 348 Palmerston NT 0831



Issue No 14 July 23, 2009

[www.ngia.com.au](http://www.ngia.com.au)

[www.ntha.com.au](http://www.ntha.com.au)



PowerWater

## Dates to Note



2010 Nursery & Garden Industry Awards  
Darwin Show  
Darwin Show Holiday  
Government to Business Expo  
NGINT Committee Meeting  
St John First Aid Training  
Singapore – Industry Study Tour  
NGI Awards Presentations & Christmas Dinner

Entries Close July 26  
July 23 – 25  
July 24  
July 28  
August 4  
September 9  
Sept 29 – Oct 1  
December 4



### NGI Awards - Last chance to Enter On-line only

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♦ Young Leader Award

On-line Entries close July 26<sup>th</sup> 2009

There's everything to gain for you, your staff and your business so give it a go and enter the 2010 Nursery & Garden Industry Awards.



### Is your business looking for staff?

The newly launched Green-Life Careers project includes a dedicated website [www.greenlifecareers.com.au](http://www.greenlifecareers.com.au) designed to assist those thinking about a career AND to those already working in the industry.

Are you looking for staff or wanting to advertise a position? The website is an ideal place to advertise a job vacancy or for a listing of those wanting a position within the industry. Listings are free and aim to bring together various stakeholders in the one place – everyone working together – that's got to be useful!

Go to the Employment page of the Green-Life careers website:

[http://www.greenlifecareers.com.au/Category?Action=View&Category\\_id=215](http://www.greenlifecareers.com.au/Category?Action=View&Category_id=215)

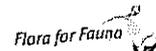
For further information and feedback contact Fiona Kelly, National Training & Recognition Manager on (02) 9876 5200 or [careers@ngia.com.au](mailto:careers@ngia.com.au).

### St John First Aid Training – Darwin – September 9

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## Government to Business Expo

### Cut Through Red Tape – Connect Your Business with Government

As a Territory first, the Northern Territory Government will host a Government to Business Expo in Darwin and Alice Springs, to connect business with Government support programs, service providers and quoting/tendering opportunities.

The Government to Business Expo is designed to connect business with Government, by bringing together all levels of Government agencies and associated industry support providers in the one location. It will assist business to:

- Discover and access government business support programs, services and grants
- Network with all levels of government to obtain licence and regulatory information to assist your business
- Identify opportunities to supply goods, works and services to the Northern Territory Government
- Attend seminars on current issues affecting businesses, run concurrently with the exhibition.

#### Darwin

When: 28 July, 2009

Where: Darwin Convention Centre, Exhibition Hall

Time: Open all day between 12-8pm

Entry: Free

#### Alice Springs

When: 5 August, 2009

Where: Alice Springs Convention Centre

Time: Open all day between 12-8pm

Entry: Free

For further information: Free Call 1800 163 111, email [info.dbe@nt.gov.au](mailto:info.dbe@nt.gov.au) or visit [www.nt.gov.au/g2be](http://www.nt.gov.au/g2be)

### NGI Publications Survey

NGIA is in the process of reviewing our publications. To help us with this, we are conducting a publications survey.

You should have already received this survey via fax or email, but if not you can take part via this link

[http://www.surveymonkey.com/s.aspx?sm=NtBb\\_2bCmhBB\\_2fdQrW6nMTMw\\_3d\\_3d](http://www.surveymonkey.com/s.aspx?sm=NtBb_2bCmhBB_2fdQrW6nMTMw_3d_3d)

Please assist us by participating, this way we can ensure we are delivering the information you require in the publications we provide for you.

For queries, please contact Sarah McMahon at NGIA ph (02) 9876 5200, email [sarah.mcmahon@ngia.com.au](mailto:sarah.mcmahon@ngia.com.au)

### Solar Water Pumping

Bonlec Solar Pumps is an Australian owned company who have been in the business of supplying and installing solar submersible water pumps and solar dam pumps on properties in the Northern and Western regions of Queensland for the last eight years.

They can offer solutions for unique solar powered water pumping systems designed to suit the individuals needs here in the NT.

For further information visit [www.bonlec.com.au](http://www.bonlec.com.au)

### Singapore, City in a Garden Industry/Student Study Tour – September 29 – October 1 – now just a few places available!

The Nursery & Garden Industry NT in conjunction with Charles Darwin University (Horticulture Aquaculture Group) is organising an industry/student study tour to Singapore, City in a Garden September 27<sup>th</sup> – October 1<sup>st</sup> 2009.

The purpose of the Study Tour is to provide industry and students with a "snap shot" of the potential future for the industry and potential urban developments, in particular in tropical regions such as Darwin and other Northern Australian regional centres. Singapore provides a working example of innovation and technology in an expanding green environment amidst rapid economic development.

Other efforts in finding new dimensions for urban greening include skyrise and rooftop greenery enhancing Singapore's capacity to provide a regional test-bed for further experimentation and development. This experience and exposure to such innovation and technology will inspire and provide valuable information and knowledge to those who participate, taking our industry forward.

Thanks to the support of the Singapore National Parks Board, CDU (Horticulture/Aquaculture Group) and NGINT.

There are a limited number of places available on the tour, so please register ASAP. The full itinerary and registration forms are available from NGINT or on the NT section of the NGIA website.

Flight and accommodation packages from \$1232.82\* (subject to availability at the time of booking).

\*As at June 26 based on JetStar flights ex-Darwin, twin share accommodation.

### When Times Get Tough...Start Marketing!

#### Market Locally and Get Results

With times getting tougher, small businesses are finding it harder and harder to compete. Many small business owners are asking themselves "How do I 'tough-times-proof' my business?" The answer is: Make marketing your first priority!

Is customer service important? **Absolutely.**

Are keeping your finances important? **Absolutely.**

Is developing your employees important? **Absolutely.**

All these processes are very important, but during tough times NONE are more important than your marketing efforts.

Marketing drives your business. During tough times, it can be the difference between closing down or weathering the storm and being a super success. Your best business years could be during tough times!

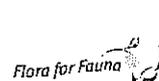
It's during the difficult times that you learn how to stretch your marketing dollar, to make the most of your marketing investment. It's during times like these that you learn new and innovative marketing techniques that help your business thrive.

The Templar Group [www.thetemplargroup.com.au](http://www.thetemplargroup.com.au) .



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ABN 34 989 393 724





Nursery & Garden Industry  
Northern Territory



Darwin - April 19 - 22, 2010

# NGINT Nursery Notes

Nursery & Garden Industry NT Inc  
PO Box 348 Palmerston NT 0831



From the NT Nursery

Issue No 14 July 23, 2009

[www.ngia.com.au](http://www.ngia.com.au)

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Setting the Standards



PowerWater

Dates to Note

nextgen  
NURSERY GROUP



Tropicals: wider & spectacular



2010 Nursery & Garden Industry Awards

Darwin Show

Darwin Show Holiday

Government to Business Expo

NGINT Committee Meeting

St John First Aid Training

Singapore – Industry Study Tour

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Nursery & Garden Industry  
Northern Territory



# NGINT Nursery Notes

Nursery & Garden Industry NT Inc  
PO Box 348 Palmerston NT 0831



Issue No 15 August 7, 2009

[www.ngia.com.au](http://www.ngia.com.au)

[www.ntha.com.au](http://www.ntha.com.au)



PowerWater

## Dates to Note

nextgen  
NURSERY GROUP



NGINT Conference Committee Meeting	August 10
NGINT General Meeting	August 25
St John First Aid Training	September 9
NGINT NextGen Nursery Group Meeting	September 15
NIDO visit – John McDonald	Sept 21 – 25
Biosecure HACCP – workshop	Sept 22 - TBC
Singapore – Industry Study Tour – Fully Booked!	Sept 29 – Oct 1
Tropical Garden Spectacular – planning meeting	October - TBC
NGINT AGM	October - TBC
Kununurra visit	November
NGI Awards Presentations & Christmas Dinner (Darwin)	December 4

### Nursery & Garden Industry Australia - News Poll Key Findings\*- August 2009

#### Australian Garden of Today

- 86% have a lawn; highest state is Queensland with 95% having a lawn
- 57% grow vegetables, herb and fruit plants; 62% of married couples 'grow their own'
- 32% have a balcony with potted plants; skewed toward male over female
- 86% have trees in their yard; 88% of Victorians have a tree in the yard
- 24% have an outdoor water features; 35% of homes in WA have a water feature

#### Australian Garden of Yesteryear—Australians remember their gardens growing up

- 92% had a lawn, 6% higher than today
- 77% had a dedicated plot of land for growing vegetable, herb and fruit plants; 20% higher than today, but this trend is on the rise and growing in popularity in recent years
- 89% had trees in their yard
- 13% had a water feature, 10% down from the garden of today

#### Families in the Garden

- 71% believe that children today spend less time in the garden than they did when they were young; higher response for Australians with children
- 75% of married respondents believe that plants have a positive impact on their health
- 75% of respondents with children agreed that plants add value to their home and lifestyle
- 74% of married couples intend to purchase plants in spring for planting in their garden

#### Grow Your Own/Edible Garden

- 72% of Australians plan to purchase plants for their garden this spring; 76% of young Australians intend to plant in spring reinforcing gardening trends in younger demographics
- 42% of those surveyed grow fruits and vegetables to provide healthy food and allow for self-sufficiency
- 46% of Australians grow herbs
- 44% grow fruit trees
- 63% grow vegetables such as lettuce, tomatoes, carrots and corn
- The 50+ demographic leads the 'grow your own' movement with 59% of respondents in this group saying that they currently grow edible plants

#### Benefits of having a garden (multiple answers permitted)

- 61% enjoy the aesthetic benefits of their garden, with over half saying it adds to the look of their home
- 44% believe that their garden adds to their overall health and enjoyment of their home
- 40% associate their garden with doing their bit for the environment

\* Based on research commissioned for the Life is a Garden initiative, by Nursery & Garden Industry Australia (NGIA) that surveyed over 1,200 Australian respondents in late-July 2009

Please use this information to assist in building your business opportunities.



Ph: 08 8983 3233 | Fax: 08 8983 3244 | Email: [ngint@ntha.com.au](mailto:ngint@ntha.com.au)

ABN 34 989 393 724





Nursery & Garden Industry  
Northern Territory



# NGINT Nursery Notes

Nursery & Garden Industry NT Inc  
PO Box 348 Palmerston NT 0831



Issue No 16 August 21, 2009

[www.ngia.com.au](http://www.ngia.com.au)

[www.ntha.com.au](http://www.ntha.com.au)



PowerWater

Dates to Note

nextgen  
NURSERY GROUP



NGINT General Meeting/R & D Forum	August 25
St John First Aid Training	September 9
NGINT NextGen Nursery Group & Singapore Study Tour get together	September 15
NIDO visit – John McDonald	Sept 21 – 25
Sustainable Water Use – Darwin workshop	Sept 22
Sustainable Water Use – Katherine Workshop	Sept 24
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Sustainable Water Use & Soils Workshop – Alice Springs	October 6th
Tropical Garden Spectacular – planning meeting	October - TBC
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## NGINT General Meeting

The NGINT will be holding a General Meeting - R & D Forum next Tuesday August 25<sup>th</sup> at Berrimah Farm (Bark Hut Social Club) at 5.30pm

This meeting will provide the opportunity for members to discuss R & D priorities for the industry with the outcomes to be forwarded to DRDPFR and NGIA for consideration for future funding.

At the recent NGI National Environment Committee meeting it was noted that there was a clear need for each state/territory association to communicate technical and environmental research issues to NGIA. This would ensure that each state/territory association had an opportunity to forward NGIA key technical and environmental issues for possible HAL funding (or funding by other means).

DRDPFR are also interested in providing R & D opportunities for the industry.

It is important that, as valued industry participants, you come along or for our regional members, contact Megan or Jane and provide input. Your issues and opinions are important and we want to ensure they are noted so that we can provide this information to NGIA and DRDPFR and ensure R & D opportunities are made available for the NT.

For catering purposes, please advise if you will be attending, by COB Monday August 24<sup>th</sup>.

## Online national invasive plants questionnaire - where does your business stand

Following part one of the national invasive plants survey, Nursery & Garden Industry Australia (NGIA) is requesting vital industry participation in an online questionnaire to gauge how familiar industry businesses are with invasive plant issues.

National Environmental and Technical Policy Manager Anthony Kachenko says: "The response to part one of the survey saw NGIA receive an astounding 350 production/availability lists from nurseries across Australia. NGIA sincerely thanks all participating nurseries who are clearly focusing on the future of invasive plant management by removing those plants currently deemed invasive or potentially invasive from their lists."

The online questionnaire is open to all retail and production nurseries across Australia. To complete the survey, visit [www.ngia.com.au](http://www.ngia.com.au) and follow the link to the survey. There are four parts to the survey which cover invasive plants:

- awareness
- resources
- extension
- management

The survey takes no more than 10 minutes to answer and all completed surveys will remain confidential and used only for research purposes. Business details will not be disclosed in the final report, to be released in December 2009.

"Nursery & Garden Industry Australia is committed to protecting Australia's rich biodiversity," says Anthony. This questionnaire will provide NGIA with important and relevant data that will assist us to establish the level of awareness growers and retailers have regarding the plants they sell. It continues to build on the success of the Grow Me Instead campaign, nationally launched in April this year to further educate industry and consumers regarding the prevention and spread of environmental weeds.

**With an increasing focus on environmentally sound business practice, it is vital for industry to participate.**

If you would like to know more about this project, contact Del Thomas ph/fax (02) 6557 2727 or email: [delwyn.thomas@ngia.com.au](mailto:delwyn.thomas@ngia.com.au). Del Thomas has been engaged by NGIA to lead this project.

Note: NGIA is aware that the lists of garden plants known to be invasive vary considerably from region to region. However, we will address this when evaluating production lists and writing the final report.



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Nursery & Garden Industry  
Northern Territory



Darwin - April 19 - 22 2010

# NGINT Nursery Notes

Nursery & Garden Industry NT Inc  
PO Box 348 Palmerston NT 0831



The Nursery Network

Issue No 17 September 4, 2009

[www.ngia.com.au](http://www.ngia.com.au)

[www.ntha.com.au](http://www.ntha.com.au)



PowerWater

Dates to Note

nextgen  
NURSERY GROUP



Tropical Garden Spectacular



St John First Aid Training	September 9
NGINT Conference Committee Meeting	September 9 & 10
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## Sustainable Water Use Workshop – Darwin & Katherine

Water is a hot topic here in the Top End and horticulture is a major consumer of this valuable resource. As the region continues to develop and our population grows, sustainable practices with water usage will become an essential aspect of nursery industry businesses. This workshop will inform you about your water supply and quality, assist you with irrigation planning, systems and scheduling as well as address environmental considerations.

Please register with Jane or Cathy by phone on 8983 3233 or send in your registration form by reply email or fax (details on the form).

## NGINT General Meeting / R&D Forum

Thanks to all who attended and participated in last weeks meeting and forum. It was a very worthwhile opportunity to discuss current issues within the industry and prioritise key areas for potential R & D projects and funding opportunities.

The outcomes have been forwarded to NGINT members, NGIA and DRDPFR.

## NGIA R & D projects currently underway or completed are\*:

- **Plant growth impacts from water contaminants**  
The aim of this project is to reconsider existing literature and generate a comprehensive literature review to determine how recycled water effects plant growth, evaluate existing (and current) recycled water disinfestation technologies and identify any gaps for future investment.
- **Evaluating response of plants grown in blends of potting mix & ameliorants under restricted irrigation**  
The aim of this project is to evaluate the effect of a variety of water holding products intended to improve the performance of a potting mix meeting Australian Standard 3743-2003 and to determine the veracity of their manufacturer's claims.
- **Nursery specific carbon footprinting & cost benefit analysis tool**  
The aim of this project is to expand the 'Hortcarboninfo' tool to provide a full carbon lifecycle analysis footprinting tool that is tailored to the specific needs of production nurseries. This tool will also enable cost benefit analysis resulting from changing farming practices e.g. plastic container to biodegradable container.
- **Develop pest contingency plans for high risk biosecurity pests**  
Detailed contingency plans will be developed for Guava rust, Glassy winged sharp shooter, Sudden Oak Death and Longicorn beetles to ensure preparedness in case of possible incursion of these high risk pests. These plans will provide detailed information on the pest life cycles, potential distribution, survival strategies and methods for surveillance and sampling.

\*Full project outcome reports will be published and available soon.

Investment in research & development creates innovation, expertise and knowledge, promotes a sustainable future and positions the industry as an environmental steward.

For further information about the industry's R & D key achievements to date, please visit [www.ngia.com.au](http://www.ngia.com.au) or contact Jane at NGINT.



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Nursery & Garden Industry  
Northern Territory



# NGINT Nursery Notes

Nursery & Garden Industry NT Inc  
PO Box 348 Palmerston NT 0831



Issue No 18 September 18, 2009

[www.ngia.com.au](http://www.ngia.com.au)

[www.ntha.com.au](http://www.ntha.com.au)



Setting the  
Standards



PowerWater

Dates to Note

nextgen  
NURSERY GROUP



TERRITORY  
PROUD

NIDO visit – John McDonald	Sept 21 – 25
Sustainable Water Use – Darwin workshop	Sept 22
Sustainable Water Use – Katherine Workshop	Sept 24
Singapore – Industry Study Tour – Fully Booked!	Sept 29 – Oct 1
Sustainable Water Use & Soils Workshop – Alice Springs	October 6th
Tropical Garden Spectacular – planning meeting	October – TBC
NGINT Committee Meeting	October 13
NGINT AGM	October - TBC
Kununurra visit	November
NGINT Awards Presentations & Christmas Dinner (Darwin)	December 4

### Sustainable Water Use Workshop – Darwin & Katherine – Registration reminder!

Water is a hot topic here in the Top End and horticulture is a major consumer of this valuable resource. As the region continues to develop and our population grows, sustainable practices with water usage will become an essential aspect of nursery industry businesses. This workshop will inform you about your water supply and quality, assist you with irrigation planning, systems and scheduling as well as address environmental considerations.

Please register with Jane or Cathy by phone on 8983 3233 or send in your registration form by reply email or fax (details on the form).

### Combined Sustainable Water Use and Soil Management Workshop – Alice Springs region (Ti-Tree Research Station)

This workshop will include the same topics as the Darwin and Katherine Sustainable Water Use workshops (please see above) as well as delving into the finer aspects of understanding soils. This workshop will include soil testing and mapping, consider the chemical, physical and biological properties of soil, soil conservation and interpretation of soil test results; all very important when advising about growing plants in the ground.

This workshop will be held at the Ti-Tree Research Station, Stuart Highway. Transport options for participants are being considered. Registration forms will be distributed soon. Please register your participation ASAP so that details can be confirmed.

### The 2009 CNP Student Scholarship is open for submissions!

The Industry's Certified Nursery Professional (CNP) program offers two lucky horticultural students the chance of an expense paid trip to attend the Nursery & Garden Industry National Conference in Darwin on 19-22 April 2010.

Proudly supported by Australian Horticulture magazine and Green-Life Careers, this scholarship offers students an early understanding of the benefits of ongoing professional development. Some students may in fact already qualify as a CNP if they have been working and studying simultaneously.

All education institutions are encouraged to nominate a student for consideration by Nursery & Garden Industry Australia's panel of judges. The panel identifies a finalist for both Metropolitan and Regional areas in each State. From the State Finalists, two scholarships were awarded - one for Metropolitan National Winner and the other for Regional National Winner.

For more information, please contact the Training Department of NGIA on 02 9876 5200 or via email at [careers@ngia.com.au](mailto:careers@ngia.com.au)

### Power and Water Corporation & NGINT are promoting water conservation in the garden

**Water after night**  
The best time to water your garden is in the early morning or late evening. Watering in the middle of the day wastes water through evaporation. Watering at night wastes water through evaporation and encourages fungal diseases.

**Fill the cup then make sure you stop**  
The best way to water your garden is to use a watering can. This allows you to control the amount of water you are using. It also allows you to see if the soil is dry and needs more water. If you are using a hose, make sure you have a timer or a flow restrictor to prevent over-watering.

**The long and short of lawns**  
The longer your lawn is, the more water it needs. Short lawns are easier to maintain and require less water. Mow your lawn regularly to keep it short and healthy.

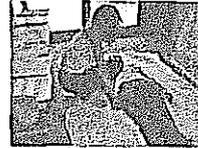
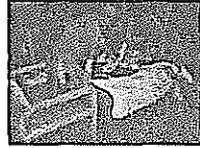


Ph: 08 8983 3233 | Fax: 08 8983 3244 | Email: [ngint@ntha.com.au](mailto:ngint@ntha.com.au)  
ABN 34 989 393 724



### John First Aid Training

At the request of members, St John First Aid was organised and held in the NTHA training room. Ten people attended, and achieved the Nationally Accredited "Apply first aid" (previously Senior First Aid) credential through the flexible learning option. This allowed participants to complete some study, using a Learner Guide Workbook, in their own time and pace. The one day interactive workshop covered the practical aspects of the course and assessment. All those in attendance agreed that learning with the workbook and reviewing it as a group was a great way to reduce the time taken out of busy schedules. Paul, our instructor, delivered an interesting and enjoyable workshop, which reinforced key areas and addressed any questions. Everybody who attended passed the assessment and can look forward to receiving their St John "Apply first aid" certificates in the mail.



### NextGen Nursery Group and Singapore Study Tour Get Together

The NextGen Nursery Group and Singapore Study Tour participants met at the Darwin Ski Club Tuesday evening. While enjoying the sunset, Group members had the opportunity to meet with fellow industry folk and get to know those who are taking part in the tour to Singapore.

Outcomes from the Study Tour will be made available following the trip and will be presented at the NGINT National Conference being held in Darwin in April, 2010.



### NGI National Conference, Darwin, 2010

Each year the Nursery & Garden Industry Australia hosts a national conference as part of our commitment to developing the skills of Industry and providing an opportunity to network. The conference is a levy funded project and aims to provide a platform for the dissemination of information for the benefit of whole of Industry.

#### AIM OF THE NGIA CONFERENCE

- To provide a forum for delivery and exchange of Information particularly relevant to the development and prosperity of the industry.

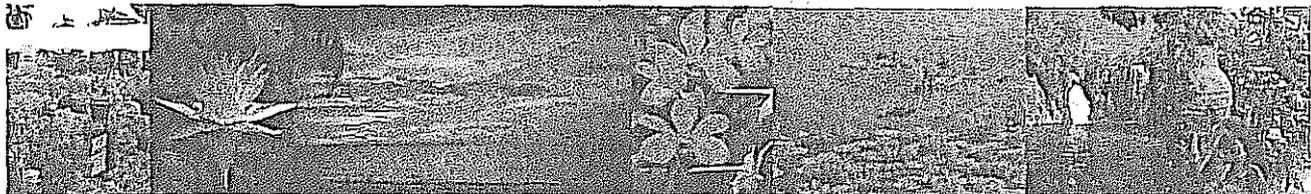
#### OUTCOMES TO BE ACHIEVED

- Facilitate the adoption of R&D and marketing outcomes through the presentation and transfer of findings and new ideas from the above programs
- Increase industry profile to internal and external stakeholders
- Build networks and relationships with partners within and outside the industry
- Present the industry's strategic direction and future direction potential by identifying future issues and challenges and possible solutions
- Develop skills and knowledge base through workshops and other such forums to address conference topics.

The conference is held in a different state each year so that the nursery industry within that state can showcase itself to the rest of the country.

Darwin is the venue in 2010 and the Conference Organising Committee would like to welcome you all here!

A taste of what you can expect to experience...



### NGINT Membership Subscriptions Due

Just a reminder that the annual membership subscription is now due. We would appreciate your prompt payment. ©

Welcome new member

NGINT is pleased to welcome back Howard Springs Nursery as a valued member. We look forward to your involvement and participation!



Ph: 08 8983 3233 | Fax: 08 8983 3244 | Email: [ngint@ntha.com.au](mailto:ngint@ntha.com.au)  
ABN 34 989 393 724





Nursery & Garden Industry  
Northern Territory



December 2009

# NGINT Nursery Notes

Nursery & Garden Industry NT Inc  
PO Box 348 Palmerston NT 0831



The Northern Territory

Issue No 19 September 25, 2009

[www.ngia.com.au](http://www.ngia.com.au)

[www.ntha.com.au](http://www.ntha.com.au)



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Dates to Note

next  
NURSERY GROUP



Singapore – Industry Study Tour – Fully Booked!  
Sustainable Water Use & Soils Workshop – Alice Springs  
Tropical Garden Spectacular – planning meeting  
NGINT Committee Meeting  
NGIA AGM – Brisbane  
NGINT AGM  
Kununurra visit  
NGINT Awards Presentations & Christmas Dinner (Darwin)

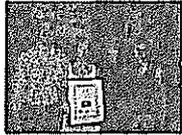
Sept 29 – Oct 1  
October 6th  
October – TBC  
October 13  
October 21  
October - TBC  
November  
December 4

## Cycad International receive award at the Chief Minister's NT Export & Industry Awards 2009

The 2009 Chief Minister's NT Export & Industry Awards were presented at a function held at Crown Plaza last night.

These awards recognise the outstanding achievements of the NT's successful exporters. Exports contribute to the NT economy, now and into the foreseeable future and as our exports grow, so too will all the businesses that support them.

Congratulations to Cycad International on being recognised for their export achievements. Joe and Karen Perner received an award of encouragement in the Emerging Exporter Category with their cycads being exported to various international clients.



Wayne Fan, Manager Trade Support, Chief Minister's Department, with Karen & Joe Perner & Jane Dellow following the awards presentations.

## Combined Sustainable Water Use and Soil Management Workshop – Alice Springs region (Ti-Tree Research Station)

This workshop will include the same topics as the Darwin and Katherine Sustainable Water Use workshops (please see above) as well as delving into the finer aspects of understanding soils. This workshop will include soil testing and mapping, consider the chemical, physical and biological properties of soil, soil conservation and interpretation of soil test results; all very important when advising about growing plants in the ground.

This workshop will be held at the Ti-Tree Research Station, Stuart Highway. Transport options for participants are being considered. Registration forms have been distributed. Please register your participation ASAP so that transport can be confirmed.



The workshops held in Darwin and Katherine this week were well attended and had plenty of thought provoking information and demonstrations presented. John McDonald was extremely well received with his presentation on water auditing, the water planning process and the realities of water use, efficiencies and availability for the Nursery Industry, based on the 'Queensland experience'.

## Nursery & Garden Industry releases Environmental Sustainability Position

Nursery & Garden Industry Australia (NGIA) is pleased to announce the release of the industry's Environmental Sustainability Position. This document firmly cements our industry as a true, green industry and provides us with added credibility in moving forward with government bodies, private sector entities, academia as well as other peak industry bodies.

It captures the nursery and garden industry's many environmental achievements and reaffirms that we are mindful of the environment and committed to the sustainable development of industry.

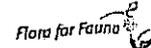
NGIA's National Environmental & Technical Policy Manager Dr Anthony Kachenko says: "NGIA's Environmental Sustainability Position demonstrates NGIA's commitment to environmental sustainability, the appropriate management of the association and its operations, the engagement of businesses in principles and applications of sustainability, and the engagement of, and collaboration with, the broader community."

Dr Kachenko continues: "I would like to thank all those who contributed to the development of this document."

Please contact Jane at NGINT if you would like a copy or go to [www.ngia.com.au](http://www.ngia.com.au) to download a PDF copy of the document.



Ph: 08 8983 3233 | Fax: 08 8983 3244 | Email: [ngint@ntha.com.au](mailto:ngint@ntha.com.au)  
ABN 34 989 393 724



## APPENDIX 14

# NGISA 4<sup>TH</sup> Quarter Reports

## State Association Quarterly Report Summary South Australia July 1<sup>st</sup> 30<sup>th</sup> September 2008

I, **Geoffrey Fuller** confirm that the detail contained within this report and the attachments is true and correct. The report has consideration for the Conditions pursuant to contracts set between the State Associations and NGIA, NIASA Heads of Agreement, AGCAS Heads of Agreement and National Training Funding Guidelines

Signed: Geoffrey Fuller Date: 14.09.09

### Accreditation & Certification

#### NIASA – Production Nursery & Growing Media Accreditation

- Name the person conducting accreditation audits. **Grant Dalwood – Geoffrey Fuller**
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement. **Yes**

NIASA Promotional Activity	Audience	Reach
Weekly Nursery Notes	Member-Non member-All	150
Nursery Visits	Member-Non member-All	17
FESA lectures	Students	28
Industry Development Committee meeting Aug 12th	Committee members plus IDO-BDO	7
Plant Health Act 09	Production-Retail	25

#### EcoHort Certification

- Name the person conducting certification audits. **Grant Dalwood – Geoffrey Fuller**
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement. **Yes** and the certifier has undertaken the EcoHort workshop. **TBA**

EcoHort Promotional Activity	Audience	Reach
Weekly Nursery Notes	Member-Non member-All	150
Production Nursery visits	Member-non member	17

#### BioSecure HACCP Certification

- Name the person conducting certification audits. **Grant Dalwood-Geoffrey Fuller**
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement. **YES** and the certifier has undertaken the BioSecure HACCP workshop. **To be advised**

BioSecure HACCP Promotional Activity	Audience	Reach
Weekly Nursery Notes	Member-Non member-All	150
Production Nursery visits	Member-non member	17

#### AGCAS - Retail Accreditation

- Name the person conducting accreditation audits. **Geoffrey Fuller** State Associations confirm that this person is suitably skilled as specified in Appendix 1, AGCAS Heads of Agreement. **YES**

AGCAS Promotional Activity	Audience	Reach
Weekly Nursery Notes	Member-non member-all	150
AGCAS meeting August 11th	Committee-IDO'S	7

### Training & Recognition

#### Training

**Training Program July –Sept Nil. Unable to fill courses, time limitation on NGISA Office also affected the program.**

**One Plant Health Act meeting Barossa 18 attended no claim submitted. Other courses re-scheduled.**

Training Workshop/Activity	Audience	Dates	Attendees
Weekly Nursery Notes	Member-non member-all		150
Industry mail out	Member-non member-all		290
Phone calls, emails, faxes	Member-non member-all		numerous

#### CNP Extension

State Association Quarterly Report South Australia	1 Jul-30 Sep	1 Oct - 31 Dec	1 Jan - 31 Mar	1 Apr - 30 Jun	TOTAL
<b>Accreditation &amp; Certification</b>					
<b>NIASA - Production &amp; Growing Media Accreditation</b>					
# NIASA Businesses (start of quarter)	14				14
# NIASA Businesses (end of quarter)	16				16
Net increase/decrease	2				2
Businesses engaged with NIASA not yet accredited	17				17
Number of audits conducted	6				6
Manuals Sold	1				1
Number of IDC Meetings	1				1
<b>EcoHort Certification</b>					
Audits conducted by:					
# NIASA Businesses EcoHort Certified (start of quarter)	2				2
# NIASA Businesses EcoHort Certified (end of quarter)	3				3
Net increase/decrease	1				1
Businesses engaged with EcoHort not yet certified but are NIASA	5				5
Businesses engaged with EcoHort not certifiable (ie not NIASA)	9				9
Number of certification audits conducted	1				1
Manuals Sold	1				1
<b>BioSecure HACCP Certification</b>					
Audits conducted by:					
# NIASA Businesses Biosecure HACCP Certified (start of quarter)	0				0
# NIASA Businesses Biosecure HACCP Certified (end of quarter)	0				0
Net increase/decrease	0				0
Businesses engaged with BioSecure HACCP not yet certified by are NIASA	3				3
Businesses engaged with BioSecure HACCP not certifiable (ie not NIASA)	0				0
Number of certification audits	0				0
Manuals Sold	3				3
<b>AGCAS - Retail Accreditation</b>					
Audits conducted by:					
# AGCAS Businesses (start of quarter)	11				11
# AGCAS Businesses (end of quarter)	12				12
Net increase/decrease	1				1
Businesses engaged with AGCAS not yet accredited	9				9
Number of audits conducted	3				3
Manuals Sold	2				2
Number of SAAC Meetings	1				1
<b>Training &amp; Recognition</b>					
<i>In an effort to avoid doubling up of information, the Training Coordinator will contact each State regularly seeking the figures below. These figures will be used for reporting to HAL</i>					
<b>Training</b>					
# of Workshops conducted	1				1
Total workshop attendance	18				18
# planned for next reporting period	7				7
# planned workshops where funding will be requested	7				7
# of workshops where CNP points were allocated	6				6
# of other training activities	0				0
Training plan provided	Yes				
<b>CNP Extension</b>					
<i>In an effort to avoid doubling up of information, the CNP Coordinator will provide these figures for reporting to HAL</i>					
# of CNP's in State (start of quarter)	17				17
# of CNP's in State (end of quarter)	17				17
# of CNP's due for renewal this quarter	0				0
# of CNP's renewed this quarter	2				2
# of promotional activities conducted	4				4
<b>Career Pathways</b>					
# of promotional activities conducted	1				1
# of employment opportunities on National Career Pathways website	0				0
<b>National levy initiatives</b>					
<b>Nursery &amp; Garden Industry Awards</b>					
# of promotional activities conducted	10				10
# of attendees State Awards Night					0
<b>National Conference &amp; Exhibition</b>					
# of promotional activities conducted	10				0
# of delegates from State					0
<b>Special Interest Group (SIG) Facilitation</b>					
# of promotional activities conducted	4				4
# of meetings/workshops facilitated	2				2
<b>Environmental Extension</b>					
# of promotional activities conducted	4				4
Supporting documents provided	Yes				
<b>BDSO accessibility</b>					
BDSO contact with engaged retailer	18				18
BDSO contact with non-engaged retailer	3				3
BDSO contact with engaged production or growing media business	6				6
BDSO contact with non-engaged production or growing media business	0				0
<b>IDO accessibility</b>					
IDO contact with engaged retailer	30				30
IDO contact with non-engaged retailer	6				6
IDO contact with engaged production or growing media business	38				38
IDO contact with non-engaged production or growing media business	8				8
<b>IDO - National Policy Roles</b>					
<i>These activities are contracted for 08/09. In 09/10 these activities will be outcome funded</i>					
# of meetings attended					0

## APPENDIX 15

### Samples of NGISA 4<sup>TH</sup> Quarter Activities



Nursery & Garden Industry  
South Australia  
Nursery Notes

Setting the  
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Setting the  
Standards

Issue No 7 March 6<sup>th</sup> 2009

## NGISA 101 Years Old!

South Australian Reservoir Levels – 65%



Use this link to check SA's Water levels

<http://www.sawater.com.au/SAWater/WhatsNew/WaterDataUpdate/ReservoirData/State+Details.htm>

**Diary Notes:** Gardening Australia. This weekend - March 7<sup>th</sup> - 9<sup>th</sup>  
NGISA Board meeting March 11<sup>th</sup> 2009

### NGIA Conference and Urban GreenScapes Symposium 2009

15 South Australians attended the Urban GreenScapes Symposium, the NGIA Conference and at a series of President, Business Development Officer, IDO and CEO meetings held recently in Canberra.

The symposium program was interesting and provided valuable information about our industry in this current climate of both environmental sustainability and economic uncertainty. The major point would be that the Nursery Industry at this stage is not a major player in the carbon issue, only plants in forests above a certain height and size counts. Keynote speaker was Dr Adam Schwerner, Director of Department of Natural Resources, City of Chicago and he highlighted how Chicago had changed from a dirty industrial city to one where greenscapes are developed and encouraged.

The NGIA National Conference and Exhibition had the theme "Ingredients for a Brighter Future" and provided a number of interesting and entertaining speakers.

Robert Prince – NGIQ-CEO provided an update on a number of national projects relating to marketing, research and development.

Angus Stewart and Josh Byrne – ABC TV Presenters outlined ways in which the value of plants could be enhanced in landscaping and how plants could be used to overcome a number of environmental issues.

Richard Hansen – ORICA-Business Manager suggested that "profit" should not be seen as a dirty word and was fundamental to the viability of all of our businesses.

Gerard McEvelly and Tom Rafferty – Horticulture Supply Chain Services-Consultants delivered a long awaited report which in essence advised that our industry has already undertaken the necessary research, but has failed to implement or make the tough decisions. Again there will be more of this reported over the next few months.

AND the usual Retail and Production nursery tours, albeit a bit limited with not a lot on offer in the National Capital. The collection and growing of endangered species at the National Botanic Gardens Nursery was of real interest.

Dr Greg McPherson – US Department of Agriculture and Adam Schwerner finalised the program with a summary of outcomes and projections for the future.

### Regulator Warns of the Risks of Unregistered Imports

'Consumers need to exercise caution in buying low price chemical products through discount variety stores as they may not be registered for sale and use in Australia,' says Mr Neville Matthew, Program Manager (Regulatory Strategy and Compliance) with the Australian Pesticides and Veterinary Medicines Authority (APVMA).

'Compliance officers from the APVMA seized around 15,000 cans of unregistered insect sprays in Sydney recently that had been imported into Australia. These products had not been registered by the APVMA and had therefore not been subject to the rigorous scientific evaluations that ensure compliance with Australian standards of quality and safety,' he said. As a consequence, these products lacked appropriate labelling for the Australian market, including warnings and safety and use directions.' Although certain products may be available for supply in overseas markets, every product sold in Australia must first be assessed to ensure Australian consumers are appropriately protected.

Nursery & Garden Industry SA Inc 505 Fullarton Road NETHERBY ABN 34 989 393 724

Ph: 08 8372 6822 fax: 08 8372 6833 e-mail: [gfuller@ngisa.com.au](mailto:gfuller@ngisa.com.au)

People cannot be assured of safety or efficacy when a product developed for one market is imported into another market as regulatory standards may differ.

Products registered for use in Australia have the acronym NRA or APVMA followed by a series of numbers on the product label. The presence of these letters and numbers assures consumers that the product has been assessed and is safe to use if used according to label instructions.

Consumers can search for registered products on the APVMA website ([www.apvma.gov.au](http://www.apvma.gov.au)).

## **Use of Atropine for Treatment of Organophosphorus (OP) Poisoning – Amendments to First Aid and Safety Directions (FAISDs) on Labels for OPs and Carbamate**

Atropine tablets are no longer available for sale in Australia. Therefore the Department of Health and Ageing will amend the FAISDs to remove the requirement to obtain an emergency supply of atropine tablets before using OP and carbamate products. Registrants will need to amend their labels to match the FAISD handbook.

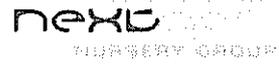
Users of these products should be aware that these changes do not indicate that there is any decrease in health hazards from OP and carbamate pesticides and should continue to use products with care, following all safety directions.

Background: Labels for many products containing OP and carbamate pesticides include FAISDs referring to the need to obtain an emergency supply of atropine tablets. Atropine has a range of uses including the treatment of poisoning with OP and carbamate pesticides.

Currently, labels for OP and carbamate pesticide products registered for use in Australia must display a statement directing the user to obtain an emergency supply of atropine tablets as an antidote in case of poisoning (Statement 373 – ‘Obtain an emergency supply of atropine tablets 0.6 mg’). Compliance with label requirements is mandatory under legislation in the various States and Territories. Atropine sulfate tablets with the recommended strength of 0.6 mg were previously manufactured by Fawns & McAllan Pty Ltd but this oral dosage form is no longer available in Australia.

Because this product was also required under a First Aid Instruction (statement “m” - “give atropine if instructed”) in case of poisoning, its lack of availability in prescribed tablet form suggested that the current and future product users would be in breach of workplace health and safety legislation. The First Aid Instruction statement, however, did not specify the form of the product or dose levels to be administered. The First Aid Instruction would provide sufficient flexibility to allow for alternative dose forms of atropine if they became available. In order to address the lack of availability of a supply of atropine sulfate tablets, the Office of Chemical Safety (OCS) within the Department of Health and Ageing formed a Working Group and prepared a document titled *Review of Emergency First-Aid Treatment of Anticholinesterase Pesticide Poisoning in Australia (2008)* ([external website](#)). The findings and recommendations of this review have been considered and endorsed by the NDPSC and are published in the *NDPSC June 2008 Record of Reasons (PDF, 392kb)* ([external website](#)).

Actions: The OCS will update the FAISD handbook to reflect the recommendations of the Working Group Report. This will occur after the ‘Record of Reasons’ for the October 2008 meeting of the National Drugs and Poisons Scheduling Committee (NDPSC) has been published in November. This update will involve deleting Safety Direction ‘373’ from more than 100 FAISD entries – ‘Obtain an emergency supply of atropine tablets 0.6mg’. The corresponding First-Aid statement ‘m’ will be retained – ‘If swallowed, splashed on skin or in eyes, or inhaled, contact a Poisons Information Centre [Phone eg. Australia 131126; New Zealand 0800 764 766] or a doctor at once. Remove any contaminated clothing and wash skin thoroughly. If swallowed, activated charcoal may be advised. Give atropine if instructed.’



Nursery & Garden Industry  
South Australia  
Nursery Notes

Issue No 9 March 20<sup>th</sup> 2009



**NGISA 101 Years Old!**  
South Australian Reservoir Levels – 60%

Use this link to check SA's Water levels

<http://www.sawater.com.au/SAWater/WhatsNew/WaterDataUpdate/ReservoirData/State+Details.htm>

### Home Lending Lifts Further in January

ousing loans increased for the fourth consecutive month in January 2009, driven by the on-going surge in first home buyer loans.

IA Senior Economist, Ben Phillips, said that for the month of January total loans increased by 3.5 per cent on December last year, but that still left the number of loans down by 16 per cent from the same period to January 2008.

Loans for construction rose by 2.5 per cent but loans for the purchase of new dwellings eased by 1.4 per cent following four consecutive rises. Lending for established dwellings, net of financing, was up by 5.6 per cent, the fifth straight rise.

"Lending for both construction and for established dwellings is still well down on where it was at the start of 2008, but amidst so many negative updates on the Australian economy of late it is encouraging to see owner occupier home lending trending higher," Mr Phillips said.

"First home buyers are still the key driver of the momentum in home lending and disguise the fact that we have a long way to go to see the trade-up buyer market back at healthy levels. Over the three months to January 2009 the number of first home buyer loans was up by over 11 per cent on the same period a year earlier, but non-first home buyer loans were down by 27 per cent," Mr Phillips said.

Residential investment is weakening at an alarming rate, both for new construction and existing property. Over the three months to January 2009 the value of lending for construction of new residential dwellings dropped by 46 per cent compared to the same period through to January 2008.

"The rapid decline in residential investment indicates a further brightening ahead in private rental market conditions and highlights the importance of stimulating new construction to avoid further pressure on the public and community housing sectors," added Mr Phillips.

Seasonally adjusted terms the number of loans for existing and new dwellings by state increased by: 2.4 per cent in Victoria; 5.3 per cent in Queensland; 6.4 per cent in South Australia; 4.2 per cent in Western Australia; 5.9 per cent in Tasmania; and 6.3 per cent in the Northern Territory. The number of loans fell by 0.4 per cent in New South Wales and by 7 per cent in the Australian Capital Territory (to a level that was still the second highest in 18 months).

The Federal governments \$2billion grants to schools for building gyms is seen as a huge offset however, and will drive the construction market for a minimum of 2 years!

### This week in Bio Security

This month's meeting for the Horticultural Plant Health Consultative Committee (HPHCC) was held at TAFE SA Urrbrae Campus on Wednesday 18<sup>th</sup>.

The two main points of discussion were 1) the draft instructions for the Plant Health Act regulations and 2) the implementation targets for the Act.

Before the Act is put in practice the drafting of the Act must happen so that the wording is correct in legal terms, this is an important time to make sure that all of the intents of the Act are drafted into Legislation so that things run smoothly in the future. The Act must also fit in to corresponding law from other states also. Another of the areas of discussion was outer labeling at packaging, an area more important to fruit and vegetable wholesalers but one that will be looked at more closely when inspections are ramped up for our industry in 2010. It may be worth while for each nursery sending stock over a state border to look at how they label each delivery, be it a pallet or trolley load. PIRSA will have more inspectors ultimately trained to inspect manifests and have that paper work correspond to the markings on the fork loading side of pallets, just another small area where growers will have to smarten up and become more professional with logistics.

PIRSA will also place adverts in all of our State and National trade magazines later this year in order to properly inform interstate growers of their legal obligations with regard to sending stock to SA.

It is expected that before July 1<sup>st</sup> this year will be the time for PIRSA to commence registrations of Importing businesses for IVCA, however our Industry is seen as one that requires a great deal of work to 'get it right' so inspections and regulatory controls will NOT be enforced until a later time. We will keep you informed and alerted to happenings!

### Neutrog Visit

Geoffrey and Grant visited the Neutrog Factory at Kanmantoo on the 11<sup>th</sup> of March as the guest of Vince Davey who is their National Sales Manager. The factory sits as part of the old Kanmantoo mines with many new sheds and procedures installed since, there are plans afoot to expand the storage capacity at the site also. Neutrog have some exciting plans for expansion in both Australia & overseas over the next few years and we trust that we can work with them in their plans.



Kids Grow  
nexpo  
NURSERY GROUP



From Seed to Healthy Trees™



Nursery & Garden Industry  
South Australia  
Nursery Notes

Issue # 10 March 27<sup>th</sup> 2009



Setting the  
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**NGISA 101 Years Old!**  
South Australian Reservoir Levels – 59%

### Members supporting NGISA at the ABC Gardening Expo

We would like to extend a hearty thanks to Brunnings Garden Products Managing Director David Kirk and Sales Manager Darren Adey for their support at the recent ABC Gardening Expo. Brunnings supplied sample product for the various ABC personalities to speak about during their presentations to a record crowd of gardening enthusiasts. Products included the Johnsons range of soil conditioners and pea straw mulch as well as the Brunnings range of wetting agents. Also two of our top seedling growers, Plummers & United Nurseries all the way from Renmark and Living Colour Plants at Penfield were again most generous with their donation of 'SA Grown colour' that was also used and promoted on stage by the ABC gardening crew. Without the support of great SA member companies such as these it would be impossible for us to adequately promote the industry at events such as these where many thousands of avid SA gardeners are looking for advice and help. We were very heartened to see that nearly 20 nurseries were selling stock (13 were NGISA members) the quest for knowledge from the public was fantastic and it was never difficult to be caught up with full on discussion from 9 – 5. Areas that were of most interest ranged from alternative plant selection to survive the drier weather to drip irrigation methods, most especially the proper selection of drippers or emitters to enhance the correct plant selection. I can only recommend to all retailers that you set up a mini display (use a pond pump to return the water) of various types of legal and sensible irrigation within your store to clearly guide your customers in how easy it is to install a DIY system, with advice on soil preparation and mulching being equally as vital to round it off.

### River Murray Update – 19.03.09

We have just received the latest River Murray Water Resources Report from the Department of Water, Land and Biodiversity Conservation. Main points to consider are,

- The volume of water in upstream storages is currently 1469 GL (16% capacity), compared to about 1894 GL (20% capacity) at the same time last year.
- Below Lock I water levels remain low and salinity levels remain high due to reduced flows into South Australia.
- Current EC Levels at Goolwa are 28676, Lake Albert (Meningie) 1089, Lake Alexandrina (Milang) 5483, Lock I (Blanchetown) 482
- The very high salinity of the lakes and with no end to the drought, the weir at Pomanda Island (Wellington) will probably have to be built to preserve the quality of water at the main pumping stations at Tailem Bend, Murray Bridge and Mannum. The pumping station for the Morgan to Whyalla pipeline is above Lock I. The SA Government has water allocated for critical usage. This does not apply to the Nursery and Garden Industry.
- On going discussions with the Minister suggests no change to the current water restrictions. This will change if we have a bad autumn and winter, regardless of the election.
- SA Water is conducting audits of the metropolitan high water users with a significant increase in the number of fines to householders cheating the system.

### 'Horticultural Crop Monitors & Consultants'

At last weeks Plant Health Consultative meeting a list of Professionals with the potential to become the eyes and ears of the Horticultural Industry in SA was mooted, area freedom is a very important part of our International standing in regard to exports. The aims of the select group of Industry folk is to;

- Ensure 'Market Access' for our valuable Horticultural products Industry is maintained
- Be the eyes and ears of the Industry to spot insect, pest or disease potential problems early on
- Assist PIRSA and Industry in general in maintaining Industry standards

I would ask that anyone interested please contact me by email ([gadalwood@ngisa.com.au](mailto:gadalwood@ngisa.com.au)) and I will pass on your details to the relevant PIRSA representatives. This is entirely voluntary and simply will become a data base of people who can in all good faith supply information to PIRSA as well as be a point of contact in SA for early information sharing with regard to serious Bio Security threats! It may be that you are not actively engaged day to day in crop monitoring however your expertise is regarded highly and needs to be known!

Nursery & Garden Industry SA Inc 505 Fullarton Road NETHERBY ABN 34 989 393 724  
Ph: 08 8372 6822 fax: 08 8372 6833 e-mail: [gfuller@ngisa.com.au](mailto:gfuller@ngisa.com.au)

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## 2009 Nursery & Garden Industry Award winners

### Supplier Award – AQIS (Knoxfield Centre)

AQIS has been protecting Australia for 100 years by facilitating the safe importation of high and medium risk plant material. In 2008, the Knoxfield Centre became one of only three accredited suppliers worldwide to supply high-health and disease-tested Prunus to New Zealand. The team also initiated development of the Post Entry Plant Quarantine Best Practice Manual, which is now used Australia-wide.

### Training Award – Allora Gardens Nursery

Allora Gardens believe that there's no such thing as too much training to ensure that staff provide the most informed advice to their customers. This progressive approach has recently seen staff recognised by a national Small Business Award. Over the last four years, Allora Gardens has trained and supported three NGI Young Leader State Winners, including the current Young Leader for South Australia Michelle Lindhout.

### Export Award – Ramm Botanicals

Ramm Botanicals is at the forefront of the Australian plant material export market. They are especially well-known for their Kangaroo Paw breeding program, which is the largest of its kind in the world. Currently exporting across five continents, Ramm Botanicals will commence shipments from their new Sri Lanka-based laboratory this year.

**Environmental Award – Mansfield's Propagation Nursery.** Mansfield's Propagation Nursery is tackling environmental issues head-on. In 2008, they reduced their fresh water consumption by 80 percent through their on-site wetlands water catchment and treatment system. They also invested in researching environmentally-friendly potting options and aim to be using only 100 percent biodegradable pots within three years.

### Young Leader Award – Simon Reid

Simon Reid has been with Tim's for more than a decade. From a shy teenager to now managing one of Australia's largest garden centres, Simon has worked his way through the ranks. His contributions to the industry have also been significant – Simon was a founding member of the New South Wales NEXTGEN group – and he now plans to put the 'sexy' back into gardening for the younger generations.

### Best Small Garden Centre – Gisborne Nursery

When Chris Doyle volunteered to assist disabled employees at a local nursery, little did he know that it would spark a passion for plants. Since then, in partnership with Gary Wright, he's gone from unemployed, to selling plants at markets, to co-owning this well-loved garden centre. Nestled at the foothills of Mount Macedon, north-west of Melbourne, the national judge found Gisborne Nursery to be 'perfectly maintained'.

### Best Medium Garden Centre – Grow Master Howrah

The team at Grow Master Howrah take a service-oriented approach. Staff greet every person who enters the centre, and always carry customer purchases to their car. Now in their tenth year of operation, the team's greatest achievement in the judging period was the completion of a six year renovation program to redesign and rebuild the centre.

### Best Small Production Nursery – Won by Coastal Nursery

In 2008, Ross Wilson was named Young Leader. This year he and his wife Tracey, owners of Coastal Nursery on Queensland Gold Coast, took away the trophy for Australia's leading Small Production Nursery. The pair has worked hard during the last 12 months to achieve their highest sales on record – a milestone accomplished by improving marketing activities, rebranding and renovations, and increasing the profile at expos and in the media.

### Best Medium Production Nursery – Dracaena Farm Nursery

Dracaena Farm Nursery specialises in drought tolerant species – predominantly Dracaenas and Yuccas – for the landscape market. In 2008, Bryan and Sharon Hillier celebrated 20 years in business and record sales. They also took the significant step of branding all stock, and in doing so, raised awareness for their products in the industry, gardening sector and in the general community.

### Best Large Garden Centre – Tim's Garden Centre

Described by the national judge as a centre which is 'full of character from the moment you enter the premises', Tim's understands the importance of thinking 'outside the box' to excel at every aspect of business. From exclusive releases such as their new 'Goodbye Sunshine' tree, to regular columns in the local paper, eye-catching signs and friendly advice; the team at Tim's has it covered. Having won this Award for the third year in a row, NGIA congratulates Tim's Garden Centre on being inducted into the Hall of Fame.

### Best Large Production Nursery – Mansfield's Propagation Nursery

Not just an industry leader in environmental practices but also in providing top quality green-life, Mansfield's Propagation Nursery supplies more than 1,000 plant varieties. They also work with local and international plant marketing companies to bring exciting new varieties to the Australian market. In this way, they are meeting their mission to 'be the Grower's Grower'.

### Community Award – Bulleen Art & Garden

More than just a Garden Centre, Bulleen Art & Garden bring gardening, the environment and the arts to their local community. Last year they donated products and services valued at \$50,000, with a focus on educating children through initiatives such as their giant 'Water Wizard' and 'Compost Queen' puppets, educational chook pen, work experience program, art workshops, and school holiday gardening program.

*A fun bit for the week!*

I had a rose named after me, I was very flattered. But I was not pleased to read the description in the catalogue: 'Nice good in a bed, but fine against a wall.' - *Eleanor Roosevelt* –

**Comet potting machine.** Has anybody got an old Comet they wish to sell? If so, contact the office on 8372 6822

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Nursery Notes

Issue # 11 April 3<sup>rd</sup> 2009

**NGISA 101 Years Old!**

South Australian Reservoir Levels – 58%



Diary Notes.

NGISA Board meeting Wed April 8<sup>th</sup>

**The Newman Nursery dynasty continues!** Dianne and Jon are very proud grandparents of a beautiful little girl, Amelia Pearl, born to Dan and Kate. Mum and Dad doing well, Jon is coping and Dianne bound to use Amelia as an excuse to spend less time at the Topiary.

**Situations Vacant.** We have had a number of requests from retailers and wholesalers looking for qualified nursery staff to work casual. If you have any body looking for work, please contact me. Craig Norman is also looking for a nurseryperson to help at WPP, contact Craig on 0412 698 881

**Medal of the Order of Australia (OAM).** The visionary David Stanley Lawry, ex Lawry's Nursery and the founder of Tree Net has been recognised for his contribution to arboriculture and the environment. David has devoted his life to the horticulture industry and has been responsible for much of the research into sustainable plantings in the urban landscape. His role in setting up the independent not for profit organisation Tree Net was based upon the lack of research and real knowledge about street tree plantings and to act as a facilitator of that relevant information to the various government institutions, councils and other organisations. He has been instrumental in developing the "Avenues of Honour" at the Waite to honour all Australians who died fighting for their country and also propagating the "Gallipoli Rosemary" for fund raising. David is a remarkable individual and has been able to maintain his wonderfully irreverent sense of humour on life during his illness and his work. The Nursery Industry congratulates you David, on being award the Medal of the Order of Australia.

**Minister for Climate Change and Water, Senator the Hon Penny Wong has announced the Definition of Emission Intensive Industries under the Carbon Pollution Reduction Scheme (CPRS).**

Seven of the emissions activities that may be eligible for free permits under the Carbon Pollution Reduction Scheme have had their activity defined to allow for the next stage of data collection. The definitions detail the specific industrial activities that will be taken into account in providing free permits.

"Under the Carbon Pollution Reduction Scheme, free permits are provided to industry on the basis of the activity they undertake," Senator Wong said. Firms will receive free permits in relation to their production levels and calculated by reference to the average emissions of their particular industry activity. The first set of activity definitions approved for data collection are: **Silicon, Carbon black, Glass containers, Fused alumina, Synthetic rutile** (Rutile is a major ore of titanium, a metal used for high tech alloys) **Methanol and Zinc smelting** Senator Wong said the definitions were based on extensive and productive engagement with industry and drew on advice from the expert advisory committee chaired by Mr Dick Warburton. "The Government is committed to providing certainty to firms that may be eligible for free permits under the CPRS, Senator Wong said. This assistance has been designed to ensure these emissions intensive industries understand the transition to a low pollution future while supporting today's jobs. The Department of Climate Change is continuing to engage with industry on further definitions through intensive workshops. Guidance on further activity definitions will be progressively provided. Activities for which the required data is received by 1st May 2009 will be included in draft regulations due mid-year. Senator Wong commended the efforts of industry to date in providing information to the department. The earlier industry can provide the required information, the earlier firms will know how much assistance they will receive," Senator Wong said.

**Comment.** The only benefit the Nursery Industry may get is well into the future. It is hard to understand that the Industry with the most opportunity to reduce carbon emission is not part of the process.

Nursery & Garden Industry SA Inc 505 Fullarton Road NETHERBY ABN 34 989 393 724  
Ph: 08 8372 6822 fax: 08 8372 6833 e-mail: [gjuller@ngisa.com.au](mailto:gjuller@ngisa.com.au)

### **Daylight Saving and Water Restrictions.**

Back to normal hours this weekend with daylight saving finishing for another year. Watering times also change from Sunday April 5<sup>th</sup>

Dripper systems and hand-held hoses fitted with a trigger nozzle can be used for a maximum of 3 hours a week during the following times:

- Even numbered houses. Tuesday and Saturday 7.00am-10.00am or 4.00pm-7.00pm
- Odd numbered houses. Wednesday and Sunday 7.00am-10.00am or 4.00pm -7.00pm

Watering cans and buckets can be used on any day/time. Sprinklers and other watering systems remain banned

**Dr Greg McPherson**, project leader for the United States Department of Agriculture (USDA), Centre for Urban Forest Research spoke at the recent **NGIA Symposium and Conference** about putting a dollar value on trees and green-life in terms of the environmental benefits they provide. He reflects about his recent experience in Australia. "It is diverse and beautiful," Dr McPherson says of the Australian landscape. "From eucalyptus forests studded with tree ferns to rolling pasture land, coral reefs and sparkling cities, I was taken by all that I saw." The American sees the Australian nursery and garden industry as vital and healthy. "Although water restrictions have adversely impacted on the health of some landscapes, the industry seems to be using this crisis to increase its profile and make itself more relevant to its customers." However, he says given the magnitude of the industry it appears to him that educational opportunities are lacking, particularly at university level. "I sensed widespread interest in gardening and urban greening, but under investment in horticultural research and development." The 'tree-hugger' believes urban forests in Canberra and Melbourne seem poised for transformation. "Trees that have nurtured generations of residents are ending their life cycle. Frequently, drought stress is hastening their demise. Managing this transition is a challenge that has economic, social and ecological dimensions." While this may seem to be a crisis, he says it can also be a touchstone for increasing public awareness in green infrastructure. "Efficient harvesting of rainfall, improving soil resources, optimising shade effects, maximising carbon sequestration, and increasing age and species diversity will be hallmarks of the future of urban forest. Ultimately, increased investment in urban greening will make Australian cities healthier, safer, and better place to live." The Symposium was a unique experience for Dr McPherson, and he says it opened his eyes to the potential for influencing policy through a well-planned symposium and media events. "It looks like the Australian nursery and garden industry is positioned to realise important gains from this effort. It is definitely something we in the U.S can learn from."

### **Government Investment Allowance.**

The National Bank Australia (NAB) is urging customers to take advantage of Government Investment Allowance and act quickly to take advantage of the Federal Government vehicle and equipment investment allowance for business before the 30<sup>th</sup> June deadline. The tax break, in the form of an investment allowance, will provide:

- An additional tax deduction of 30% of the cost of eligible new, depreciating assets acquired under a contract, or started to be constructed, 13<sup>th</sup> December 2008 and before the 30<sup>th</sup> June 2009 and installed ready for use by the end of June 30<sup>th</sup> 2010; or
- Additional tax deduction of 10% of the cost of eligible new depreciating assets acquired under a contract, or started to be constructed, between 1<sup>st</sup> July 2009 and 31<sup>st</sup> December 2009 and installed ready for use by the end of 31<sup>st</sup> December 2010.

"The Government's investment allowance offers businesses a great incentive to purchase new assets effectively at a discount," says NAB State GM, NAB business, Jacqui Colwell. "The investment allowance should give businesses confidence to continue to plan positively and invest for the future, providing crucial support to growth and jobs during these difficult economic times. By boosting business confidence and encouraging business investment, this measure will provide an important short term stimulus to the Australian economy in the face of the global financial crisis. In order to claim the investment allowance businesses can either pay cash or fund assets by way of an Equipment Loan or Hire Purchase. Following the acquisition, the business as the owner of the asset is eligible to claim the Investment Allowance as a deduction in their tax return equal to 30% or 10% of the depreciable cost (i.e. net of any GST credits and/or on road costs if the purchase relates to the acquisition of a Motor Vehicle). For leased assets, banks can claim the investment allowance and pass on the discount to businesses through reduced interest rates. This means a business can receive an additional 30 (or 10)% tax deduction for investments brought forward and in place by 30<sup>th</sup> June 2010 (or 31<sup>st</sup> December 2010), says Jacqui. In practical terms, this is an added incentive for businesses to proceed with their vehicle and equipment purchases in this difficult environment."



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Nursery & Garden Industry  
South Australia

Nursery Notes

Issue # 13 April 24<sup>th</sup> 2009



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**NGISA 101 Years Old!**  
South Australian Reservoir Levels – 54%  
**Diary Notes.** Occ Health and Safety Workshop Wednesday 29<sup>th</sup> April (9am-4pm)  
Garden Design Tuesday May 12<sup>th</sup> 2009 (9am-4pm)

**Anzac Day Saturday April 25<sup>th</sup>**

Please respect the Anzac tradition and not open until 12.00 noon on Anzac Day.

### Interactive web site for the Murray Darling Basin.

A new interactive website will be updated weekly to show water availability in public water storages across the Murray-Darling Basin. The Minister for Climate Change and Water, Senator Penny Wong said, "The new website provides easily-accessible information on water held in public storages right across the Murray-Darling Basin. Water managers, irrigators, community and environment groups, students, and anyone else with an interest can just click on an interactive map of the Basin for the latest data on water held in public storage anywhere in the Basin. Senator Wong said the quarterly spreadsheet builds on a version that first went online in September last year, and was most recently updated to February 2009.

The "Water in Storages" site is available at [www.mdba.gov.au/water/waterinstorage](http://www.mdba.gov.au/water/waterinstorage)

### Plastic Bags.

From May the 4<sup>th</sup> 2009, you can no longer supply single use polyethylene carry bags of less than 35microns. Bags must meet the Australian Standards (AS 4736-2006) and be biodegradable or compostable. These bags are **NOT banned**. There is a manufacturer in Australia who makes bio-degradable or compostable bags. Unfortunately they cost about 30cents! All others have to be imported from overseas and prices vary in cost from 17cents each to 22 cents each. Be careful; under the regulations the new <35Um bag must breakdown within a period of about 6 weeks! **Also not suitable:** epi bags marked 100% degradable. "Protect our Environment" or "We Care for our Environment" We can use the tear off produce bags designed for fruit and vegetables, or go to an above 35Um (micron) reusable plastic bag similar to those previously used but stronger for multiple use. We have sourced two suppliers,

**Southern region.** Sudden Paper and Plastic Bag Supplies, Unit 5 45 Hales Drive Lonsdale SA Ph 8326 1100, fax 8382 5058 email; [suddpap@adam.com.au](mailto:suddpap@adam.com.au) .

**Northern regions.** Shepherd Enterprises Pty Ltd. 113 Frederick St, Welland. SA 5007 Ph. 08 3408077. fax. 08 877 8099. email. [shepent@bigpond.com](mailto:shepent@bigpond.com)

We would encourage the businesses that have to encompass the new regulations to look at the positives that the Government is trying to introduce by way of this legislation and "Be Seen to Be Green" in the eyes of your customers. The new bags are 'Very Green' and the cost of the bags will most certainly be passed on by the food chain store cash register at the end of the bill. So do the same! It's not a shame!

If, as time passes members feel it would be advantageous to produce a "Nursery green bag" over seas and have it custom printed (cost .22c+ ea) then let us know and we can co-ordinate a bulk order!

### Don't overlook your OHS & W Responsibilities:

NGISA will be convening a very pertinent OH&S workshop on Wednesday 29<sup>th</sup> April 2009 at the TAFESA Urrbrae Campus. Simone Wirkus a senior TAFE lecturer has a strong background in Horticulture and will run the full day course (9.00am – 4.00pm). The difference in this course is that you will leave with a sound knowledge of the subject as well as with a disc with 20+ Microsoft files that you can 'create' a series of your own Policy, SOP, information handbook, statements and signage documents. These documents when combined in a folder form a large part of your companies obligations to OH&S.

So if your OH&S manuals aren't up to scratch please register by Monday next 27<sup>th</sup> 2009.

Nursery & Garden Industry SA Inc 505 Fullarton Road NETHERBY ABN 34 989 393 724  
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## **NGISA - Grown in SA Stickers.**

A new batch is hot off the press from the printers so please call or collect. Also note that you can use the logo on your stationery! Contact the office for the logo

## **City of Salisbury Nursery:**

Congratulations to Nataleigh Mottau at the City of Salisbury Nursery at Foti Dve. Salisbury Pk. Nataleigh with the support of Bob Green from the council has achieved NIASA Accreditation after a number of years of work with both Cameron and myself. Nataleigh runs a really great and tidy work place and makes certain the nursery conforms to all of the OH&S compliances that any Council facility is required to do, whilst being constantly under the gaze of the Council auditors. The nursery specialises in aquatic plants as well as growing for both Salisbury and other local government instrumentalities many of the local provenance species that are SA natives.

## **Salisbury Council Nursery - Job Advert!**

Bob Green from the City of Salisbury Council Nursery has advised that he put a job advert. In the Advertiser a month ago but has received little joy in finding anyone. Certificate III essential to work within a great little Nursery recently NIASA Accredited. If you know of anyone let Bob know by early next week please [bgreen@salisbury.sa.gov.au](mailto:bgreen@salisbury.sa.gov.au)

## **Garden City Plastics Pty Ltd are now the new owners of Masrac Plastics**

Greg Carrick is the new South Australian representative and can be contacted on 0417 332 260

## **Plant Health Bill NEWS:**

PIRSA have made it clear that:

1. Every business that imports commercial quantities of plant stock into SA must be registered as an importer
  - o This also includes landscapers, developers & plant hire companies
2. NIASA & AGCAS accredited members of NGISA-NGIA will, if they follow procedures laid down in the Bio Secure HACCP certification be able to import stock without IVCA certification as long as
  - o stock is contained within a soil less potting medium and
  - o stock is purchased from a location designated as an 'area freedom' zone and
  - o stock is not on the PIRSA banned list eg vines etc (see PIRSA web site)  
<http://www.pir.sa.gov.au/planthealth>
  - o They will also be allowed to import stock purchased from NIASA accredited Nurseries interstate without question if conforming! Whereas stock from non-NIASA nurseries must be quarantined according to Bio Secure HACCP procedures by Accredited Nurseries & Garden Centre's.
3. Otherwise, non NIASA & AGCAS accredited businesses will be required to either;
  - o Have every import shipment of commercial quantity inspected by PIRSA or
  - o be IVCA (Import Verification Compliance Agreement) registered on a yearly basis and audited on a basis to be determined by PIRSA depending on the deemed risk

## **The Global Financial Crisis**

The global financial crisis (GFC) is creating new challenges for business everywhere and Australia is beginning to feel the impact. Private equity has the potential to play a key role in strengthening your business in 2009. Venture Capital SA, part of the Department of Trade and Economic Development is providing a full day forum on **Tuesday 12<sup>th</sup> May 2009**. The forum is a must for businesses and their advisors to learn more about this type of funding and hear interesting Australian success stories. Debt has become hard to access during this difficult period and private equity could be an attractive option.

If you want to attend contact **Genesisia Mandica** Venture Capital SA 8303 2498 [sabizevents@state.sa.gov.au](mailto:sabizevents@state.sa.gov.au)

## **Have a Great Week!**

***Ps. Don't wait to see the light at the end of the tunnel! Go and turn it on!***



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Nursery & Garden Industry  
South Australia  
Nursery Notes

Issue # 14 May 1<sup>st</sup> 2009



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### NGISA 101 Years Old!

South Australian Reservoir Levels – 54%

Diary Notes.



#### Grant Dalwood.

Grant had his prostate operation last night and the prognosis is extremely good with all problem cells removed. Spoke with him today and he sounds great. He will be in Calvary Hospital until Sunday and then convalescing at home.

#### Note from Grant.

Just a short note to alert all of the males in the Industry and those who are the wives/partners of men to keep a regular check up on their men's health issues. I am out of the office for a few weeks for removal of my prostate gland, which I am glad to say because of early detection (I'm just 53) that I and my urologist are confident of a full, complete rapid recovery! I am grateful to the other guys out there who have talked to me about the processes involved and the outcomes, and guys remember that this disease is a product of living in the 21<sup>st</sup> Century, no amount of money and pills can alter your chances, especially if you have a close relative with the problem.

Get it checked out by blood test and digital examination and act on it early, it won't go away!

Check out these two web sites to get some good back ground information.

<http://www.prostate.org.au/articleLive/>

[http://www.prostatehealth.org.au/v3/html/sheet\\_2.htm](http://www.prostatehealth.org.au/v3/html/sheet_2.htm)

#### Another NGISA baby update!

Adam and Jenny Heyne are nearly as proud as Grandpa Gary on the birth of a beautiful little girl Lilly McKenzie on the 11<sup>th</sup> April. She arrived a little early but Adam has advised that Lilly is gaining weight and all are in great health. Can't get the smile off Grandpa Gary's face tho!

Also, Ex NGISA Board member and Nursery Industry identity Jenny Zekov proudly announced the arrival of Alexander Peter into the world. He weighed 3.48 kilos, measured 53cm long and both mother and son are healthy and happy. Well done Jen.

#### Garden City Plastics

Greg Carrick has stated that there will be minimal disruption of production and service during the takeover of masrac. All enquiries are to go through Greg, who can be contacted on the numbers listed. Whilst it is very disappointing that a number of long serving staff lost their jobs (John Baker, Peter Carcas, Paul Denton etc)

Graham Brown has been retained as the production manager. It is important that South Australia keeps some form of a manufacturing base and I'm certain Garden City Plastics will maintain the excellent "masrac" service.

**GCP Details.** 53 – 73 Churchill Road Dry Creek SA 5094. Ph. 08 8168 4100. Fax. 08 8168 4188

**Sth Australian representative.** Greg Carrick. Mobile. 0417 332 260.

Email orders to. [sa@gardencityplastics.com](mailto:sa@gardencityplastics.com)

GCP web Address is: [www.gardencityplastics.com](http://www.gardencityplastics.com)

#### Choosing the Chemical that is Right for You.

Phillip Smoult has reminded of the importance of understanding the labels on chemicals. He has suggested that for people using or selling chemicals to have a look at website: <http://www.apvma.gov.au/safety/chemicals/index.shtml>

This website shows you where to look and what to look for on the label and will help you make an informed choice.

Other related Information include,

- How the label is developed and choosing the right chemical.
- Fact sheets on Understanding Product Labels and Responsible Use and Handling of Farm Chemicals.

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Nursery & Garden Industry  
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Nursery Notes

Issue # 16 May 22<sup>nd</sup> 2009



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Diary Notes.

### NGISA 101 Years Old!

South Australian Reservoir Levels – 54%

SA Museum Display Westfield Marion June 4<sup>th</sup>-6<sup>th</sup>

NGISA Board meeting June 10<sup>th</sup>

NIASA National meeting Adelaide June 23<sup>rd</sup>-25<sup>th</sup>

### Grant Dalwood

I have made an excellent recovery from my operation and I started back at work on Thursday May 21st. I would like to sincerely thank all who have sent their best wishes to me.

### Fairview Plant Wholesalers

Apologies to David Obst from Fairview Plant Wholesalers for not including him as a Garden City Plastics distributor. David has been a stockist of GCP's products for a number of years now and has a large range at his Coglin Street Elizabeth South business. Contact David or Sharyne on 8257 1055 and arrange to pick up some GCP product when next you call.

### NGISA Workshops

A very successful Garden Design Workshop facilitated by Pam Gurner-Hall was held recently. The attendees from all over the State were able to understand the key principles of garden design and the different themes and styles. The only criticism was that they needed more time for the fundamentals of drawing up the design.

### NGISA activities

The NGISA was represented at the Dept of Environment and Heritage's community forum "Stirring the Possum" recently. Over 700 filled the Hilton ballroom to hear the DEH Chief Executive Officer Allan Holmes introduce speakers Sophie Thomson, Sheryn Pitman, Chris Daniels and Josh Zeuneret. An interesting night but I think apart from Sophie and Sheryn, the other speakers failed to give the audience practical ideas instead concentrated on unrealistic solutions. By contrast the Campbelltown City Council and Newton's Building and Landscape Suppliers community "Garden Wise" forum was a very successful night with Minister Maywald opening proceedings with an update on the water issues in SA. Local MP Lindsay Simmons spoke about other local issues, MC Michael Keelan delivered a passionate plea for more understanding of watering and urged Minister Maywald to keep up the "good fight". David Chester presented his thoughts on irrigation, Peter Brunt, Toro's Marketing Manager talked about what home irrigators can do from a manufactures point of view and Kim Syrus summed up the night with his very succinct thoughts on gardening. Daniel Phillips, Newton's very energetic Business Manager is to be congratulated for organising a very successful night.

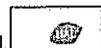
### Plant Health Act. Adelaide Airport upgrades Fruit Fly prevention.

PIRSA and Adelaide Airport are joining forces in a fresh approach to protect South Australia from the scourge of fruit fly. Signage is now on display in the Airport's air-bridges warning travelers arriving in Adelaide to dispose of any fresh fruit and vegetables they are carrying or risk being penalised. Agriculture Minister Paul Caica says the bio-security initiative is an Australian first. "It's all about protecting our \$1.5 billion fresh fruit produce sector and the livelihood of thousands of South Australians," Minister Caica said. "The brightly designed signs are an important way of educating people in the lead-up to South Australia's tougher new penalties coming into effect on July the first. "The State's new Plant Health Act will increase penalties and introduce on the spot fines for people found illegally trafficking fruit into South Australia and into the Riverland. The new measures will also require all importers of plant and plant-related material into SA to be registered. "At Adelaide Airport, all domestic and international passengers, flight crews and airport staff will pass our new signs between the terminal and aircraft. "The posters will be the first thing people see on arrival, and will reinforce the audio messages they hear in flight, about not bringing fresh produce into South Australia. "That's about seven million people each year at our Airport getting the message to 'bin' any fresh produce they are carrying when they arrive in Adelaide – even if it's just an apple they intended to eat during the flight. "We have clearly labeled quarantine bins located in the ground floor of the airport, and we are asking incoming travelers to drop any fruit, vegetables or grapevine material they may be carrying into the bins, rather than risk a fine. The following web sites also provide access to key information: [www.pir.sa.gov.au/ica](http://www.pir.sa.gov.au/ica) and <http://www.pir.sa.gov.au/planthealth/legislation>.

Nursery & Garden Industry SA Inc 505 Fullarton Road NETHERBY ABN 34 989 393 724

Ph: 08 8372 6822 fax: 08 8372 6833 e-mail: [gfuller@ngisa.com.au](mailto:gfuller@ngisa.com.au)

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## Federal Government's new Superannuation guidelines

**Concessional contribution limits lowered:** Concessional contributions can provide significant tax savings both now and in the future for many Australians. They include Superannuation Guarantee and salary sacrifice contributions paid by your employer, as well as personal contributions on which you claim a tax deduction.

Concessional contribution limits are currently \$50,000 if you are under 50 or \$100,000 if you are over 50. However, from 1 July 2009, these limits will be halved to \$25,000 and \$50,000 respectively.

### Minimum payments from account based

#### superannuation pensions halved for 2008/09 and

**2009/10:** An account based pension requires you to draw a certain percentage of your super balance in each financial year. While under 65, this percentage is a low 4%, but gradually increases as your age increases.

For this financial year and next financial year, only half of the normal minimum pension payment will need to be withdrawn (although you can continue receiving the normal minimum should you wish).

### Government Co-contribution temporarily reduced:

Under the Government Co-contribution initiative, the Government generally contributes 150% of your after tax contributions to super, up to a certain limit.

However, from 1 July 2009, this will reduce to 100%. On 1 July 2012, it will increase to 125%, and will then return to its original 150% from 1 July 2014.

**Tip:** Between now and 30 June 2009 may be your last chance to make substantial concessional super contributions before the introduction of lower limits.

**Tip:** If you are currently salary sacrificing to super (or making other concessional contributions), it is important to review your strategy prior to 30 June 2009 to ensure you stay within the new contribution caps. Substantial tax penalties apply for breaching your concessional contribution cap.

**Tip:** If you don't require the payments from your account based pension, this is a perfect opportunity to temporarily reduce these payments, and retain more money in the concessional tax superannuation environment.

**Tip:** While the temporary lowering of the Government Co-contribution does make it relatively less attractive, it is important to bear in mind that the Government is still giving those who are eligible an immediate 100% return on their after tax contributions up to certain limits. Certainly this is still one of the most attractive retirement savings options available.

## Changes to personal income tax

The Government has announced the following changes to tax rates from 1 July 2009:

New Tax Thresholds for 2008/09	Tax Rate	New Tax Thresholds for 2009/10	Tax Rate
\$0 - \$6,000	0%	\$0 - \$6,000	0%
\$6,001 - \$34,000	15%	\$6,001 - <b>\$35,000</b>	15%
\$34,001 - \$80,000	30%	<b>\$35,001</b> - \$80,000	30%
\$80,001 - \$180,000	40%	\$80,001 - \$180,000	<b>38%</b>
\$180,001 +	45%	\$180,001 +	45%

While most earning income over \$34,000 will benefit from these changes, it will be those earning over \$80,000 who will particularly benefit from a reduction of the rate of tax paid on any income between \$80,000 and \$180,000.





KidsGrow

next

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Nursery & Garden Industry  
South Australia

Nursery Notes

Issue # 19 June 19<sup>th</sup> 2009



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## NGISA 101 Years Old!

South Australian Reservoir Levels – 54% (last year 44%)

Diary Notes.

NGIA 2010 Awards entries now open

NIASA National meeting Adelaide June 23<sup>rd</sup>-25<sup>th</sup>

HIA Home Show October 16<sup>th</sup>-18<sup>th</sup>



Landscape Association Awards night Saturday 27<sup>th</sup> June.

### Notes from the meeting with Water Minister Maywald -Tuesday June 16th

**Garden Rebates.** \$638,530 has been paid to 63,159 claimants for products listed for a rebate in the garden.

This compares with \$1,2630, 917 paid out for washing machines and \$3,404,136 paid for rain water tanks.

The rebates continue until November 2011 and we must, as an Industry, urge our customer to lodge claims with SA Water.

**Murray-Darling Basin storages:** The volume of water in storage in Hume and Dartmouth Reservoirs, Lake Victoria and Menindee Lakes is currently 1,414 GL (15% capacity), compared to about 1,914 GL (20% capacity) at the same time last year. The long-term average for this time of year is about 5,270 GL (56% capacity). The Murray-Darling Basin Authority indicates the whole of basin storage capacity is 22,611 GL but only 3,938 GL (17% capacity) is currently in storage.

River Murray system inflows during 2008-09 were the third driest in 118 years of records. The 2007-08 water year was the seventh driest, and the lowest on record was 2006-07. Salinity levels above Lock 1 (Blanchetown) remain fairly low.

However, downstream of Lock 1 salinity levels remain high due to low water levels. Salinity in Lake Alexandrina (at Milang) is currently 5,881 EC, Lake Albert (at Meningie) is currently 10,190 EC, Goolwa is currently 26,787 EC.

**Local storage.** Approx 84% of the current water being held in our reservoir system has been pumped from the Murray! Intakes from the Mt Lofty ranges have decreased from 153.4 gigs in 2000 to 45.9 gigs in 2008. So far this year only 3.6 gigs!

**Desalination .** Due to start producing of 50gig of water from December 2010. This will increase to 100gigs in 2012. The Minister assured the meeting that the impact of the brine extract on the Gulf system will be minimal to nil. The EPA has enacted very stringent legislation that must be adhered to.

**Recycled Water.** The “purple” pipes are being laid throughout the parklands for recycled water to be available for parks and gardens.

**Water Infringement.** 10,869 friendly reminders, 3,709 warning notices and 366 expiation notices (\$315.00) have been sent out since Level 2 was introduced in 2006. Not a lot of notices if you take into account we have approx 700k homes on SA Water and everyone has a story about some one watering outside the restriction hours!

The Minister recognised the commitment of the Nursery and Garden Industry in promoting water efficiencies and for the ongoing education of the home gardener in being responsible with water usages.

### National Invasive Plants Survey

The Nursery & Garden Industry Australia (NGIA) produced the Grow Me Instead booklets in April. This was a major initiative designed to educate industry and the wider community in tackling the spread of invasive plants.

NGIA is now conducting a national two part invasive plants survey to address the gaps in knowledge and help us establish the level of awareness growers and retailers have regarding the plants they sell.

Stage one of the survey is currently underway. It will examine annual production lists nation-wide for recognised invasive plants. The stage two part of the survey will be conducted to collect data from production and retail nurseries nation-wide. This survey will gauge how familiar businesses are with invasive plants and determine if these are still offered for sale. All information gathered during this project will be kept private and used only for research purposes. Business details will not be disclosed in the final report. With an increasing focus on environmentally sound business practice, it is vital for industry to participate in this project. Delwyn Thomas, the facilitator of the SA Grow Me Instead and a well known and dedicated horticulturist with more than 40 years experience in the nursery and cut flower industries has been engaged to lead the project. If you would like to know more about this project or to forward your list, contact Del Ph/Fax (02) 6557 2727 Mob: 0414 678840. email: delwyn.thomas@ngia.com.au

**New NGIA Web-site.** The new Nursery & Garden Industry website [www.ngia.com.au](http://www.ngia.com.au) is now up and running. It is more user-friendly, full of resources and clear and concise information and also provides the latest news and upcoming events within the industry, and links off to the State Associations.

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## Plant Health Bill 2009

**Retailers! Have you thought about your course of action for the new year!**

*You are deemed to be an Importer – not the Nursery you are purchasing the stock from Interstate*

**Be aware that there is a compulsory requirement for all Importers to “Register” as an Importer with PIRSA**

There is no hidden agenda from PIRSA – it is their aim to communicate directly with those who are registered.

**Email PIRSA on [pirsa.planthealth@saugov.sa.gov.au](mailto:pirsa.planthealth@saugov.sa.gov.au) to have the form sent to you or Grant Dalwood [gdalwood@ngisa.com.au](mailto:gdalwood@ngisa.com.au) at NGISA – this should be done ASAP.**

## Nursery & Garden Industry Awards! New Awards, Simplified Entry Process, Greater Winner Benefits

The annual Nursery & Garden Industry Australia Awards recognise and reward excellence within the nursery & garden industry and acknowledge industry leaders as they strive to achieve best business practice.

Changes to the Awards and the entry process to make entering easier for you have been implemented along with

- **Simplified Submission Requirements-** The entry criteria has been simplified, there is now an average of eight (8) questions to be answered and the size of the submission varies depending on the category you are entering.
- **New Categories-** For 2010 NGIA have introduced two new categories to the production sector giving propagation nurseries and government owned and operated nurseries their own categories.
- **Modifications to the Supplier Category-** This Award is about industry recognition, this year we are asking garden centers and nurseries to nominate the supplier who has contributed the most to the development of their business and/or the nursery & garden industry as a whole.

There are many benefits to entering the 2010 Nursery & Garden Industry Awards. By participating in the Awards you will receive invaluable information from judges feedback, which will provide the opportunity to analyse where you are, where you want to go and what you need to do to get there as a business. Participating in the Awards is a team effort for your business, get your staff involved! It will reward you with improved staff morale and a more positive and successful business.

In order to enter the 2010 Nursery & Garden Industry Awards, follow the steps outlined in the entry form sent to you by NGIA. The entry form contains all the information needed to enter as well as contact details for any queries you might have. There's everything to gain for you, your staff and your business, so give it a go and enter the 2010 Nursery & Garden Industry Awards. Entries are now open and close July 26th 2009

**Heiniger**  
Home & Garden Care

This weeks NGISA Member Company Profile is

**Heiniger - Home & Garden Care** is a SA based subsidiary company of the famous international Swiss-based **Heiniger** family group of companies. The company is a manufacturer and supplier of Home & Garden Care and Animal Care products. The original company was established in South Australia in 1943 to treat by-products from carbonated water and was called Chemical Recovery.

**FOCUS:** Our focus is on modern organic and environmentally friendly home and garden products.

The **Heiniger - Home & Garden Care** headquarters, production, manufacturing and main Agsafe warehousing sites are located at Lonsdale, SA. Production, packaging and warehousing sites are at Monbulk Victoria and Heiniger support and warehousing facilities are located at Bibra Lake WA. Main lines cover household, laundry, plumbing and horticultural needs, which include organic and enviro-style products, plus flower, fruit, potato and vegetable bulbs, as well as garden and lawn products. The core business range of our products includes,

**Fresh Flower Bulbs range** - Australia's largest supplier of Spring and Summer customised fresh flower bulbs with over 250 pack varieties available which are distributed throughout all states of Australia.

**Enviro Range** - a comprehensive range of natural and organic products

**Supercharge Nutriment**s - New generation 100% organic nutriment for soils & plants containing no artificial chemicals or fertilisers and no smell or animal waste.

**Animal Care** - world's largest supplier of **Si-Ro-Mark** the CSIRO developed animal identification product range

**Home Care** - a comprehensive range of laundry, plumbing and household products, including organics. Our new laundry range is biodegradable and contains the new Garden Friendly washing powder.

**Garden Care** - our established, proven garden, lawn and horticulture product range

**Debco** – the premium potting mix, water retention, controlled release, fertiliser, organic and mulch garden range

**Ausgro** – the environmentally safe product range specializing in treating insects and fungus in gardens

**AgriSense** - a new natural, non toxic, non pesticide home and garden pest range

**ECO range** - effective organic garden products safe for gardeners, plants, soils and beneficial insects.

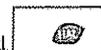
**Blooming Pots** - a new range of beautiful potted flowers (ready to go)

**We are a local SA business, growing strongly - with an exciting future.**

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Nursery & Garden Industry  
South Australia



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## Nursery Notes

Issue # 21 July 3<sup>rd</sup> 2009

### NGISA 101 Years Old!

South Australian Reservoir Levels – 56%

NGISA Awards of Excellence Saturday 14<sup>th</sup> November

NGISA Board meeting July 8<sup>th</sup>

HIA Home Show October 16<sup>th</sup>-18<sup>th</sup>



Diary Notes.

### Landscaping Association of SA (LASA) Awards.

LASA President Wayne Kitschke, noted the increase in the number of talented young people in his Industry and stated that the Landscaping Industry will survive the current economic downturn when he welcomed guests to LASA's annual awards night. MC, Nathan Syme controlled the proceedings that showcased the best of the best in landscaping with NGISA members, Ron and Elaine Baker (Mr B's Landscaping and Garden Care) and Craig Norman (Wholesale Plants and Products) receiving awards

### Nursery and Garden Industry (NGIA) 2010 Awards. Contact the office for more information.

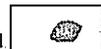
### Water for Good. Ensures South Australia's water future to 2050

The Water for Good plan was developed by Water Security Commissioner Robyn McLeod and the Government has accepted a recommendation to extend the role of the Essential Services Commission to cover water costs. "The long-term interests of consumers will be protected by independent pricing of water services," the State Government's response to the report states. Under the current system for electricity, companies must apply to increase power prices and justify the increases according to a number of factors. The monopoly of SA Water will also be broken down by the plan, which will open the system up to "third party access" for some water products. By 2050, the report recommends the entire water system, which is controlled by SA Water, be open to competition. Rebates for water-saving devices will be extended under the plan which recommended consumers be paid money to help install swimming pool covers, garden goods and hot water saving devices. The plan rules out the use of recycled sewerage for household purposes, finding "recycled water is not fit for drinking". It will ensure: storm water recycling of 20 GI by 2014 and wastewater recycling of 45 per cent by 2013 for agriculture, industry and parklands

### "Coastal Gardens" A new planting guide booklet

The NGISA office attended the launch of the Natural Resources Management's (NRM) new booklet for planting coastal garden by The Hon. Jay Weatherill, Minister for Environment and Conservation. The City of Holdfast Bay hosted the launch in their "Carter House" native community garden on the foreshore at Kingston Park which provides an excellent example of using native 'provenance' plants in extreme coastal conditions. The guide provides information on local native plants in various landscaping styles, maintenance and purchasing tips. Copies of the guide are available for the NGISA office or downloading from the Adelaide and Mount Lofty Ranges Natural Resources Management (NRM) [reception@adelaide.nrm.sa.gov.au](mailto:reception@adelaide.nrm.sa.gov.au)

**Update Award Modernisation** The Australian Industrial Relations Commission (AIRC) is currently working to create modern awards covering employers in the Federal workplace relations system. From 1st January 2010, the Horticulture Industry Award 2010 will replace all Notional Agreements Preserving State Awards (NAPSA) and Pre-Reform Federal Awards - with the exception of those industrial instruments (e.g. enterprise agreements) confined to a single business. The Minister for Workplace Relations, Julia Gillard, instructed the AIRC to set up a process that would neither benefit employers or employees. The Nursery and Garden Industry welcomes the news that the Workplace Relations Minister will review the proposed awards modernisation process for other industries after restaurants and pharmacies were able to negotiate with the government for concessions. All of Horticulture in particular, will be disadvantaged by the hours of work provisions, peace rates, and casual loadings proposed for out of normal hours labour. The Horticulture Australia Council (HAC) initial submission on transitional provisions was submitted on the 29<sup>th</sup> May 2009. Their primary position is that a transitional provision should be included within the Award, which completely delays the operation of certain key provisions within the Award until after the completion of the two-year review contemplated in the transitional legislation. HAC submits that the operation of the hours of work, weekend penalty rates, peace work and casual loading provisions of the Award should be delayed until after the completion of the review



## NIDO's Timely Tips for Winter!

### Please be aware;

Further to our CEO's TV interview regarding Plant Health, one of our leading Garden Centre owners, gave a timely warning to me yesterday about the quality of seasonal tree stock being sent into SA and the difficulties in getting some satisfaction in treatment and or the returning of inferior stock. He noted Gummosis on incoming stock!

Please be aware that it is your responsibility (ie the person receiving the stock's) responsibility to accept or reject stock purchased from any source!

The new Plant Health Act 2009 and the NGI BioSecure HACCP guidelines allow provision for the registering in house of a "Responsible Person". They should be trained by the owner to recognise problems with stock that should not be allowed to enter your business. This is just good business sense!

**GUMMOSIS/BLEEDING;** refer to this general information that is pertinent to the problem.

*Is the results of diseases, or insect attacks where liquid (sap) oozes from a plant.*

*It is regarded as a secondary problem and indicates that the plant is under attack from some other source.*

*Only by controlling the pest or disease will the gumming actually stop.*

*Removal of the gumming may be necessary in order to get to the problem pest.*

*In many cases the gumming is the plant's defence system where it aims to suffocate, or drown, the problem pest in the plant sap. Gummosis of conifers is also known as resinosis.*

*In apricots, excessive gumming with wilting and dieback is the result of "dead arm disease" (*Eutypa* sp.), which gains entry via pruning cuts. Control recommendations are usually to prune off infected material and burn. Spray pruning cuts with a benomyl mixture. It is recommended to contact local departments of agriculture for verification of this disease.*

## Botrytis - the facts

*Botrytis* is a fungus. This fungus can attack buds, flowers, leaves, stems and fruit. Under favourable conditions,

*Botrytis* spores can form in as little as 12 hours.



The key to control of this disease is to control the environment. Keep plants healthy avoiding any stresses, improve air circulation and sunlight. Avoid over head watering.

*Botrytis* may attack the foliage of the crop over winter due to the increase in damp conditions.

When the temperature cools down, condensation forms, causing the plants to become wet for longer periods of time, which can lead to an increased susceptibility to fungal disease.

*Botrytis* may also attack greenhouse crops where humidity is high and then as temperatures cool off as night falls, condensation forms. Free moisture allows *Botrytis* to grow even better.

Cool temperatures may slow the disease down but as long as it is moist the disease continues to infect and spread. *Botrytis* is active from 0°C to about 27°C. Hot dry weather shuts the disease down.

Under the right conditions, the spore structures can cause hundreds of thousands of spores to be released by the slightest disturbance. When humidity is high, a web of mycelium develops on diseased tissue. This mycelium is greyish in colour, hence the common name grey mould.

*Botrytis* often lives on dead plant material and from there, spreads into weakened living plant material.

It can also infect through wounds or healthy tissue without going through dead or dying tissue. This fungus disease can cause twig blights on stems, buds, flowers, fruit and leaves.



It can cause brown rot gummosis, fruit rot and damping off. Spores spread from infected tissue to non-infected tissue via wind and water. Spores are released with rapidly decreasing or rising humidity levels as well as rain drops hitting the spore structures.

Maintaining an environment within the greenhouse that will not permit the fungus to start growing is essential to control. By keeping the relative humidity below 85%, as well as maintaining good air circulation and adequate plant spacing, excellent control can be achieved. Whenever possible, plants packed closely together should be spread apart to allow better air circulation and to reduce relative humidity within the plant canopy. Circulation fans are the best tool for fighting *Botrytis*, as they ensure good air movement around the canopy, keeping the plants dry.

links to Circulation Fans or I can email you some additional information.

Circulation fans are the best value investment in the greenhouse at around \$1.50/m<sup>2</sup> of area treated.

Nursery & Garden Industry SA Inc 505 Fullarton Road NETHERBY ABN 34 989 393 724

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Nursery Notes

Issue # 22 July 10<sup>th</sup> 2009



Setting the Standards



Setting the Standards



Diary Notes.

South Australian Reservoir Levels – 59%

NGISA Annual General Meeting August 21<sup>st</sup>

HIA Home Show October 16<sup>th</sup>-18<sup>th</sup>

Royal Adelaide Show Sept 4<sup>th</sup> - 12<sup>th</sup>

Awards of Excellence November 14<sup>th</sup>

**Plant Health Bill 2009. If you haven't registered, do it now.**

**Greening Australia;** James McGregor heads up the Vegetation Services of this mostly voluntary business at Panorama. I have just completed an assessment of the facility and during our discussions James made mention of the NRMA Coastal Planting guide that we sent to all members a week or two ago, he made special note of the fact that if our Production Nurseries wish to grow any of the varieties listed in the book that seed, cuttings, tube stock or advice was available from Greening Australia. They grow (in tubes only) all of the species listed in the booklet each year and this could well be an excellent source for market growth.

**National Invasive Plants Survey – we need your assistance**

In recent years, Nursery & Garden Industry Australia (NGIA) has taken significant steps forward in tackling the spread of invasive plants. The launch of the Grow Me Instead state booklets in April was just one of the initiatives designed to educate industry and the wider community. NGIA is now conducting a national invasive plants survey to address the gaps in knowledge and help us establish the level of awareness growers and retailers have regarding the plants they sell. National Environmental and Technical Policy Manager Anthony Kachenko says: "For many years now, our industry has been proactive in responding to the threat of invasive plants to our natural environment. However, the question remains, how can we continue to place industry in the forefront when it comes to invasive plant issues?" **This survey will occur in two stages:**

Stage one is currently underway. It will examine annual production lists nation-wide for recognised invasive plants.

As part of stage two, a survey will be conducted to collect data from production and retail nurseries nation-wide. This survey will gauge how familiar businesses are with invasive plants and determine if these are still offered for sale. All information gathered during this project will be kept private and used only for research purposes. Business details will not be disclosed in the final report. **With an increasing focus on environmentally sound business practice, it is vital for industry to participate in this project.** If you would like to know more about this project contact Del Thomas Ph/Fax (02) 6557 2727 Mob: 0414 678840, email: [delwyn.thomas@ngia.com.au](mailto:delwyn.thomas@ngia.com.au)

**Trees for Life** has been received \$213,000 grant from the Board to continue restoration and protection of bushland in and around the Mt Lofty Ranges. Bush for Life teaches members of the community bush management with minimal disturbance techniques and their work helps protect remnant vegetation from weeds that choke native plants and destroy habitat. Trees for Life has grown more than 28 million trees to date and now looks set to continue this valuable work.

**Eggplant re Queensland Fruit Fly.**

South Australia has granted an extension to interstate growers regarding certification requirement for eggplant for Queensland Fruit Fly. EGGPLANT (Eggfruit/Aubergine - *Solanum melongera*) is a host of Queensland Fruit Fly according to the revised draft Code of Practice for the Management of Queensland Fruit Fly.

The South Australian PQS (Plant Quarantine Standard) Entry Requirements are still currently being updated and will include Eggplant as a Queensland Fruit Fly host with the following certification options detailed in the PQS, (which are the same as those for Tasmania and WA who already enforce Queensland Fruit Fly entry requirements for Eggplant).

- Condition 9 - Area Freedom
- Condition 11 - Cold Storage
- Condition 12 - Dipping / Flood Spraying
- Condition 13 - Methyl Bromide Fumigation (Eggplant may be damaged under certain conditions).

SA does not accept ICA-26 pre-harvest treatment as an option at this stage and to avoid market access problems after this date please ensure appropriate Entry Requirements are met and obtain/receive certification where necessary.

Enforcement of certification requirements for Eggplant will now commence after midnight Sunday the 16th of August, 2009.

By the time a man is wise enough to watch his step, he's too old to go anywhere. Billy Crystal

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## Nursery Notes

Issue # 24 July 24<sup>th</sup> 2009

### NGISA 101 Years Old!

South Australian Reservoir Levels -69%

NGISA AGM Wednesday 19<sup>th</sup> August

Royal Show Friday 4<sup>th</sup>-Saturday-12<sup>th</sup> September

HIA Home Show Friday 16<sup>th</sup> Sunday-18<sup>th</sup> October



Diary Notes.

### Plummer's United Nurseries new staff member.

John and Deidre Plummer's daughter Cassie has given birth to a healthy 7lb baby boy, Tate Gilbert Stoneham. Cassie and dad Travis are doing well but grandparents are just coping.

### Notice of Public meeting for an update on the River Murray

These meetings will provide River Murray communities with the latest information about the drought, the outlook for irrigation allocations in 2009-10 and the unbundling of water licences. The Minister for the River Murray, Karlene Maywald, and other speakers will be at the meetings to provide advice and information to answer questions

**L. Horne Creek** - Tuesday 28<sup>th</sup> July 1.00-3.00pm at the Football Clubroom

**Murray Bridge** - Tuesday 28<sup>th</sup> July 4:30-6.00pm Unity College Steeple Owl Drive

**Waikerie** - Wednesday 29<sup>th</sup> July 10.00-11:30am Waikerie Club Crush Terrace

**Berri** - Wednesday 29<sup>th</sup> July 2.00-4.00pm Berri Resort Hotel Riverview Drive.

### Plant Health Bill 2009

Minister for Agriculture Paul Caica has advised the chairman of the Horticultural Industry Charges Panel (HICP) that he has reached a determination on the fees and charges applicable under the Plant Health Act 2009. The HICP consisted of representatives from more than 10 Horticultural Industry sectors in SA including Grant Dalwood from NGISA. Minister Caica's decision means that for the year ended 30<sup>th</sup> June 2010 the nominated fee structure will be charged at a rate of 75% of the full fees and charges. From 1<sup>st</sup> August fees and charges will revert to 100%, it is deemed that the 25% reduction will both provide PIRSA with a reasonable income stream and also not add undue hardship to the Horticultural Industry in SA.

### Fruit Flies. There are no flies on us!

South Australia has managed to record another season with **NO** outbreaks of fruit fly. Our fruit fly free status gives South Australia's fruit and vegetable industry a considerable advantage over our competitors with savings of approx \$3.00 per crate by not needing to treat produce. Citrus industry experts estimate that the fruit fly free status in the Riverland provides that region with valuable market access to overseas markets saves local producers around \$4.2 million per year by removing 'cold treatment' costs.

South Australia's new Plant Health Act, which comes into effect this financial year, further strengthens the state's biosecurity levels and provides the tools for greater enforcement. From next month, anyone travelling into the Riverland with 'fruit fly host produce' purchased elsewhere within SA, must carry with them an itemised shop receipt or Plant Health Certificate, or risk an on-the-spot fine. The new fines for illegally carrying fruit, vegetables or plant material are:

- \$315 for an individual
- \$20,000 for a truck driver
- \$100,000 for a company

As part of the ongoing implementation and community awareness program, 600,000 brochures are due to be mailed out to each South Australian home from August, in conjunction with the annual Emergency Services Levy renewal process.

### Chemical Regulator acts on Unregistered Imports.

Two Australian companies have learnt the hard way that importing chemical products without checking their safety or suitability to the Australian marketplace is against the law. These companies imported cans of fly spray that were not registered in Australia and therefore had not been assessed to establish whether they were safe for people, animals or the environment. As a consequence the products were seized with the companies concerned being required to pay around \$75,000 for the recall of cans from discount stores, store them and then return them to their country of manufacture. "All agricultural and veterinary chemical products imported for sale in Australia must satisfy the Australian regulator that they can be used safely" Mr Neville Matthew, spokesperson for the Australian Pesticides and Veterinary Medicines Authority (APVMA) said. "The registration of a product in an overseas market is no assurance of its safety or suitability to the Australian marketplace".

Nursery & Garden Industry SA Inc 505 Fullarton Road NETHERBY ABN 34 989 393 724

Ph: 08 8372 6822 fax: 08 8372 6833 e-mail: [gfuller@ngisa.com.au](mailto:gfuller@ngisa.com.au)

The production and distribution of this publication is funded jointly by your Nursery Levy and the Federal Government via Horticultural Australia Ltd.





### Are you the best fisherman in the Industry?

The 2010 NGI Conference is to be held in Darwin from April 19th to 22<sup>nd</sup> 2010 and what better way to kick it off than with a fishing day?

If you would like to take part in the fishing competition please email Natalie Walker on email [natalie.walker@ngia.com.au](mailto:natalie.walker@ngia.com.au) by August 14<sup>th</sup> 2009.

The Darwin Convention Centre is the venue for the 2010 Nursery & Garden Industry National Conference



### Insurance in the Nursery & Garden Industry

Relying on Mother Nature to earn a living can be unpredictable and risky, regardless of the size or location of your business. Businesses in the Nursery Industry require robust risk management plans, tailored insurance products and services and the support of their Industry Association to guide them through the myriad of issues. In the July 09 Nursery Paper, we take a closer look at the insurance and risk management advice and benefits to your business.

### The 2010 Nursery & Garden Industry Awards

Entries close on 5pm Friday July 24, 2009 for hardcopy submissions and midnight Sunday July 26, 2009 for submissions sent via email. The countdown is on, so be in quick to take advantage of this invaluable opportunity.

### Publications Survey

NGIA is in the process of reviewing our publications. To help with this, they are conducting a publications survey.

You should have already received this survey via fax or email, but if not you can take part via this link

[http://www.surveymonkey.com/s.aspx?sm=NtBb\\_2bCmhBB\\_2fdQrw6nIMTMw\\_3d\\_3d](http://www.surveymonkey.com/s.aspx?sm=NtBb_2bCmhBB_2fdQrw6nIMTMw_3d_3d)

Please assist them by participating, this way we can ensure we are delivering the relevant information you require.

For queries, please contact Sarah McMahon at NGIA ph (02) 9876 5200, email [sarah.mcmahon@ngia.com.au](mailto:sarah.mcmahon@ngia.com.au)

### Roses.

Probably the most recognised plant; even the worst 'green thumb' can describe a rose! They are hardy and provide such a continuous display of colour, every gardener should have at least one to enjoy.

**July** is the best month to prune and you must all be asked for advice so often that a few precise, simple steps may be useful to pass on to customers.

1. For the major winter prune, take off half the height and thin out the remaining branches by half. Anything less than a pencil thickness can be removed.
2. Fertilise in August for healthy growth and blooms in Spring. Half strength fertiliser in December to help the plants through Summer, then fertilise again in late February for Autumn flowers.
3. Bush or landscape roses can be simply sheared, taking a third off the height.

Secateurs and gloves, even protective eye-wear can be merchandised with a rose display. If you stock compost bins and shredders, place them into view too, because the customer didn't walk in to consciously buy one. Clever marketing reminded them that they need one!

Contact the NGISA Office for the Rose Societies "How to grow" brochure





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Nursery & Garden Industry  
South Australia  
Nursery Notes

Issue # 25 July 31<sup>st</sup> 2009



Setting the  
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### NGISA 101 Years Old!

South Australian Reservoir Levels 71%

**Diary Notes:** RAHS NGISA display Sept 4<sup>th</sup> – 12<sup>th</sup>  
HIA Home Show October 16<sup>th</sup>-18<sup>th</sup>  
NGISA Awards of Excellence Saturday 14<sup>th</sup> November  
**Gift & Homewares Fair – Melbourne 1-5 Aug [www.gha.com.au](http://www.gha.com.au)**

### NGISA supports Water Aid.

WaterAid is an International charity with a mission to overcome poverty by enabling the world's poorest people to gain access to safe water, sanitation and hygiene education. They work with local partners, who understand local issues, and provide them with the skills and support to help communities set up and manage practical and sustainable projects that meet their real needs. NGISA with the generous support of Malcolm Lewis (Lewis Horticulture), David Kirk and Darren Adey (Brunnings Garden Products), Kathy Errey (Payneham Plant Wholesalers) and Geoff Doyle (Selleys) donated products to be auctioned. The Deputy Chair of WaterAid Australia, SA Water's Operation Manager John Ringham, thanked the Nursery Industry for their generous support.

### Caution needed when buying freshwater ornamental fish

With the increasing trend to include the sale of fresh water fish, Garden Centre's must be aware of who they buy the product from. AQIS, in Perth recently, has just intercepted a shipment of fish affected by an exotic virus that could cause serious problems if it escaped and spread in Australia. This has prompted a review of Australia's quarantine policy for freshwater ornamental finfish by Biosecurity Australia. The draft report recommended additional tighter quarantine measures for ornamental finfish. These are: sourcing fish from populations demonstrated to be free of the iridoviruses of quarantine concern, or batch-testing on arrival to show fish are free of iridoviruses of quarantine concern. The ornamental fish include gouramis, cichlids (such as angelfish and oscars) and poeciliids (such as guppies and platys), which are sought after aquarium species native to South East Asia and Africa. Existing quarantine measures for the millions of ornamental finfish imported each year include pre-export quarantine, health certification and post-arrival quarantine.

### A lot of wasted money on water purchases with little or no return to the Murray.

Minister for Climate Change and Water, Senator Penny Wong, and the Assistant Treasurer, Senator Nick Sherry, announced on Monday 27<sup>th</sup> July a Productivity Commission study into alternative market mechanisms that the Australian Government could use to diversify its purchase of water entitlements in the Murray-Darling Basin. As part of the Government's \$17.9 billion *Water for the Future* plan, \$3.1 billion over 10 years has been committed to buying back water entitlement so the Basin's rivers and wetlands get a greater share of water when it is available. To 30<sup>th</sup> June 2009, the Government had bought some 446 gigalitres of water entitlement worth just over \$660 million.

The study was part of an agreement in February with South Australian Senator Nick Xenophon relating to the Government's \$42 billion Nation Building Package.

The Productivity Commission is required to provide the final report within six months. To register an interest in the study or for further information please visit [www.pc.gov.au](http://www.pc.gov.au) or phone 02 6240 3239.

### Commercial Water Rating

Customers classified commercial for the purpose of the water rating system are broadly those with land use codes related to the wholesale, retail, finance and other service sectors.

For 2009/2010 charges applied to commercial customers are:

Annual supply charge:

- 0.0768% of property value subject to a minimum of \$174.60
- Quarterly this is 0.00192% of property value with a minimum of \$43.65

Water use charges of:

- 0 - 120kL \$0.97 per kL
- >121kL \$1.88 per kL

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**Nursery & Garden Industry  
 South Australia**

**Nursery Notes**

Issue # 27 August 14<sup>th</sup> 2009



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**NGISA 101 Years Old!**

South Australian Reservoir Levels – 73%

**Diary Notes. NGISA AGM 19<sup>th</sup> August**

RAHS NGISA display Sept 4<sup>th</sup> – 12<sup>th</sup>

HIA Home Show October 16<sup>th</sup>-18<sup>th</sup>

NGISA Awards of Excellence Saturday 14<sup>th</sup> November

**Important Reminders!**

**NGISA AGM – No excuses –Put it in your Diary Now! - Just come along – Please!**

Your Association's AGM is set down for 6.30pm on Wednesday 19<sup>th</sup> August at the NGISA offices at TAFE Urrbrae. We will have some refreshments available and if you let us know you are coming then that would be a good thing!

**NGISA Awards of Excellence-No excuses for short notice, Make no mistakes on the date**

Bring your staff, Bring your wife, Bring your girl friends, Bring your friends

The NGISA Awards of Excellence will be held on Saturday 14<sup>th</sup> November (before the Xmas party rush!)

**Craniofacial Dinner Dance – NGISA's designated Charity**

Last Saturday night NGISA President Malcolm Lewis and his partner Connie Dworski, along with Darren Adey and Carrie Prettejohn from Brunnings Garden Products, Grant Dalwood and wife Deb and special guest Sophie Thomson and her husband Richard Elston attended the yearly dinner dance at the Wayville Show grounds. It was a great night with a masquerade theme, Malcolm and Connie (wearing her own home made design) looked resplendent and easily were the best couple of the night. NGISA supplied a great package worth over \$2,000, including plants from Lewis Horticulture, Heynes Production Nursery (Garry), Living Colour (Geoff Prettejohn), a water feature from Jim Gencheff at Virginia Nursery and a host of garden essentials from David Kirk and his great crew at Brunnings. To Di and Jon Hall, great thanks for a copy of Dianne's beautiful book 'High Tea in the Garden' along with a voucher for high tea for 2 at Newman's Garden Centre, the package was topped off with a copy of Sophie Thomson's best seller 'From the Ground Up' and a two hour consultation with Sophie at the highest bidder's home. It was a great pleasure that one of the Surgeons from the Craniofacial team was indeed the highest bidder and having seen his garden he will need all of Sophie's skill and our Industry best product to get things up to scratch. We wish him and his wife luck and probably we should have included a package for dog obedience for their very frisky border collie who seems to think he owns the yard!



**Garden Guru's Spring Release**

THE  
GARDEN  
GURUS

The NGISA and The Garden Guru's have developed an exciting new initiative for retail garden centre's designed to showcase your garden centre and introduce your garden centre to new customers.

We are going to crank up the barbie at Heynes Garden Centre, 283 The Parade, Beulah Park on Friday 28<sup>th</sup> August beginning at 7:30am so those needing to head off early can grab bite to eat and hear about what The Gurus are up to this spring. We will also showing off our latest VIRTUAL GARDENING TOURS - taking garden centres to the comfort of a customer's lounge room. This new and exciting concept has been rolled out in Victoria where many NIGV Garden Centres can already be seen on the web. See how these Virtual Tours work by logging onto to our website [www.thegardengurus.tv](http://www.thegardengurus.tv).

Come along and listen to a short presentation from Neville Passmore and local Guru Kim Syrus.

To help with catering, could you RSVP to Kim Syrus – 0417 814 232 or [admin@corporateroses.com.au](mailto:admin@corporateroses.com.au).

The Garden Guru's will also overview their television plans for Spring 09

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Nursery & Garden Industry  
South Australia  
Nursery Notes

Issue # 28 August 21<sup>st</sup> 2009



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Accredited Nursery  
BioSecure



Experts in your garden

### NGISA 101 Years Old!

South Australian Reservoir Levels – 73%

**Diary Notes.** **Green Expo in Sydney** – next Tues & Wed  
**Royal Show NGISA display** Sept 4<sup>th</sup> – 12<sup>th</sup>  
**HIA Home Show** October 16<sup>th</sup>-18<sup>th</sup>  
**NGISA Awards of Excellence** Saturday 14<sup>th</sup> November  
**Hortivations** at Ball Australia, November 24 to December 1  
don't miss out see [www.ballaustralia.com](http://www.ballaustralia.com)



### Happening this week

I was fortunate enough to spend a few relaxed hours with Garry Heyne on his own patch and in beautiful sunshine on Thursday morning while he greeted customers, mulled over the past and looked confidently towards the future. Garry is a non stop hive of information, ideas and endeavour to continue to expand and make better his Nursery. His passion for his customers, staff and 3 children who work with the firm is infectious and I thank him for his time! One (and there is many going on at once) of Garry's current bees keeping him awake at night is staff training, especially moving towards increasing the 'multi tasking skills' of his staff. With the new award coming into effect early next year he believes it plausible to pay above set levels to retain good people, especially those who are open and secure in their attitude to be able to assist in training other less skilled staff, this cross training or multi skilling done on site (essential in the process) is very important to the ongoing success of the Heyne's production business. Key areas such as correct bar coding, labelling and order picking are some of the areas that senior staff can easily teach to often younger (and more computer literate) staff. Sales over the recent past have been 'sensational', a new accumulator is being commissioned with the normal teething problems, new areas are being opened up to cater and further dollars are being spent on water security. The production facility is now almost completely surrounded by residential and this brings its own problems especially during the construction phase of the sub-division next door.

Grant Dalwood

### AGM

This weeks AGM held at NGISA head quarters at Urrbrae was a good night, we welcome three new Board members, namely, Robyn Powell (Tupelo Grove) – ex President returning to the board to help maintain the number of production nursery people on the board, Tony Stanton (Living Pictures) – Tony runs a successful garden design business which includes a fantastic garden lighting section, and also, replacing Simon Keller from Maxima is Glenn Porteous who comes to us with great qualifications. Thanks also to all who attended, it was great to see Graham Dellow (life member) and we trust all enjoyed the banter, beer and good SA red wine with supper.

Geoffrey will report next week on other outcomes of the meeting, he has taken a deserved few days holiday with Suzanne

Is your Business looking for some small way to reward key staff, who have been a great asset for the business throughout the year? Why not offer them a free ticket to the Royal Show? All they would have to do is to help man the NGISA stand for a few hours! Plenty of times available and they can get some time off from being on the stand to have a look around! Weekend times are available but entrance tickets Limited!

#### ➤ Royal Adelaide Show 2009

Help appreciated to man the Associations display for a period during the event from September 4<sup>th</sup> to 12<sup>th</sup> inclusive, it means free entry and a close up of Jenny Gillies wearable Blooms – this will be a great show!

Take a look; <http://www.theshow.com.au/showground/royal-adelaide-show/royal-adelaide-show-home.jsp>

#### ➤ Invasive plants survey, which is an online questionnaire, now available for industry to complete.

Please visit: [http://www.surveymonkey.com/s.aspx?sm=D5VJa0iXBfMZwkm5mF8Bqw\\_3d\\_3d](http://www.surveymonkey.com/s.aspx?sm=D5VJa0iXBfMZwkm5mF8Bqw_3d_3d)

Maximum participation is needed – All Businesses please delegate the task for someone to complete! 10 minutes max!



➤ **Plant Health News:**

**PIRSA Conditions of Entry – Look this page up – Print it out, and read it – it gives the definitive PIRSA entry requirements for Plants entering into SA**

Plants, general (including household plants and potted plants)

[http://www.pir.sa.gov.au/data/assets/pdf\\_file/0005/8492/plants\\_general.pdf](http://www.pir.sa.gov.au/data/assets/pdf_file/0005/8492/plants_general.pdf)

➤ **Green Expo Sydney 2009, August 25 & 26 – Next week**

Don't miss out on this important trade-only prestigious horticultural event. Over 100 stands of 'must see' plants and products at Rosehill. [www.ngina.com.au/greenexposydney](http://www.ngina.com.au/greenexposydney)

➤ **NGIA have developed an advertising sign for the side of vans and trucks. It is a bright and colorful and easy to attach to the side of the vehicle. Please contact the NGISA office for more info or view possibilities at;**

[http://www.ngia.com.au/Category?Action=View&Category\\_id=390](http://www.ngia.com.au/Category?Action=View&Category_id=390)

➤ **Market Monitor**

The Australian Garden Market Monitor report provides national statistics on the size of the industry, important growth areas and market trends. These reports are commissioned by Horticulture Australia Limited (HAL) and NGIA and undertaken by Freshlogic.

The Market Monitor works by pooling and then processing key data into outputs that profile market performance and trends, and assesses the implications for those operating in the Australian Garden Market.

Data is obtained from all industry sectors including, growers, wholesalers, retailers, garden maintenance and landscapers.

[Click here](#) to view the latest Market Monitor

[Click here](#) to view previous Market Monitors

➤ **Nursery & Garden Industry Australia - News Poll Key Findings - August 2009**

• **Australian Gardens of Today**

- 86% have a lawn; Queensland with 95% is highest
- 57% grow vegetables, herb and fruit plants; 62% of married couples 'grow their own'
- 32% have a balcony with potted plants; more **males** than females have potted plants
- 86% have trees in their yard; 88% of Victorians have a tree in the yard
- 24% have an outdoor water features; 35% of homes in WA have a water feature

• **Australian Garden of Yesteryear**—Australians remember their gardens growing up

- 92% had a lawn, 6% higher than today
- 77% had a dedicated plot of land for growing vegetable, herb and fruit plants; 20% higher than today, but this trend is on the rise and growing in popularity in recent years
- 89% had trees in their yard
- 13% had a water feature, 10% down from the garden of today

• **Families in the Garden**

• % believe that children today spend less time in the garden than they did when they were young; higher response for Australians with children

- 75% of married respondents believe that plants have a positive impact on their health
- 75% of respondents with children agreed that plants add value to their home and lifestyle
- 74% of married couples intend to purchase plants in spring for planting in their garden

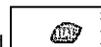
• **Grow Your Own/Edible Garden**

- 72% of Australians plan to purchase plants for their garden this spring; 76% of young Australians intend to plant in spring
- Reinforcing gardening trends in younger demographics
- 42% of those surveyed grow fruits and vegetables to provide healthy food and allow for self-sufficiency
- 46% of Australians grow herbs - • 44% grow fruit trees - • 63% grow vegetables eg lettuce, tomatoes, carrots and corn
- The 50+ demographic leads the 'grow your own' movement with 59% of respondents in this group saying that they currently grow edible plants

• **Benefits of having a garden** (multiple answers permitted)

- 61% enjoy the aesthetic benefits of their garden, with over half saying it adds to the look of their home
- 44% believe that their garden adds to their overall health and enjoyment of their home
- 40% associate their garden with doing their bit for the environment

Based on research for the Life is a Garden initiative, by Nursery & Garden Industry Australia (NGIA) that surveyed over 1,200 Australian respondents in late - July 2009





Nursery & Garden Industry  
South Australia  
Nursery Notes



Issue # 29 August 28<sup>th</sup> 2009

### NGISA 101 Years Old!

South Australian Reservoir Levels – 75%

**Diary Notes.** Irrigation Assoc of SA - Trade Day 1pm - 9pm on 1<sup>st</sup> Sept at Urrbrae  
NGISA display Royal Show Sept 4<sup>th</sup> – 12<sup>th</sup> at Wayville  
National Landscaping Conference & Awards Oct 15<sup>th</sup> -17<sup>th</sup>  
HIA Home Show October 16<sup>th</sup>-18<sup>th</sup>  
Australian Horticultural Media Awards Dinner Adelaide, 29<sup>th</sup> October  
NGISA Awards of Excellence Saturday 14<sup>th</sup> November  
Hortivations at Ball Australia, November 24<sup>th</sup> to December 1<sup>st</sup>



### Landscape Association of SA.

Congratulations to Phillip Green who was elected as the President of the Landscape Association of SA at their recent AGM. Phillip takes over the reins from Wayne Kitschke who played an important role with the NGISA in representations to the Government on watering issues.

Phillip is well known to all within the Nursery & Garden Industry of SA and with the National Landscape Conference and awards happening in Adelaide from 15<sup>th</sup> to 17<sup>th</sup> October 2009, he will have his time cut out over the next few months. NGISA looks forward to even closer ties with the LASA.

### Chemical Usage in Public Places.

*"Another Chemical update provided by Phillip Smoult CNP (Smoult Mobile Horticultural Supplies) and AGSAFE accredited chemical reseller focussed on ornamental and amenity use of pesticides"*

Phillip has been advising the Australian Pesticides and Veterinary Medicines Authority (APVMA) on behalf of the NGISA on issues relating to the safe usage of chemicals. He states that many people have concerns about using chemicals in public spaces including Schools and he advises that APVMA has just released an updated guide to pesticide usage in those areas. Download the booklet from, <http://www.apvma.gov.au/users/chemicalsafety.shtml#schools>

### Training, Careers & Employment in Horticulture. Is there a skills shortage?

Skill Shortages research is undertaken by the Department of Education, Employment and Workplace Relations (DEEWR) on an ongoing basis. DEEWR's skill shortages research underpins a number of programs designed to address skill shortages, including:

- Migration Occupations in Demand List (MODL), which is used by the Department of Immigration and Citizenship to target the skill stream of the Migration program to occupations which are in shortage and which have good longer term prospects.
- the National Skills Needs List (NSNL), which is used by DEEWR for determining the eligibility of employers and their Australian Apprentices for a range of Australian Government training incentives and initiatives.
- the Productivity Places Program, which is part of the Government's Skilling Australia for the Future initiative, providing 701,000 new training places over five years to address skills shortages, increase workforce participation, and drive productivity growth.

Skill shortage research also addresses a need for information about skill needs in each State and Territory to underpin policy, planning and resource allocation. Additional information supplied by the Labour Economics Office of DEEWR states: 'In the year to November 2008, employment of Gardeners (which includes general and landscape gardeners and arborists) decreased slightly, down 3 per cent, while employment of Greenkeepers increased by 3 per cent. Employment of Nurserypersons decreased by 26 per cent!.'

'DEEWR research shows there to be no shortages of Greenkeepers and General Gardeners, with both occupations filling more than 60 per cent of vacancies within four weeks of advertising. Employers advertising for Nurserypersons had mixed results with recruitment difficulties evident in regional areas but no shortages in





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South Australia  
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Issue # 13 April 24<sup>th</sup> 2009

**NGISA 101 Years Old!**

South Australian Reservoir Levels – 54%



**Diary Notes.** Occ Health and Safety Workshop Wednesday 29<sup>th</sup> April (9am-4pm)  
Garden Design Tuesday May 12<sup>th</sup> 2009 (9am-4pm)

**Anzac Day Saturday April 25<sup>th</sup>**

Please respect the Anzac tradition and not open until 12.00 noon on Anzac Day.

**Interactive web site for the Murray Darling Basin.**

A new interactive website will be updated weekly to show water availability in public water storages across the Murray-Darling Basin. The Minister for Climate Change and Water, Senator Penny Wong said, "The new website provides easily-accessible information on water held in public storages right across the Murray-Darling Basin. Water managers, irrigators, community and environment groups, students, and anyone else with an interest can just click on an interactive map of the Basin for the latest data on water held in public storage anywhere in the Basin. Senator Wong said the quarterly spreadsheet builds on a version that first went online in September last year, and was most recently updated to February 2009.

The "Water in Storages" site is available at [www.mdba.gov.au/water/waterinstorage](http://www.mdba.gov.au/water/waterinstorage)

**Plastic Bags.**

From May the 4<sup>th</sup> 2009, you can no longer supply single use polyethylene carry bags of less than 35microns. Bags must meet the Australian Standards (AS 4736-2006) and be biodegradable or compostable. These bags are **NOT banned**. There is a manufacturer in Australia who makes bio-degradable or compostable bags. Unfortunately they cost about 30cents! All others have to be imported from overseas and prices vary in cost from 17cents each to 22 cents each. Be careful; under the regulations the new <35Um bag must breakdown within a period of about 6 weeks! **Also not suitable:** epi bags marked 100% degradable. "Protect our Environment" or "We Care for our Environment" We can use the tear off produce bags designed for fruit and vegetables, or go to an above 35Um (micron) reusable plastic bag similar to those previously used but stronger for multiple use. We have sourced two suppliers,

**Southern region.** Sudden Paper and Plastic Bag Supplies, Unit 5 45 Hales Drive Lonsdale SA Ph 8326 1100, fax 8382 5058 email; [suddpap@adam.com.au](mailto:suddpap@adam.com.au)

**Northern regions.** Shepherd Enterprises Pty Ltd. 113 Frederick St, Welland. SA 5007 Ph. 08 3408077. fax. 08 83 8099. email. [shpent@bigpond.com](mailto:shpent@bigpond.com)

We would encourage the businesses that have to encompass the new regulations to look at the positives that the Government is trying to introduce by way of this legislation and "Be Seen to Be Green" in the eyes of your customers. The new bags are 'Very Green' and the cost of the bags will most certainly be passed on by the food chain store cash register at the end of the bill. So do the same! It's not a shame!

If, as time passes members feel it would be advantageous to produce a "Nursery green bag" over seas and have it custom printed (cost .22c+ ea) then let us know and we can co-ordinate a bulk order!

**Don't overlook your OHS & W Responsibilities:**

NGISA will be convening a very pertinent OH&S workshop on Wednesday 29<sup>th</sup> April 2009 at the TAFESA Urrbrae Campus. Simone Wirkus a senior TAFE lecturer has a strong background in Horticulture and will run the full day course (9.00am – 4.00pm). The difference in this course is that you will leave with a sound knowledge of the subject as well as with a disc with 20+ Microsoft files that you can 'create' a series of your own Policy, SOP, information handbook, statements and signage documents. These documents when combined in a folder form a large part of your companies obligations to OH&S.

So if your OH&S manuals aren't up to scratch please register by Monday next 27<sup>th</sup> 2009.

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**Nursery & Garden Industry  
South Australia  
Nursery Notes**

Issue # 33 September 25<sup>th</sup> 2009



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BioSecure!



### NGISA 101 Years Old!

South Australian Reservoir Levels – 84%

**Diary Notes.** HIA Home Show October 16<sup>th</sup>-18<sup>th</sup>

Australian Horticultural Media Awards Dinner Adelaide, 29<sup>th</sup> October 2009

NGISA Awards of Excellence Friday 13<sup>th</sup> November.

Hortivations at Ball Australia, November 24<sup>th</sup> to December 1<sup>st</sup>



## ChemCert – (Re) Accreditation – it is a must to let us know immediately!

### September Nursery Paper

In this Nursery Paper Grant Dalwood, Nursery & Garden Industry South Australia (NGISA) Industry Development Officer (IDO) discusses plant health in Australia and the newly implemented South Australia Plant Health Act 2009 and how it affects those who are both exporting to and importing into South Australia.

- The **CNP Student Scholarship** aims to educate students on the importance of industry relationships and on-going education, and to inspire them to continue within the industry once graduated. The scholarship also assists in furthering the industry's involvement in formal education and strengthening relationships with industry educators.

#### Quick Facts:

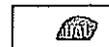
- The CNP Student Scholarship program is in its second year after a great start in 2008.
- This scholarship rewards two successful students (one from a regional area; one from a metro area) with an expense paid trip to the NGLA national conference in Darwin in April next year.
- Certificates of Merit are awarded to one regional and one metro student from each state (State Winners). State winners are automatically National Finalists. National Finalists get great coverage (as per last year) in multi-page spreads in Australian Horticulture magazine.
- The students need to be in their final year of study of a Cert III qualification or above.
- The students need to be studying in the Retail Nursery, Production/Wholesale Nursery, Arboriculture, Parks & Gardens or the general Horticulture qualification.
- A letter and info pack was sent out from NGLA in mid August to all Tafesa and private colleges around Australia
- Submissions close at 4pm (EST), 12 November 2009.
- Submissions from students need to be supported by their educator and employer (if applicable).
- Submission involves answering a few industry questions; enclosing their academic record to date; submitting a brief document stating what they would do with the opportunity.
- National Winners are determined by the National Training & Recognition Committee using a formal judging process.
- This year the scholarship is being supported by Australian Horticulture Magazine and Green-Life Careers.

There is a page on the NGLA website (and also via a link from the Green-Life Careers website) that contains all the details, application forms, info on last year's national finalists etc. You can find the page here;  
[http://www.ngia.com.au/Category?Action=View&Category\\_id=332](http://www.ngia.com.au/Category?Action=View&Category_id=332)

Horticulture Australia Limited (HAL) has announced the appointment of Mr. John Lloyd as its new chief executive officer. Mr. Lloyd has, up until recently, run a management consultancy specialising in operational and strategic advice to agricultural clients. He has previously been the CEO/VP of CNH Australia/NZL, general manager commercial at Incitec Pivot, and general manager marketing at Wesfarmers Dalgety. Mr. Lloyd will take up the role on 2 November 2009. HAL chair, Dr Nigel Steele Scott, said the Board was extremely pleased Mr. Lloyd had accepted the position. "John has extensive experience in agriculture with practical farmers as well as

Nursery & Garden Industry SA Inc 505 Fullarton Road NETHERBY ABN 34 989 393 724

Ph: 08 8372 6822 fax: 08 8372 6833 e-mail: [gfullen@ngisa.com.au](mailto:gfullen@ngisa.com.au)



The production and distribution of this publication is funded jointly by Van Schoik's Bio-Gro, your Nursery Levy and the Federal Government via Horticultural Australia Ltd.

## APPENDIX 16

### NGIWA 4<sup>TH</sup> Quarter Reports

## State Association Quarterly Report Summary Western Australia 1<sup>st</sup> April – 30<sup>th</sup> June 2009

I, Dr Margaret Clema confirm that the detail contained within this report and the attachments is true and correct. The report has consideration for the Conditions pursuant to contracts set between the State Associations and NGIA, NIASA Heads of Agreement, AGCAS Heads of Agreement and National Training Funding Guidelines

Signed: *M Clema* Date: 13<sup>th</sup> October 2009

### Accreditation & Certification

#### NIASA – Production Nursery & Growing Media Accreditation

- Name the person conducting accreditation audits.  
Garry Hatcher
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement NGIWA confirms  
Garry Hatcher is qualified and skilled for his role in NIASA,
- Provide an overview of the activities held for NIASA and the outcomes and benefits to industry accruing and measured...

NGIWA has 61 NIASA accredited nurseries one of the highest number of all the states for the population  
Completed all 2008-2009 audits  
NGIWA AGM  
Western Australian Landscape Expo  
Meetings with Government Departments (CSIRO, Schools, Department of Conservation, Corrective Institutions) to increase awareness of NIASA:  
CSIRO Climate Change Research using Accredited Nurseries  
Department of Food and Agriculture country offices in the advantages of NIASA Nurseries  
Royal Agricultural Society of Western Australia Show Launch

Presented NIASA at seminars and field days:

Compost Australia seminar

Turf Seminar

Irrigation Expo

Annual NIASA field Trip

Fertilizer launch

NIASA displayed at conference of Stream flow Decline in South-west Western Australia:

Groundwater and Surface Water Threshold Response in a Changing Climate presented by CCSIRO

- Minutes of the SNAC meetings, a list of accredited businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>NIASA Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
NIASA promoted to whole of industry at WA Landscape Expo 8-10 <sup>th</sup> July 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors RTO's and students	1400
CSIRO Conference, Groundwater and Surface Water Threshold Response in a Changing Climate conference attended display and handouts on NIASA	Horticulturists, Growers, Scientists, Students, Government Departments	260
Department of Food and Agriculture country offices in the advantages of NIASA Nurseries	Director General Ag Dept, researchers, Nursery People	50
NIASA promoted via Article in 'Edible Gardening' feature in Sunday Times Newspaper	All sectors of Industry, (members and Non-members) general public	200,000
NIASA Promotional material displayed at Nextgen Workshop (19/8/09), NGIWA Quiz Night (21/08/09), and NGIWA AGM (19/9/09)	Nursery wholesalers retailers, allied traders, members and non-members associated industry sectors., RTO's and students	210 in total
NIASA promoted through use of logo on article on Phytophthora in <i>growWA</i> publication (August 2009) – submitted by Giles Hardy & Garry Hatcher (IDO/ NIASA)	Nursery wholesalers, retailers allied traders, members and non-members associated industry sectors.	1000
NIASA promoted through use of logo in <i>growWA</i> publication (July, August & September 2009) –Emma Iddison (IDO/ NIASA) as a contact.	Nursery wholesaler's retailers, allied traders, members and non-members associated industry sectors.	1000 July 1000 August 1000 Sept.
NIASA promoted to businesses on IDO visits	Members and Non-members Engaged/non-engaged Wholesalers and retailers	58
Boronia women's early release remand center the advantages of having a NIASA Nurseries	Government Officers, Environmental Officers, Horticulturist,	6
Hakea Corrective Institution the advantages of having a NIASA Nursery	Government Officers, Environmental Officers, Horticulturist,	5
Rockingham Senior High School the advantages of having a NIASA Nursery	Principal, , Environmental Officer, Teachers, Horticulturist, Students	50
Compost Australia seminar Attended and Displayed NIASA information hand outs supplied	Nurserymen, suppliers, allied Trades Government bodies	150
Annual NIASA field Trip, visited 4 NIASA Accredited nurseries and a media Supplier	Nurserymen, Media Suppliers Associated industry sectors, Hort Students	23

Fertilizer launch Attended and Displayed NIASA information hand outs supplied	Nursery wholesaler's retailers, allied traders, members and non-members associated industry sectors.	150

### EcoHort Certification

- Name the person conducting certification audits.
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement and the certifier has undertaken the EcoHort workshop.
- Provide an overview of the activities held for EcoHort and the outcomes and benefits to industry accruing and measured..

NGIWA has 2 ECO-HORT Accredited nurseries

Completed all 2008-2009 audits

NGIWA AGM

Western Australian Landscape Expo

Meetings with Government Departments (CSIRO, Schools, Department of Conservation, Corrective Institutions) to increase awareness of ECO-HORT:

CSIRO Climate Change Research using Accredited ECO-HORT Nurseries

Department of Food and Agriculture country offices in the advantages of ECO-HORT Nurseries

Royal Agricultural Society of Western Australia Show Launch

Presented ECO-HORT at seminars and field days:

Compost Australia seminar

Turf Seminar

Irrigation Expo

Annual NIASA field Trip

Fertilizer launch

ECO-HORT displayed at conference of Stream flow Decline in South-west Western Australia:

Groundwater and Surface Water Threshold Response in a Changing Climate presented by CCSI

- A list of certified businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>EcoHort Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Eco-Hort promoted to whole of industry at WA Landscape Expo 8-10 <sup>th</sup> July 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors RTO's and students	1400
CSIRO Conference, Groundwater and Surface Water Threshold Response in a Changing Climate conference attended display and handouts on Eco-Hort	Horticulturists, Growers, Scientists, Students, Government Departments	260
Department of Food and Agriculture country offices in the advantages of Eco-Hort Nurseries	Director General Ag Dept, researchers, Nursery People	50
Eco-Hort promoted via Article in 'Edible Gardening' feature in Sunday Times Newspaper	All sectors of Industry, (members and Non-members) general public	200,000
Eco-Hort Promotional material displayed at Nextgen Workshop (19/8/09), NGIWA Quiz Night (21/08/09), and NGIWA AGM (19/9/09)	Nursery wholesalers retailers, allied traders, members and non-members associated industry sectors., RTO's and students	210 in total
Eco-Hort promoted through use of logo on article on Phytophthora in <i>growWA</i> publication (August 2009) – submitted by Giles Hardy & Garry Hatcher (IDO/ NIASA)	Nursery wholesalers, retailers allied traders, members and non-members associated industry sectors.	1000
Eco-Hort promoted through use of logo in <i>growWA</i> publication (July, August & September 2009) –Emma Iddison (IDO/ NIASA) as a contact.	Nursery wholesaler's retailers, allied traders, members and non-members associated industry sectors.	1000 July 1000 August 1000 Sept.
Eco-Hort promoted to businesses on IDO visits	Members and Non-members Engaged/non-engaged Wholesalers and retailers	90
Boronia women's early release remand center the advantages of having a Eco-Hort Nurseries	Government Officers, Environmental Officers, Horticulturist,	20
Hakea Corrective Institution the advantages of having a Eco-Hort Nursery	Government Officers, Environmental Officers, Horticulturist,	15
Rockingham Senior High School the advantages of having a Eco-Hort Nursery	Principal, , Environmental Officer, Teachers, Horticulturist, Students	50
Compost Australia seminar Attended and Displayed Eco-Hort information hand outs supplied	Nurserymen, suppliers, allied Trades Government bodies	150
Annual NIASA field Trip, Eco-Hort information and hand outs supplied	Nurserymen, Media Suppliers Associated industry sectors, Hort Students	23

<p>Fertilizer launch Attended and Displayed Eco-Hort information hand outs supplied</p>	<p>Nursery wholesaler's retailers, allied traders, members and non-members associated industry sectors.</p>	<p>150</p>
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<b>BioSecure HACCP Certification</b>
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- Name the person conducting certification audits.
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, NIASA Heads of Agreement and the certifier has undertaken the BioSecure HACCP workshop.
- Provide an overview of the activities held for BioSecure HACCP and the outcomes and benefits to industry accruing and measured..

NGIWA AGM  
 Western Australian Landscape Expo  
 Meetings with Government Departments (CSIRO, Schools, Department of Conservation, Corrective Institutions) to increase awareness of HACCP BioSecure:  
 CSIRO Climate Change Research using Accredited HACCP BioSecure Nurseries  
 Department of Food and Agriculture country offices in the advantages of HACCP BioSecure Nurseries  
 Royal Agricultural Society of Western Australia Show Launch

Presented HACCP BioSecure at seminars and field days:  
 Compost Australia seminar  
 Turf Seminar  
 Irrigation Expo  
 Annual NIASA field Trip  
 Fertilizer launch  
 HACCP BioSecure displayed at conference for Stream flow Decline in South-west Western Australia: Groundwater and Surface Water Threshold Response in a Changing Climate presented by CCSI

- A list of certified businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>BioSecure HACCP Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
HACCP BioSecure promoted to whole of industry at WA Landscape Expo 8-10 <sup>th</sup> July 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors RTO's and students	1400
CSIRO Conference, Groundwater and Surface Water Threshold Response in a Changing Climate conference attended display and handouts on HACCP BioSecure	Horticulturists, Growers, Scientists, Students, Government Departments	260
Department of Food and Agriculture country offices in the advantages of HACCP BioSecure Nurseries	Director General Ag Dept, researchers, Nursery People	50
Eco-Hort promoted via Article in 'Edible Gardening' feature in Sunday Times Newspaper	All sectors of Industry, (members and Non-members) general public	200,000
HACCP BioSecure Promotional material displayed at Nextgen Workshop (19/8/09), NGIWA Quiz Night (21/08/09), and NGIWA AGM (19/9/09)	Nursery wholesalers retailers, allied traders, members and non-members associated industry sectors., RTO's and	210 in total

	students	
HACCP BioSecure promoted through use of logo on article on Phytophthora in <i>growWA</i> publication (August 2009) – submitted by Giles Hardy & Garry Hatcher (IDO/ NIASA)	Nursery wholesalers, retailers allied traders, members and non-members associated industry sectors.	1000
HACCP BioSecure promoted through use of logo in <i>growWA</i> publication (July, August & September 2009) – Emma Iddison (IDO/ NIASA) as a contact.	Nursery wholesaler's retailers, allied traders, members and non-members associated industry sectors.	1000 July 1000 August 1000 Sept.
HACCP BioSecure promoted to businesses on IDO visits	Members and Non-members Engaged/non-engaged Wholesalers and retailers	90
Boronia women's early release remand center the advantages of having a HACCP BioSecure Nurseries	Government Officers, Environmental Officers, Horticulturist,	20
Hakea Corrective Institution the advantages of having a HACCP BioSecure Nursery	Government Officers, Environmental Officers, Horticulturist,	15
Rockingham Senior High School the advantages of having a HACCP BioSecure Nursery	Principal, , Environmental Officer, Teachers, Horticulturist, Students	50
Compost Australia seminar Attended and Displayed HACCP BioSecure information hand outs supplied	Nurserymen, suppliers, allied Trades Government bodies	150
Annual NIASA field Trip, HACCP BioSecure information and hand outs supplied	Nurserymen, Media Suppliers Associated industry sectors, Hort Students	23
Fertilizer launch Attended and Displayed HACCP BioSecure information hand outs supplied	Nursery wholesaler's retailers, allied traders, members and non-members associated industry sectors.	150

#### **AGCAS - Retail Accreditation**

- Name the person conducting accreditation audits. **Emma Iddison**
- State Associations confirm that this person is suitably skilled as specified in Appendix 1, AGCAS Heads of Agreement. **John Boonzaier (EO NGIWA) confirms that Emma Iddison is suitably skilled to conduct AGCAS audits.**
- Provide an overview of the activities held for AGCAS and the outcomes and benefits to industry accruing and measured.

**We currently have 13 AGCAS centres in WA.**

**AGCAS has been promoted through the BSDO on-site visits to Garden centres when conducting reaccreditations. Through this one to one contact the BSDO has encouraged all the AGCAS centres to maintain their accreditation and continue to raise and improve their standards. Support is regularly given to AGCAS members via BSDO visits and Contact (See attached visit reports).**

**New retailers that we have contact with receive information and a visit/ phone call (depending on locality) regarding the benefits of AGCAS and how it can help facilitate business improvement. The benefits of AGCAS are promoted to all new members and**

non-members via the NGIWA membership kit and BSDO and EO visits (See attached AGCAS evidence)

There has been no direction or indication on the future of AGCAS from the Nursery and Garden Industry Australia (NGIA) – except for the information that HAL funding has now been withdrawn. AGCAS is now been administered and delivered from the state NGIWA office with a severely reduced budget. Therefore limited promotion has occurred to the wider industry, and to the public, however, the BSDO and the NGIWA staff promote AGCAS on a direct basis to retailers whenever the opportunity arises, (as detailed in the above paragraphs).

**AGCAS is promoted at all NGIWA activities and events such as workshops and information nights and Industry Functions (see attached AGCAS evidence)**

**Currently working with three businesses engaged with AGCAS but not yet accredited**

- Minutes of the SAAC meetings, a list of accredited businesses including audit date according to your records at the reporting date, as well as copies promotional activities detailed in the table below should be provided here. This includes copies of articles, emails, faxes, photos of events, invoices etc.

**There was no SAAC meeting held in this period**

**List of AGCAS businesses including audit date included in AGCAS evidence**

**Evidence for Promotional activity included in AGCAS evidence**

<b>AGCAS Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
AGCAS promoted to whole of industry at WA Landscape Expo 8-10 <sup>th</sup> July 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors RTO's and students	1400
AGCAS Garden Centres promoted via Article in 'Habitat' feature in West Australian Newspaper	All sectors of Industry, (members and Non-members) general public	200,000
AGCAS Promotional material displayed at Nextgen Workshop (19/8/09), NGIWA Quiz Night (21/08/09), and NGIWA AGM (19/9/09)	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	210 in total
AGCAS promoted through use of logo on article on Lawn & Garden Carbon Sequestration in <i>growWA</i> publication (August 2009) – submitted by Nick Bell & Emma Iddison (BSDO/AGCAS)	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	1000
AGCAS promoted through use of logo on article on The Bringing Excellence to the Industry article in <i>growWA</i> publication (July 2009) – submitted by Ross Hooper – Zanthorrea Nursery (AGCAS)	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	1000
AGCAS promoted through use of logo on article on NextGen article in <i>growWA</i> publication (July, August & September 2009) –Emma Iddison (BSDO/AGCAS) as a contact.	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	1000 July 1000 August 1000 Sept.
AGCAS promoted to businesses on BSDO visits	Members and Non-members	12

	Engaged/non-engaged r'tailers	
BSDO business cards distributed –AGCAS logo (by BSDO)	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	20

## Training & Recognition

### Training

- Provide an overview of the training activities and the outcomes and benefits to industry accruing and measured...

**During this reporting period some training activities were held – with a view to improving the skills of the industry and encouraging learning through networking and the encouragement of learning from industry peers, such as the NextGen events.**

**Notification of all training events are emailed and/or faxed to members and a database of non-members. (See evidence)**

**Notification is also provided in the growWA magazine (distribution 1000/month), which reaches a wide cross section of industry including non-members. (See evidence)**

**The workshops and events are posted on the NGIA National website**

**All training events are promoted by the NGIWA staff via phone calls, visits and contacts with members/non-members. It must be stressed that a large proportion of NGIWA staff time is dedicated to promoting these workshops. (See evidence and visit report sheets for details of this contact).**

**The industry Quiz Night was successful, with the objective of being a fun night that encourages networking and cohesion in our industry. This quiz night was developed due to feedback from Industry that the companionship and mentoring from previous years was now missing in the industry. (See flyer in evidence)**

- In order to avoid duplication, figures provided to the Training Coordinator in their regular contact with you will be forwarded to HAL. State Associations are required to advise of all workshops in accordance with the Training Plan submitted.
- Funding for training will be allocated in accordance with the Training Funding Guidelines as amended from time to time.
- In the table below, please list ALL workshops delivered by the State Association in the quarter. Also, please list details of other training activities such as field days, seminars etc.

Training Workshop/Activity	Audience	Dates	Attendees
NextGen Innovations In Landscape and Design Workshop	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	19/8/09	45
NIASA Field Day	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	19/8/09	23
NGIWA Industry Quiz Night	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	21/8/09	148
NGIWA Annual General Meeting (AGM)	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	29/9/09	17



Introduction to EcoHort Workshop	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	30/9/09	Cancelled due to lack of attendees
<b>CNP Extension</b>			

- Provide an overview of the activities held for CNP and the outcomes and benefits to industry accruing and measured.

**Assistance is given to industry queries regarding the CNP program (see evidence of emails and BSDO & NIDO contact sheets). CNP members requiring assistance through with their application/renewal are assisted by the BSDO and NIDO.**

**The CNP program is promoted through all of our day-to-day contacts with both members and non-members. It is part of the NIDO, BSDO and EO visit protocols that we have a stock of flyers to assist us in the promotion of the CNP program.**

**The BSDO, Emma Iddison is a CNP, which encourages some enquiries regarding the program. The wearing of the CNP badge encourages questions from the industry regarding the program.**

**CNP points are included on all workshop materials.**

**CNP is promoted at all workshops and events with promotional support being given by the use of posters, banners and flyers.**

**CNP promotional material and banners are displayed at the NGIWA offices for visitors to view and discuss with NGIWA staff.**

**There are currently 20 CNP members in WA, which has grown from just 10 over the previous financial year.**

- Promotional activities should relate to the benefits of being a CNP and encourage participation in the program. Promotional activities in this section do not relate to the inclusion of CNP points on workshop materials.
- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

**See evidence supplied under CNP Extension, copies of *growWA* supplied and BSDO and NIDO visit reports.**

<b>CNP Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
CNP Flyer Included in all NGIWA membership kits	Potential new NGIWA members	5
CNP promoted to whole of industry at WA Landscape Expo 8-10 <sup>th</sup> July 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	1400
CNP Promotional material displayed at Nextgen Workshop (19/8/09), NGIWA Quiz Night (21/08/09), and NGIWA AGM (19/9/09).	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	210 in total



CNP promoted to whole of industry at WA Landscape Expo 8-10 <sup>th</sup> July 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors RTO's and students	1400
CNP flyers given to members and non – members visits by NIDO, BSDO, EO.	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	5
CNP promoted through use of logo on Presidents Report in <i>growWA</i> publication (July, August, September 2009) –Margy Clema – President. (CNP)	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	1000 July 1000 August 1000 Sept
CNP promoted through use of logo on Workshops and Events Page in <i>growWA</i> publication (July, August, and September 2009).	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	1000 July 1000 August 1000 Sept
CNP promoted through use of logo on NextGen Page in <i>growWA</i> publication (July, August, and September 2009).	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	1000 July 1000 August 1000 Sept
CNP promoted through distribution of CNP student Scholarship program flyers and info.	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	50
CNP promoted through use of logo a total of 8 articles written/submitted by Emma Iddison (BSDO & CNP) & other CNP members in <i>growWA</i> publication ( July, August and September 2009)	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	1000 July 1000 August 1000 Sept
CNP banner displayed in NGIWA offices for promotion and discussion with visitors	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	25
BSDO business cards distributed –CNP logo (by BSDO)	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	20

### Career Pathways

- Provide an overview of the activities held to promote the Nursery & Garden Industry as a career option and the reaction to this activity eg, phone enquiries, industry businesses allowing work experience for students etc

**Whenever the opportunity arises, we continue to build relationships with RTO's such as TAFE, Career Advisor and private RTO's.**

**We have recently run several articles in the *growWA* publication that highlight the careers that are available in the industry together with the greenlife careers website. (See table below and evidence supplied).**

**The greenlife careers project continues to be supported and promoted by NGIWA with various stakeholders including TAFES, private RTO's, schools and industry.**

At NGIWA we encourage Tafe students and lecturers to attend all of our workshops and functions to ensure that they are kept up to date and informed.

Distribution of growWA to potential industry participants promotes the industry as a professional career choice. GrowWA is distributed to all TAFE's in WA so that students can be kept informed with industry news and developments.

Contacting and liaising with RTO staff on career/training development and opportunities in the industry and using this info. To assist with enquiries to NGIWA on careers in the industry.

In WA we have an active NextGen group. These functions and workshops are well attended by students and lecturers. Regular contact is made with these people to encourage their participation. These events promote our industry as a career pathway to the young people in our industry.

A lecturer from a WA Tafe has been invited to judge the 2010 young leader awards (NGI awards) with the objective being to promote the industry as a career and to give some expose to possible successful careers through her involvement in judging.

- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Career Pathways Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Industry Careers promoted to whole of industry at WA Landscape Expo 8-10 <sup>th</sup> July 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors RTO's and students	1400
RTO's and students kept informed about NextGen Functions	RTO'S, NextGen, students, Members and non- members.	7 RTO's All students at RTO's
Promotional material for Nextgen Workshop (19/8/09), NGIWA Quiz Night (21/08/09), and NGIWA AGM (19/9/09) distributed and promoted to RTO's and students.	RTO'S, NextGen, students, Members and non- members	7 RTO's All students at RTO's
GrowWA distributed to all TAFE libraries	RTO'S, students, Members and non- members	7 RTO's All students at RTO's
Green-Life Careers – website promoted in <i>growWA</i> August 2009	Members, Nonmembers, RTO's, Apprentices, associated industry sectors, Retailers, wholesalers, allied traders, associated industry sectors, RTO's, students.	1000
Green-Life Careers – project promoted in <i>growWA</i> August 2009	Members, Nonmembers, RTO's, Apprentices, associated industry sectors, Retailers, wholesalers, allied traders, associated industry sectors, RTO's, students.	1000
The horticultural industry as a career pathway promoted at NextGen Innovations in Landscape Design Workshop 19/8/09	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	45

## Program Support

### Nursery & Garden Industry Awards

- Provide an overview of the activities held for the Nursery & Garden Industry Awards and the outcomes and benefits to industry accruing and measured..

**The activities that NGIWA conducts with regard to the NGI Awards are conducted to support and increase the number of entries and encourage industry to realize the benefits of entering the awards. The July growWA featured and double page spread encompassing an article on the benefits of entering the awards and an advertisement for entries into the 2010 awards.**

**The 2010 awards have been promoted at all NGIWA industry events since the opening date of June 2010.**

**All of the NGIWA staff including the EO, NIDO and BSDO have distributed Awards promotional material during their visits and have made many phone calls to businesses regarding their entry into the awards. (See email evidence and visit reports).**

**Close contact has been maintained with Natalie Walker regarding the entries into the awards and Awards Absolute. (see email evidence)**

**Emma Iddison (BSDO) who is the Awards Primary Contact for WA continues to administer the awards process including the assignment of category judges, Young Leader judging, on site judging and ensuring timelines are adhered to.**

- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Awards Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Awards and Conference Promotional Advert and article <i>growWA</i> publication July 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	1000
Awards Promoted via email to member and non- member data bases – 16/7/09	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	200
Award flyers displayed at NGIWA offices to be viewed by visitors	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	20
Personalised calls to businesses to encourage entry to awards by BSDO	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	14
Award flyers distributed during BSDO visits and meetings	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	10
Personalised calls to businesses to encourage awards entry by NIDO	Retailers, wholesalers, allied traders, members and non-members associated industry	Garry to put in if any done?

	sectors.	
Award entry kits distributed during NIDO visits	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	Garry to put in if any done?
Awards and National Conference advertised in the Workshops and Events page of <b>growWA</b> – August and September 2009.	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	1000 August 1000 Sept
2010 Awards Entries promoted to whole of industry at WA Landscape Expo 8-10 <sup>th</sup> July 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors RTO's and students	1400

### National Conference & Exhibition

- Provide an overview of the activities held for the National Conference & Exhibition and the outcomes and benefits to industry accruing and measured..

**During this reporting period their has not been much activity due to the fact that the national conference and exhibition 2010 in still in its planning stages and there is not much information to be publicised. Once more details become available, promotional material and information will be publicised.**

**The 2010 National conference has received some publicity via the promotion of the 2010 awards, which are announced at the conference, therefore any promotional material distributed under the 'Awards Promotional Activity' (as detailed above), would also include promotional material for the dates and location of the conference.**

- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

Conference Promotional Activity	Audience	Reach
National Conference advertised in the Workshops and Events page of <b>growWA</b> – August and September 2009.	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	1000 August 1000 Sept

### Special Interest Group (SIG) Facilitation

- Provide an overview of the Special Interest Group (SIG) meetings/workshops facilitated by the State Association including: *Tree & Shrub, Retail Groups, Allied Trade, Women in Horticulture, NextGen, etc* and the outcomes and benefits to industry accruing and measured.. You should include the number of attendees, speakers, venues, details on how the success of these functions was promoted and any cross promotion of national industry initiatives.
- Provide a table for each meeting facilitated and the promotional activity conducted. This includes copies of articles, emails, faxes, photos of events, invoices etc.

**During this reporting period our Nextgen group in WA has undergone a major revamp and has been reinvigorated. The chairperson, new Ben Mitchell has worked closely with the BSDO, Emma Iddison to further the NextGen group and to increase its membership**

and impact in WA. Several meetings, phone calls and industry contact have taken place to re - establish and reinvigorate the group.

The NextGen Innovations in Landscape and Design Workshop (19/8/09) was an outstanding success and more events are currently being planned. We received excellent feedback from the industry on the event. The event was supported by Josh Byrne and Giles Pickard and identified opportunities for the industry to link into and benefit from current trends in both consumer and public space design.

Many industry programs such as CNP, the 2010 Awards, Young Leader Award, AGCAS, NIASA, Life is a Garden etc are cross promoted during the event. The BSDO is in attendance at these events to promote and support industry programs and answer queries from the industry.

<b>Special Interest Group: NextGen</b>	<b>Audience</b>	<b>Reach</b>
The 2010 Awards and the Young Leader Award promoted at NextGen & Horticultural Media Association Event on 29/6/09	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	45
NextGen article in <i>growWA</i> Publication July, August and September 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	1000 July 1000 August 1000 Sept.
NextGen Landscape Design and Innovation Advertised in Workshops and Events page in <i>growWA</i> August 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	1000
Calls, personal contact and emails made by BSDO regarding the NextGen group	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	15
Nextgen Database developed by BSDO – currently updating	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	Currently 65
NextGen Landscape Design and Innovation Emailed to members and non- member database 28/7/09 & 10/8/09	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	200 each email sent
Nextgen benefits promoted to whole of industry at WA Landscape Expo 8-10 <sup>th</sup> July 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors RTO's and students	1400

## Environmental Extension

- Provide an overview of the activities held for CNP and the outcomes and benefits to industry accruing and measured.. This could include initiatives such as:
  - Grow me Instead

**The Grow Me Instead Booklet for WA continue to be distributed to industry and non – industry and several activities have been held to support the role out of this resource to both Industry and consumers.**

**This resource has received favourable feedback and has been well received by industry as an excellent resource to help contain the spread of potential weed species.**

**EO, NIDO and BSDO have distributed the booklets to industry during visits. (See visit report sheets)**

**Public and industry articles have been release to the press and to industry (see evidence).**

**The booklets have been promoted at all industry functions and events attended by NGIWA. The Grow booklet and Me Instead program was well received by the industry at the WA Landscape Expo 8<sup>th</sup> – 10<sup>th</sup> July 2009. NGIWA staff was on hand to talk to the industry about the program and its resources.**

**The National Invasive Plants survey has also been promoted to industry (see Evidence and table below)**

- Our Environment Your Backyard

**Promotional material for Our Environment, Your Backyard is disseminated to industry during staff visits. It is also made available at industry events and functions such as Nextgen functions. We have received some excess promotional material from NGIA, which we are currently encouraging industry to utilize.**

- Other Environmental Involvement

**NGIWA are very supportive of all environmental programs associated with NGIA. We support their implementation through various mediums such as articles, press releases, exposure at industry events and workshops, and direct one to one contact via the development officers.**

**We have development good relationships with the WA Water Corporation (WC), assisting in implementing the Waterwise Garden Centre Program. NGIWA works closely with the WC to ensure that Waterwise messages are developed. We also work closely in regard to the impact on industry with increased water restrictions. (See email evidence).**

**We also have a good partnership with the Department of Food and Agriculture and Quarantine who contribute regularly to our industry publication growWA. We have also developed a relationship with the Department of the Environment and Conservation and have worked closely with them on the development of the Grow Me Instead Project (see Email evidence).**

The BSDO and NIDO regularly source articles concerned with environmental issues relevant to the industry and disseminate this info via the *growWA* publication (See evidence and table below).

- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Environmental Promotional Activity - Grow Me Instead &amp; National Invasive Plants Survey</b>	<b>Audience</b>	<b>Reach</b>
Grow me Instead Booklet promoted via email to industry via member and non-member email database. – 23/7/09.	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	200
Grow Me Instead promoted to whole of industry at WA Landscape Expo 8-10 <sup>th</sup> July 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors RTO's and students	1400
National Invasive Plants Survey promoted via article in July <i>growWA</i> 2009 and September issue.	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	1000 July 1000 Sept
<b>Environmental Promotional Activity - Our Environment Your Backyard</b>	<b>Audience</b>	<b>Reach</b>
Our Environment your Backyard Promotional Material distributed during BSDO visits	Members and Non-members, retailers and wholesalers.	5
Our Environment/your Backyard Promotional material displayed at Nextgen Workshop (19/8/09), NGIWA Quiz Night (21/08/09), and NGIWA AGM (19/9/09) and promoted by NGIWA staff to attendees. Available for all attendees to use in their businesses	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	210 in total
<b>Other Environmental Involvement</b>	<b>Audience</b>	<b>Reach</b>
Articles in <i>growWA</i> July edition on Winter sprinkler bans Salinity Quarantine Update	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	1000
Articles in <i>growWA</i> August edition on Growing your own Lawn and Home Garden Sequestration Quarantine	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	1000
Articles in <i>growWA</i> September edition on Growing your own worldwide trends Phytophthora prevention and NIASA Quarantine	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	1000
<b>Life is a Garden promotion</b>		

- Provide an overview of the activities held for Life is a Garden and the outcomes and benefits to industry accruing and measured.. This could include initiatives such as Newspoll research promotion, support of seasonal campaigns such as Christmas, Mother's Day and spring.

Life is a Garden promotional material is communicated and distributed to businesses during visits, and advice given as to how this information may be used in marketing and promotions, such as postcards, stickers and flyers.

Life is a Garden promotional banner and posters are displayed at workshops and industry functions.

The recent results from the latest Newspoll research were disseminated to the Industry via the September growWA publication.

A follow up article appeared in the Newspaper, the West Australian on the 6<sup>th</sup> September 2009, which referred to the research done by NGIA and the Newspoll results. Garry Hatcher (NIDO) and NGIWA president Margy Clema contributed information for the article and provided comment.

- Provide support material for promotional activities detailed in the table below. This includes copies of articles, emails, faxes, photos of events, invoices etc.

<b>Life is a Garden Promotional Activity</b>	<b>Audience</b>	<b>Reach</b>
Life is a Garden Promotional material distributed to during member visits by BSDO.	Members and Non-members, retailers and wholesalers.	6
Life is a Garden Promotional material displayed at Nextgen Workshop (19/8/09), NGIWA Quiz Night (21/08/09), and NGIWA AGM (19/9/09) and promoted by NGIWA staff to attendees. Available for all attendees to use in their businesses	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	210 in total
Newspoll research results and implications to industry (sales trends and marketing) article in September <i>growWA</i> 2009.	Retailers, wholesalers, allied traders, members and non-members associated industry sectors., RTO's and students	1000
Newspoll results and NGI promoted via Article in West Australian Newspaper	All sectors of Industry, (members and Non-members) general public	200,000

## Industry Engagement

### BSDO & IDO Accessibility

- Please detail how the State Association communicated the availability of support from Business Skills Development Officers and Industry Development Officers for the whole industry – members and non-members.

**NGIWA ensures that its BSDO and NIDO are available to members and non-members through many forms of communication that we supply to the industry.**

**The growWA publication has a regular page that outlines member benefits, but also communicates that the publication and assistance from NGIWA is available to non-members as well. The publication is free to increase the distribution and ensure that it reaches as wide a cross section of the industry as possible.**

**Information is regularly contained in growWA regarding programs and initiatives that the BSDO and NIDO are involved in. Sections of this magazine also ask for feedback from Industry on their opinions, again to involve the whole of Industry.**

**All of the flyers and information for workshops and training events contain information for both members and non-member rates, so that it is clear that these training events are open to all of industry.**

**The BSDO and the NIDO have regular contact (various mediums) with both members and non- members. It is a regular part of our contact schedule to make contact with non-member businesses (see contact record sheets). We also receive calls from non-member businesses in the NGIWA office and we provide the same assistance and advice as we do to members.**

**The NIDO and BSDO have regular contact with other associations and industry bodies, which serves as a networking and development tool. Through these connections the availability of the NIDO and the BSDO are communicated to the wider industry, as more industry participants become aware of our roles.**

**Some of the other industries bodies that we have contact with are the Irrigators Association, the Turf Growers Association, Landscapers and Irrigators Assoc, WA Landscape and designer Assoc. Some of these bodies contribute to our industry publications. This also increases the awareness of the wider industry regarding NGIWA, its development officers and the services that we offer, as people from the wider industry are reading our publications and information.**

**The NGIWA board and development officers are currently engaged in investigating areas in which the services of the BSDO and NIDO can be communicated and extended further into all of industry. This includes the NIDO & BSDO forming alliances with other industry associations and bodies. Including the opportunities to work together at events to promote the services and support that the development officers and the association offers to the industry. Many of the industry programs that could be promoted and developed through this are AGCAS, NIASA, CNP and Grow Me Instead etc (see evidence attached).**

**The NGIWA development officers promoted the industry and gardening and when appropriate have done this via the horticultural media. As well as promoting**

**gardening to the public – these press releases and article promote NGIWA and NGIA, the services that they offer and their roles.**

**Two examples of these are the Newspoll article and the article promoting local nurseries/garden centres and their areas of expertise. (See evidence attached).**

- App 2 – State Quarterly Reporting Template requires the State Association to report on the number of individual contacts made with businesses to support their development. This type of contact in this regard is personalised and could include: phone calls, face to face meetings, onsite visits, letter, email or fax communications. It does not include broadcast emails or mailing list communications. **(see attached evidence).**
- Summary Record Sheets of each 'contact' should be provided in support of your figures. This sheet should identify member and non-member contacts. **(see attached evidence)**

Promotional Activity	Audience	Reach
GrowWA magazine Industry Information page – July, August, September 2009	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	1000 July 1000 August 1000 Sept.
Workshops Flyers details rates for members and non-members for Nextgen Workshop (19/8/09), NGIWA Quiz Night (21/08/09), and NGIWA AGM (19/9/09), NIASA field day (20/9/09)	Retailers, wholesalers, allied traders, members and non-members associated industry sectors.	200 flyers sent out for each workshop
Garden Week 2009 16 <sup>th</sup> – 21 <sup>st</sup> April BSDO and NIDO contact with members and non-members	Retailers, wholesalers, allied traders, members and non-members associated industry sectors, RTO's, industry associations.	110 exhibitors 50 other industry contacts
Newspoll results and NGI promoted via Article in West Australian Newspaper	All sectors of Industry, (members and Non-members) general public	200,000
Local Garden Centres promoted via Article in 'Habitat' feature in West Australian Newspaper	All sectors of Industry, (members and Non-members) general public	200,000
Regular contact with non –members phone and visits	Non-members	26 BSDO
Phone Calls BSDO	Members and non-members	30
Onsite Visits BSDO	Members and non-members	5
Emails BSDO	Members and non- members	26

#### **IDO National Policy Role**

- Detail the National Policy Role and name the person who is the State representative for this role.
  - In your summary detail how industry, nationally, has benefited from the participation of this person in the relevant policy meetings.
- Limited activity due to reduction of funding
- Using the table below provide details of meetings, conferences and workshops attended and attach copies of the IDO meeting reports and minutes.
  - Using the table below provide details of communication activities undertaken to inform and benefit the industry nationally in relation to your national policy role.

National Policy Activity	Date
AQIS meetings re Quarantine station at Sth of Perth AG department	
WAQIS meeting regarding Sth Perth Quarantine station	


National Promotional Activity for Policy Role	Audience	Reach

**Other national levy initiatives**

- Please detail here any other activities undertaken by the State Association to promote other national levy initiatives not specifically mentioned in the above section.

# State Association Quarterly Report Western Australia 2009

	1 Jul-30 Sep	1 Oct-31 Dec	1 Jan-31 Mar	1 Apr-30 Jun	TOTAL
<b>Accreditation &amp; Certification</b>					
<b>NIASA - Production &amp; Growing Media Accreditation</b>					
# NIASA Businesses (start of quarter)	51				
# NIASA Businesses (end of quarter)	60				
Net increase/decrease	9				
Businesses engaged with NIASA not yet accredited	8				
Number of audits conducted	9				
Manuals Sold	2				
Number of SNAC Meetings	0				
<b>EcoHort Certification</b>					
Audits conducted by:	1				
# NIASA Businesses EcoHort Certified (start of quarter)	2				
# NIASA Businesses EcoHort Certified (end of quarter)	2				
Net Increase/decrease	0				
Businesses engaged with EcoHort not yet certified but are NIASA	6				
Businesses engaged with EcoHort not certifiable (ie not NIASA)	4				
Number of certification audits conducted	1				
Manuals Sold	0				
<b>BioSecure HACCP Certification</b>					
Audits conducted by:	GH				
# NIASA Businesses Biosecure HACCP Certified (start of quarter)	0				
# NIASA Businesses Biosecure HACCP Certified (end of quarter)	0				
Net increase/decrease	0				
Businesses engaged with BioSecure HACCP not yet certified by are NIASA	4				
Businesses engaged with BioSecure HACCP not certifiable (ie not NIASA)	0				
Number of certification audits	0				
Manuals Sold	0				
<b>AGCAS - Retail Accreditation</b>					
Audits conducted by: (insert initials)	EI				
# AGCAS Businesses (start of quarter)	13				
# AGCAS Businesses (end of quarter)	13				
Net increase/decrease	0				
Businesses engaged with AGCAS not yet accredited	3				
Number of audits conducted	0				
Manuals Sold	0				
Number of SAAC Meetings	0				
<b>Training &amp; Recognition</b>					
<i>In an effort to avoid doubling up of information, the Training Coordinator will contact each State regularly seeking the figures below. These figures will be used for reporting to HAL</i>					
<b>Training</b>					
# of Workshops conducted	1				
Total workshop attendance	22				
# planned for next reporting period	6				
# planned workshops where funding will be requested	5				
# of workshops where CNP points were allocated	1				
# of other training activities	3				
Training plan provided	YES				
<b>CNP Extension</b>					
<i>In an effort to avoid doubling up of information, the CNP Coordinator will provide these figures for reporting to HAL</i>					
# of CNP's in State (start of quarter)	20				
# of CNP's in State (end of quarter)	20				
# of CNP's due for renewal this quarter					
# of CNP's renewed this quarter					
# of promotional activities conducted	12				
<b>Career Pathways</b>					
# of promotional activities conducted	7				
# of employment opportunities on National Career Pathways website	0				
<b>National levy initiatives</b>					
<b>Nursery &amp; Garden Industry Awards</b>					
# of promotional activities conducted	24				
# of attendees State Awards Night	N/A				
<b>National Conference &amp; Exhibition</b>					
# of promotional activities conducted	17				
# of delegates from State	N/A				
<b>Social Interest Group (SIG) Facilitation</b>					
# of promotional activities conducted	10				
# of meetings/workshops facilitated	1				
<b>Environmental Extension</b>					
# of promotional activities conducted	16				
Supporting documents provided	YES				
<b>BDSO accessibility</b>					
BDSO contact with engaged retailer	52				
BDSO contact with non-engaged retailer	3				
BDSO contact with engaged production or growing media business	26				
BDSO contact with non-engaged production or growing media business	25				
<b>IDO accessibility</b>					
IDO contact with engaged retailer	15				
IDO contact with non-engaged retailer	3				
IDO contact with engaged production or growing media business	58				
IDO contact with non-engaged production or growing media business	8				
<b>IDO - National Policy Rules</b>					
<i>These activities are contracted for 08/09. In 09/10 these activities will be outcome funded</i>					
# of meetings attended	2				

## APPENDIX 17

### Samples of NGIWA 4<sup>TH</sup> Quarter Activities

# Grow Me Instead

Story: Emma Iddison  
Business Development  
Officer, NGIWA

The much anticipated Grow Me Instead (WA) booklet has just arrived.

The booklet aims to provide relevant local information to production nurseries, retail garden centres and other industry sectors, as well as home gardeners, about plants that are potential weeds in their area.

It also suggests less invasive alternatives.

grow me



instead

www.lifeisagarden.com.au



## The Purpose

Weeds are one of Australia's most serious environmental problems. The Nursery and Garden Industry Australia (NGIA) has joined with the Australian Government in the fight against invasive garden plants, championing the Grow Me Instead campaign.

The cooperation between the horticulture and nursery industries, the Australian Government and weed management bodies will help ensure that gardeners receive the information that they need to help combat the spread of weeds.

## The Invasive Plants

The Nursery and Garden Industry of Western Australia, in conjunction with its members, State and Federal Governments and interested environmental groups has developed a list of 27 invasive garden plants.

There are several weed lists in existence provided by a variety of environmental and conservation organisations that often include species that are problems only in their local area. As such, including all garden escapees in a national list was considered inappropriate. Therefore, the 'weediness' criteria for inclusion in Grow Me Instead was determined as follows.

1. The plant must be shown to be invasive across more than one area or part of the state.
2. It can be either an Australian native or imported (exotic) species.
3. The plant must be shown to or have potential to damage the environment, human or animal health or create stock or crop losses.
4. The plant must be proven to have naturalized in bushland to the detriment of the natural environment.

## The Alternatives

Not all of the alternatives suggested would be suitable across the broad range of soils and climates of Western Australia. Therefore, consideration of these differences and adaptation to your local area will be necessary. Selection criteria for the suggested alternative plants included:

1. The plant must be recognised as non-invasive.
2. The plant must be readily available to the gardening public.
3. Suggested alternatives must be reliable garden plants.

## A Happy Medium

The Grow Me Instead campaign is designed to be a happy medium between the horticultural industry, home gardeners, Government and environmental groups. Some species included in the booklet may be controversial from some stakeholders' points of view.

Certainly the overall aim of the campaign is to educate people about a plants' invasive potential, not to encourage a certain plant to be banned from sale. Education is the key, and this is why the Grow Me Instead booklet contains information on how the invasive plants spreads as well as some cultural notes and suggested alternatives. The suggested alternatives are not an exhaustive list – you may know of local alternatives that you can recommend.

The booklet aims to assist gardeners to select appropriate plants and to ensure that their gardening practices do not encourage the spread of invasive plants. The role of the industry (in particular retail outlets), is to help and guide gardeners, supplying them with the expertise to manage their gardens, helping to ensure that they don't become an environmental hazard.

## Distribution

The Grow Me Instead Booklets will be distributed throughout the industry by the team at the Nursery and Garden Industry

## Acknowledgements

Many people generously donated their time, expertise, photographs and knowledge to the production of the Grow Me Instead booklet, including the following:

- Members of the Western Australian Grow Me Instead Committee - Dr Margy Clema, Colin Groom, Emma Iddison, John Boonzaier and Amanda Shade.
- MacBird Floraprint and Norwood Industries.
- Members of the National Grow Me Instead Committee – Delwyn Thomas, Robert Prince, Tracey Wigg, Anthony Kachenko and Robert Chin.
- The team at the Nursery and Garden Industry Western Australia (NGIWA).

If you would like further information on the campaign, or would like copies of the booklet, then please contact Caitlin at the NGIWA offices on (08) 9358 4811 or [reception@ngiwa.com.au](mailto:reception@ngiwa.com.au)

# South Australian Quarantine Revised Regulations.

Steeper penalties and tougher restrictions on the movement of plant and plant related product in and out of South Australia now apply.

**THE** new Plant Health Act further protects SA's \$1.5 billion fresh fruit, vegetable, grape and field crop industries from the introduction of pests and disease of quarantine concern.

To ensure SA maintains its fruit fly freedom status and favourable plant health reputation, it is critical to minimize the risk of introduced pests or diseases. There has been extensive stakeholder consultation including growers, produce importers, transporters, the nursery industry, home gardeners and local government since 2007.

The new Act represents a significant step forward in improving the State's ability to prevent, detect and respond swiftly and effectively to incursions of pests and diseases. It also brings South Australia into line with other states, and bolsters our interstate biosecurity measures.

**Don't risk a fine. Fines and penalties will apply from July 1, 2009.**

**\$315** for an individual caught illegally carrying fruit, vegetables or plant material.

**\$20,000** for a truck driver caught illegally carrying fruit, vegetables or plant material.

**\$100,000** for any company caught illegally trafficking fruit, vegetables or plant material into South Australia or the Riverland.

**Eat it, bin it or declare it.**

## Information for Transport Companies

The new legislation enforces the current requirement for transporters carrying restricted produce into SA to provide a manifest to PIRSA indicating the impending arrival of host produce/plant material into SA.

PIRSA will contact transporters to explain changes in more detail.

Under the new Plant Health Act 2009 there are provisions for fines and/or penalties to apply for non-compliance.

## Information for Importers

The new legislation improves the import certification system, and provides enhanced protection for the fresh fruit and vegetable industry in SA. A register of importers will be established.

This has the support of the Horticulture Plant Health Consultative Committee representing key industry groups and the Adelaide Produce Market.

It will be a legal requirement that you must be registered if you import fruit, vegetables or plant material.

PIRSA will oversee an Import Verification Compliance Assurance System (IVCA), which will provide a cost-effective and efficient produce clearance system for importers.

PIRSA will contact importers to explain changes in more detail.

For further information on registration as an importer and IVCA accreditation please contact PIRSA Plant Health Operations on 1300 666 010 or [www.pir.sa.gov.au/planthealth](http://www.pir.sa.gov.au/planthealth)

**Story: Garry Hatcher,  
Nursery Industry  
Development Officer  
NGIWA**



Know-how for Horticulture™



Setting the Standards



Setting the Standards

growWA is distributed monthly free to all NGIWA members. If you would like a copy of growWA mailed directly to your doorstep and you are not a member please call Caitlin at NGIWA on (08) 9358 4811.

growWA is also available through the following distribution points:

**Living Trade Marts**  
Nicholson Road,  
Wanneroo Road, Wangara

**Country Tree Farm**  
Sydney Road, Gnangara

**Harmony West**  
104 Gavour Road, Wattle Grove

**Plantworld Nursery Mart**  
308 Landsdale Road, Landsdale

**Waldecks**  
173 Wannaroo Road, Kingsley

**Yetna Farm Tree Nursery**  
2427 Chapman Valley Road, Yetna

**Dawsons Garden Center**  
160 Hale Road, Forrestfield

**Benara Nurseries**  
Safari Place, Carabooda

I would like to thank the businesses listed above for their ongoing support and assistance in distributing the growWA magazine.

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Member: Nursery & Garden Industry of Western Australia.

President: Margy Clema

CEO: John Boonzaier

Advisory Committee - Editors: Emma Iddison

Administration: Caitlin Olson

Graphic Designer: Catalina Clema



Address: 2 Somersby Road, Welshpool

Mailing Address: PO Box 589, Welshpool, WA 6986

Phone: (08) 9358 4811

Fax: (08) 9358 4822

Email: [reception@ngiwa.com.au](mailto:reception@ngiwa.com.au)

**Nursery & Garden Industry  
Western Australia**

# Workshops & Events

Dates, venues and locations may be subject to change. Contact NGIWA on (08) 9358 4811 for further details.

Event	Date	Venue	Contact
<b>NIASA Field Day</b>  	To be advised.	Venue to be advised.	Garry Hatcher NGIWA (08) 9358 4811 garry@ngiwa.com.au
<b>Growers Meeting</b>  	To be advised June 2009	Venue to be advised.	Garry Hatcher NGIWA (08) 9358 4811 garry@ngiwa.com.au
<b>Retailers Meeting</b>  	To be advised June 2009	Venue to be advised.	Emma Iddison, NGIWA (08) 9358 4811 emma@ngiwa.com.au
<b>NextGen Horticultural Media Association (HMA) Workshop</b> 	Thursday 25th June 2009	Hope Valley Nursery.	Emma Iddison, NGIWA (08) 9358 4811 emma@ngiwa.com.au
<b>Nursery and Garden Industry State Conference</b>  	Delayed due to unforeseen circumstances <i>Watch this space!</i>	Waters Edge Winery, Guildford.	John Boonzaier (08) 9358 4811 john@ngiwa.com.au

## Reach out and get more attendees

If you have an event, trade show or open day you would like included in *growWA's* event listing contact Caitlin at the NGIWA office on (08) 9358 4811 or email [reception@ngiwa.com.au](mailto:reception@ngiwa.com.au).

## WFI, for your business insurance requirements.

Wesfarmers Federation Insurance (WFI) is one of Australia's leading small business insurers. We offer personal on-site service that comes directly to you.

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Nursery & Garden Industry  
Western Australia

Know-how for Horticulture™

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# Providing Education and Incentive

WALDA (Western Australian Landscape Designers Association) will be starting this year with a new theme. We are going to try some ongoing education for our members.

Thanks to everyone again for the tremendous effort put into Garden Week. From all reports it was a great success.

WALDA will be starting this year with a new theme. We are going to try some ongoing education for our members.

Our first education night will be on Monday the 1st June at 7pm. We have invited Matt to speak to us about his composite wood products and then have a question and answer session - no doubt we'll all end up at the pub for a drink afterwards, if not at the pub for the presentation (more to come on that).

“As we all know when the work is on; its ‘heads down...’”

We are also able to confirm that Leycester from Country Earth will be giving a presentation to our members on their products on Monday 22nd of June (more details to follow).

The idea of continuing education for WALDA members is that very quickly and easily we can get out of touch with the new and fantastic products and services coming onto the market. As we all know when the work is on; it's ‘heads down...’.

So to provide an incentive to members to keep up to date and keep learning we are proposing a points system to go with the program.

Each session will earn the members five (5) points. This will go towards the member becoming a full or associate member.

At present only full members can use the WALDA logo, others can use the name. We want to see our logo out there more and more, therefore offering incentives. If you can collect 100 points and have three years experience in the industry, you will be able to use the logo on all of your stationary etc.

If you would like to come to presentations please email [melissa@studiolandscape.com.au](mailto:melissa@studiolandscape.com.au). I'm sure we can fit you in, and make you a member of WALDA at the same time.



## On a slightly different note I thought I'd add my “Plant of the Moment”

This time it's the Acalypha (pictured left).

This is a great plant. It comes in a variety of colours from rust, orange, red, green, yellow and many variegated species. A beautiful textural plant with zig-zaggy margins and some with curled leaves.

I tell you, this is a winner. Will grow anywhere, depending upon species can grow as tall as 3m shrub. It's a ‘water winner’, you only need to water it occasionally once established and it's just a truly wicked plant.

Try it out or do some ‘googling’ to see what you can find out. It will be worth your while.

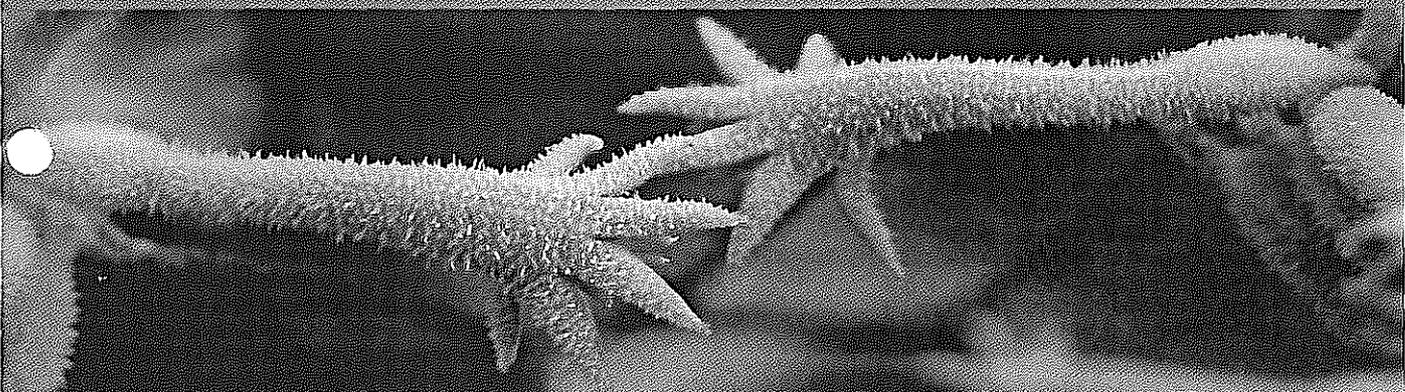
‘Acalypha Wilkesiana’  
Image courtesy of Macbird  
Floraprint Pty Ltd.

Story: **Melissa Challenor-Bevis**  
President, WALDA  
[melissa@studiolandscape.com.au](mailto:melissa@studiolandscape.com.au)

# Workshops & Events

Dates, venues and locations may be subject to change.  
Contact NGIWA on (08) 9358 4811 for further details.

Event	Date	Venue	Contact
<b>Growers Meeting</b>  	23rd July	Venue to be advised.	Garry Hatcher NGIWA (08) 9358 4811 garry@ngiwa.com.au
<b>Landscape Australia Expo</b>	8th – 10th July	Claremont Showgrounds.	Stephanie Katague (02) 9556 7994 info@landscapeexpo.com.au www.landscapeexpo.com.au
<b>WA Local Government Convention and Exhibition</b>	6th – 8th August	Perth Convention Exhibition Centre	Glenys Errington (08) 9213 2000 gerrington@waga.asn.au
<b>NIASA Field Day</b>  	20th August	Venue to be advised.	Garry Hatcher NGIWA (08) 9358 4811 garry@ngiwa.com.au
<b>NGIWA Quiz Night Challenge</b> 	21st August	Canning Exhibition Hall	Caitlin Olson (08) 9358 4811 reception@ngiwa.com.au



## Reach out and get more attendees

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Nursery & Garden Industry  
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Good people to know.

# Perception is Truth

**In my conference presentations, I often talk about the fact that what the customer perceives is in their mind truth and that is what retailers and suppliers need to work on. The same is true of retailers' perceptions of the industry and their consumers.**

**I**n February 2009 at the Australian National Nursery & Garden Industry Conference, I had an unique opportunity to find out what the Australian industry really thinks about itself and its customers. At the conference, I facilitated a session for the Nursery & Garden Industry Australia, where we carried out a survey with the conference audience to obtain their views on the industry.

We used an Audience Response System software program called TurningPoint which enables a speaker to receive instantaneous feedback from the audience. A basic version of this technology has become commonplace on television game shows such as 'Who Wants to Be a Millionaire' where the contestant "asks the audience". The result is instant collective results from the audience displayed on the screen.

My audience consisted of the top 250 retailers, growers and suppliers in Australia. It was made up of 31% growers, 31% retailers, 16% suppliers and the remainder were advisors to the industry. The gender basis of the room was 35% women and 65% men. 45% of the room were in the Jones Generation age group profile, the 35 to 55 year olds.

## What do we think of our industry?

The first question I asked was how effective the audience felt we were as an industry at communicating along the supply chain line, from propagator through to retailer and the consumer.

The first question I asked was how effective the audience felt we were as an industry at communicating along the supply chain line, from propagator through to retailer and the consumer.

**0%** thought we were excellent

**31%** thought we were good

**53%** thought we were average

**16%** thought we were poor

This indicates that when it comes to getting the message across along the supply chain the audience generally considered the industry to be weaker than is desirable and indicated it is an area that needs to be addressed as an industry.

What do retailers look on as the main weaknesses in the supply chain and what do growers think are the weaknesses with retailers? This is often a strongly debated issue in the industry. The results come out as follows:

## What is the biggest criticism of retailers?

**44%** Growers expect retailers to buy from availability lists without seeing the plant

**38%** Stock arrives too late in the week for the retailer to build effective displays for the weekend

**38%** Plant quality fluctuates

**31%** Growers do not understand the complexities of retailing their products

This indicates a major challenge and opportunity for growers. The Availability list resistance probably occurs because of a lack of confidence and trust, since quality fluctuation also comes up as a major concern.

## What are the concerns of growers?

**43%** Retailers are not loyal to suppliers

**40%** Retailers do not give enough forward notice of their requirements

**27%** Displays do not do justice to the plants supplied

Again the big issue is the supply chain management that needs to be addressed. I am sure an open forum on supply chain management would help to start resolving some of these issues.

## How well do you understand the industry?

We all get involved in our little piece of the supply chain and often do not appreciate the full picture.

When growers were asked what was their stock turn targets for their product in a retail situation, 47% said they know the target, but 89% said they had no idea what their product would generate a square metre in the retail area. This is a major concern, in other industries the manufacture would have a clear strategy on how they would expect their product to perform in the retail arena.

When it comes to retailers, 44% felt they understood the manufacturing or growing process and 55% knew the cost of manufacturing. Retailers believe they know the manufacturing side better than the manufacturing side knows the retailing side of the journey to the consumer. This may be because many retailers started as growers in the industry.

## Do we understand our consumer?

Having obtained a cross section of views on how delegates from both sides of the industry understood the other, we then moved onto consumers and how well the industry understands the ultimate consumer.

To get a more precise understanding of industry views, I split the consumer market into the generational groups that are often used in marketing of lifestyle products.



## Generation Y

### The 15 to 25 year old market.

These guys will be our customers of the future. They will buy what I call trinket plants now. In Italy I came across growers using glitter or sparkle paint on African Violets to grow sales with considerable success in this particular market niche.

#### How well do we understand this market when it comes to green products?

38% believe they have no understanding

49% said they knew them well

13% believe they know them very well

Interestingly enough no retailers in the room believed they knew this market very well, but 86% of suppliers believed they knew the issue. I am sure this will be debated in the weeks and months to come.

## The Jones Generation

### The 35 to 55 year old market.

When it came to this age group there was agreement across the industry

29% of the room believed they knew Jones Generation consumers well

71% believed they knew them very well

In an industry there was comfort selling to the Jones Generation age bracket and belief across the industry that the Jones Generation was being served well.

## The Greying Tigers

### The over 65 year old market.

11% of delegates thought they did not understand this group

48% believed they knew them well

41% believed they knew them very well

Overall observation is, that the industry understands the motivational needs and wants of the older consumers better than the younger market. The younger market is where the future is and where the money is being spent.

Industry needs to concentrate on marketing to the younger generations, the challenge is that the industry has conflicting ideas on how the industry knows this market.

## Generation X

### The 25 to 35 year old market.

Generation X are the lifestyle consumers who are definitely within the market for nursery industry products and can be some of the highest spenders. The research shows they are the last to feel the pinch when a recession hits.

13% believe they do not understand the market

56% believe they know this market well

31% believe they know it very well

Again retailers in the room felt they did not know the Generation X sector very well and suppliers felt they knew it well.

It became clear when I analysed the results that growers and retailers had completely different views on the market. Retailers stated they did not understand the younger market, while growers and suppliers were saying they did and that the retailer was holding the industry back when it came to these two segments of the market.

## The Baby Boomers

### The 55 to 65 year old market.

This is the market sector that created a buzz in the industry in the 80's and 90's but now these individuals are moving onto other activities and maintaining their gardens.

4% responded they did not know this segment well

33% believes they know them well

63% believed they knew them very well

No real surprises here; the industry has grown up with this market sector. As a result it is to be expected that the industry would understand the motivations of this age group.

### Story: John Stanley

John Stanley is a horticultural retail business coach, speaker and author of "Just About Everything a Retail Manager Needs to Know". Stanley helps with store layout, merchandising strategies, generational marketing and branding.

Visit [www.johnstanley.cc](http://www.johnstanley.cc), email [info@johnstanley.cc](mailto:info@johnstanley.cc) for information.

## What will drive the Industry over the next 12 months?

76% of the audience believe it will be the "cocooning" customer

24% believe it will be climate change issues

What did surprise me was that 66% of the audience believed that the use of plastic containers in our industry would not be an issue in the summers mind over the next twelve months.

These are the thoughts of one group in Australia. After the session, a number of people approached me and said they did not agree with my findings. I can accept that, it was a confidential polling of the industry which, I hope, will start debate on the main issues that need to be addressed. It was a group of Australians, do other nations within the horticultural industry feel the same way, I do not know. To my knowledge, this is the first time this type of research has been carried out within our industry. The only thing I can stress is perception is and this is the truth that came out of one session.

In the coming months I will be analysing the figures and adding comment to the debate.

I would like to acknowledge the involvement of the Nursery & Garden Industry Association of Australia in helping to develop this research of the industry.

# Nursery & Garden Industry Awards 2010

New awards, reduced submission requirements, simplified entry criteria, greater winner benefits.

**ENTRIES** for the 2010 Nursery & Garden Industry Awards open June 1, 2009 and close July 26, 2009.

The Nursery & Garden Industry Awards give businesses the opportunity to promote themselves as leaders in the industry. By entering the Awards you are inspiring others to strive for excellence and are making a strong statement about your organisation's commitment to the professionalism of the industry.

An invaluable benefit of the Awards for Garden Centres and Production Nurseries is the feedback you receive from the onsite judges visits and their written assessment about your opportunities for improvement.

## New awards

This year the entry criteria has been simplified and new awards developed to make entering more equitable and accessible for you and your business.

New awards for 2010 include Best Government Nursery and Best Propagation Nursery. As well as this, the NGI Industry Supplier Award has been changed to an industry nominated award recognising the contributions of our suppliers.

## Reduced Submission Requirements

The entry criteria for the 2010 Awards have been simplified. Each category requires a two to six page submission plus support materials depending on the category you enter.

## Five awards for 2010 will be:

- Best Small, Medium and Large Garden Centre
- Best Small, Medium and Large Production Nursery
- Best Government Nursery
- Best Propagation Nursery
- NGI Community Award
- NGI Environment Award
- NGI Training Award
- NGI Export Award
- NGI Industry Supplier Award
- Young Leader Award

## Entering is now as easy as 1, 2, 3

In coming weeks you will receive a brochure and entry form for the 2010 Awards Program. The revised entry process will be:

**Step 1:** Simply complete the entry form indicating the category you would like to enter and providing your contact details.

**Step 2:** Post, fax or email your entry form back to NGIA and we will send you the simplified criteria for each category you want to enter.

**Step 3:** Complete your submission, include your support materials and entry fee, and return it by post or email prior to July 26, 2009.

NGIA National Marketing & Communications Manager Jacqui Gibbs says: "The Nursery & Garden Industry Awards provide an unparalleled opportunity to work on your business. The process enables you to focus on your strengths and identifies the opportunities for business improvement. This coupled with the onsite visits, judges' feedback and industry recognition make entering the awards an invaluable investment."

All entries will be judged on a State level with the winners in each category moving through to become National Finalists. State winners of the 2010 Nursery & Garden Industry Awards will be announced at State celebrations held between October 1 and November 30, 2009.

## Winner Benefits

All State Winners in the national award categories will become National Finalists. The National Winners will be announced at the Awards Gala Dinner in 2010 in conjunction with the NGI National Conference in Darwin.

National winners will receive a trophy, marketing support materials and a \$1000 towards training through their State Nursery & Garden Industry Association.

Entries close July 26, 2009.

For further information please email [natalie.walker@ngia.com.au](mailto:natalie.walker@ngia.com.au)



# Quarantine Update

## Millipedes on the March

Portuguese millipedes were first recorded in 1986 at Roleystone. By the late 1990s they had been found in other areas of the south-west, but in the Perth metropolitan region they were still considered to be concentrated in the Hills. In recent years, however, they have spread into many suburbs including some on the coast.

**TYPICALLY** these exotic millipedes are mostly seen in late autumn and early winter. Eggs are laid in April and May, which explains why populations explode after the autumn rains. In high populations, however, low numbers may be seen in any month. Some can live for over two years.

In the garden millipedes play a useful role in breaking down organic matter in the soil. It is the Portuguese millipedes' habit of invading houses at night that accounts for them becoming a nuisance.

As they are attracted to light, it helps to turn off external lights such as the porch or backdoor lights. Other ways to stop light beckoning are the same measures we take to conserve energy, such as drawing curtains and using draught excluders. Effective door seals will prevent the entry of the millipedes.

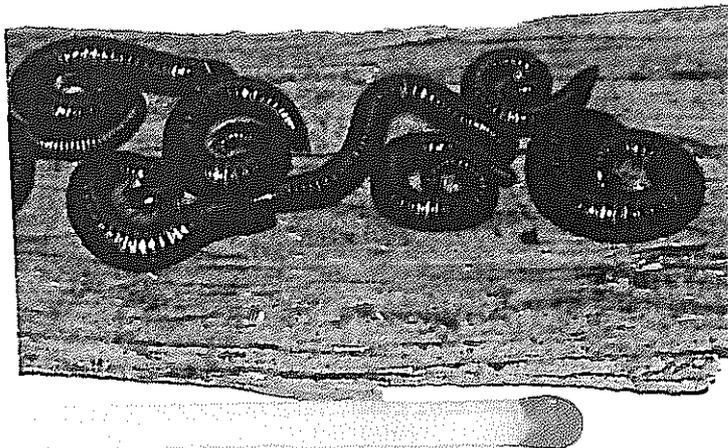
Physical barriers include fixing a galvanised half-round continuous pipe or a strip of plate glass against the foot of the house walls. Millipedes cannot climb smooth vertical or convex surfaces.

Moat traps comprising a steel purlin with a return lip, buried flush with the soil, are efficient. The millipedes fall in and cannot escape because of the overhanging edge. They die whether the moat is dry or wet.

There are a couple of other barriers which require more detailed description than is possible in this article. If you would like our free Portuguese millipedes Gardennote so that you can pass on the tips to your customers ring Freecall 1800 084 881.

For customers who want a quick chemical solution, products containing bendiocarb, carbaryl and cyfluthrin are registered against millipedes for treating the ground adjacent to the house.

**Story and Photograph:**  
Marc Widmer, entomologist,  
Department of Agriculture and Food



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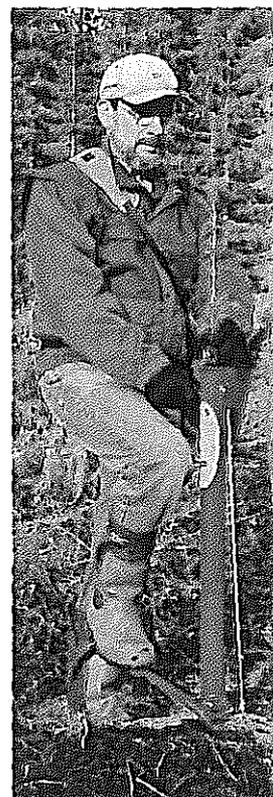
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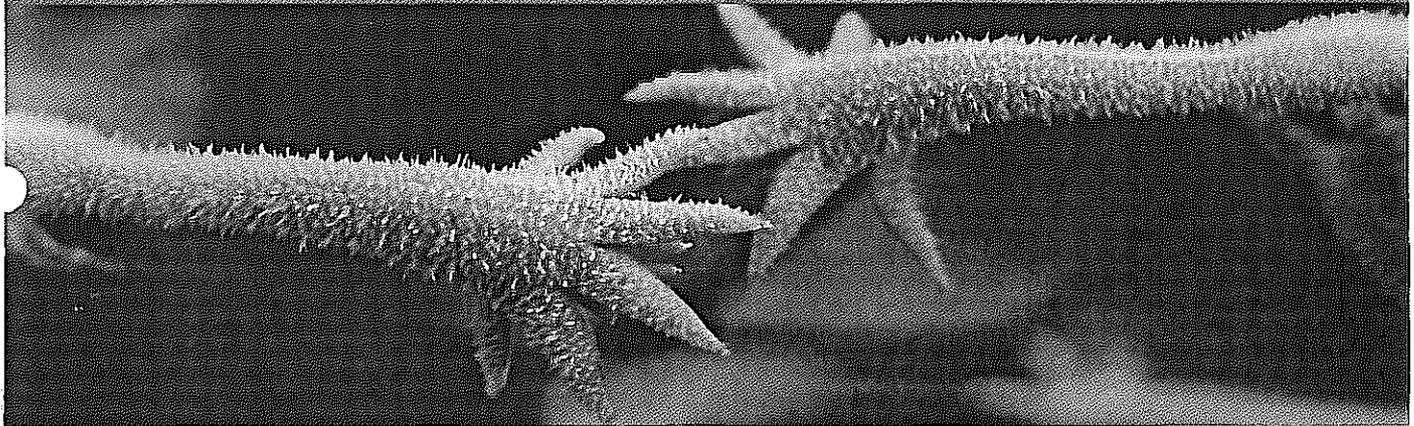
Email [oshie@bigpond.com.au](mailto:oshie@bigpond.com.au)



# Workshops & Events

Dates, venues and locations may be subject to change. Contact NGIWA on (08) 9358 4811 for further details.

Event	Date	Venue	Contact
<b>Nursery and Garden Industry of WA – Annual General Meeting</b>  Nursery & Garden Industry Western Australia	<b>Wednesday 16th September 2009</b>	<b>Café Noel</b> Unit 3 – 4, 7 Kearns Crescent, Ardross WA.	Caitlin Olson, NGIWA. (08) 9358 4811 reception@ngiwa.com.au
<b>Garden Week 2010</b>	<b>15th – 20th April 2010</b>	Perry Lakes, Floreat.	Colleen Mailey, NGIWA. (08) 9358 4013 colleen@ngiwa.com.au
<b>International Plant Propagators Society Conference</b>	<b>13th – 16th May 2010</b>	Esplanade Hotel Fremantle.	Margy Clema. 0439 070 553 margy@whistlepipe.com.au
<b>Nursery and Garden Industry Australia National Conference</b>   per day of registration	<b>April 19th – 22nd 2010</b>	Darwin.	Jacqui Gibbs, National Marketing & Communications Manager, NGIA. (02) 9876 5200 jacqui.gibbs@ngia.com.au



## Reach out and get more attendees

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## Good people to know when things go wrong.

Insurance is a big deal for small business. If disaster strikes, it's good to know that there is someone out there that can help get you back on your feet quickly. Our locally based staff can provide you with personalised, on site service.

WFI, part of the Wesfarmers group, is a business insurance specialist. Call 1300 934 934 or visit [www.wfi.com.au](http://www.wfi.com.au) for a quote today.

WFI is a trading name of Wesfarmers General Insurance Limited ABN 24 000 036 279 AFSL 241461, the issuer of our policies. Contact WFI for a Product Disclosure Statement (PDS) to help decide if our policies are right for you.



Nursery & Garden Industry Western Australia

Good people to know.



# Green-Life Careers

## **NGIA has commenced an industry career project aptly named Green-Life Careers.**

As the industry continues to be identified as an area of skills shortage, it is vital that we ensure Australian workers are made aware of the issues, the opportunities and the career pathways available to them within the industry.

A broad range of methods will be used in the promotion of careers within Amenity Horticulture, including the dedicated website [www.greenlifecareers.com.au](http://www.greenlifecareers.com.au), marketing material, representation at career expos, and national print advertising advertisements. NGIA will also be partnering with various organisations for greater exposure and coverage to a multitude of stakeholders including every secondary school and TAFE in Australia and the careers advisor networks.

### **The projects objectives are:**

- To raise the profile and to stimulate broader interest in careers within our sector of industry;
- To encourage young people (years 10, 11, 12) and mature age career changers to consider a career and pursue a relevant vocational course within the sector;
- To find ways to encourage career counsellors and parents to support the propositions of the Nursery and Garden Industry;
- To assist in the retention of existing employees and employers in the industry;
- To forge new and strengthen existing relationships and networking between industry and relevant educators and educational intuitions;
- To raise the profile and stimulate broader interest in the Nursery and Garden Industry;

- To enhance and educate the broader community in respect of NGIA and convey positive messages across all aspects from climate change and the environment, urban greening, health and wellbeing, Life is a Garden, pest and diseases, retail, interior plantscapers, and the diversity of career possibilities;
- Position the sector in such a way to overcome any negative perceptions that may exist

### **Show and Tell.**

The Green-Life Careers website [www.greenlifecareers.com.au](http://www.greenlifecareers.com.au) contains 17 videos (with more to come) giving the viewer a candid look at what is involved in day-to-day life within various sectors of the industry, as well as career pathway information and education options – and so much more. The website is now live and can also be accessed via the new NGIA website [www.ngia.com.au](http://www.ngia.com.au).

### **Green-Life for industry Employers.**

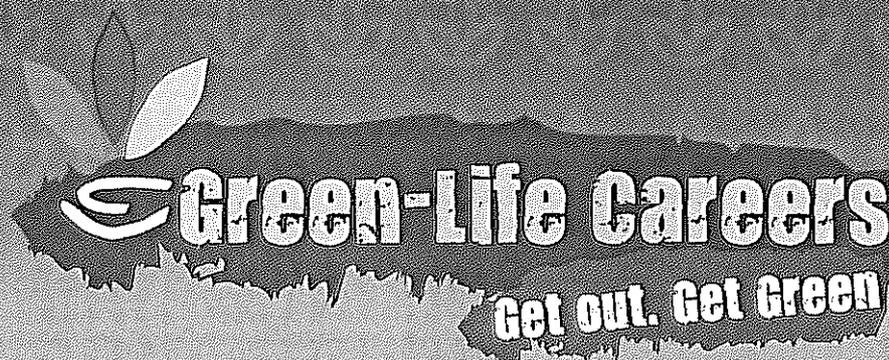
The Green-Life Careers website also includes important and useful elements for industry employers. A dedicated Employer Assistance page includes information and links relating to workplace relations, the new Federal Award, apprenticeships and more.

### **Jobs Vacant and Jobs Wanted.**

Looking for staff or wanting to advertise a position? The website is an ideal place to advertise a job vacancy or for a listing of those wanting a position within the industry. Listings are free and aim to bring together various stakeholders in the one place – everyone working together – that's got to be useful!

The Careers website will continue to be updated and improved. Feedback and content suggestions are most welcome from industry so that it remains useful and current. Let us know what you think!

**For further information and feedback contact Fiona Kelly, National Training & Recognition Manager on (02) 9876 5200 or [careers@ngia.com.au](mailto:careers@ngia.com.au).**



[www.greenlifecareers.com.au](http://www.greenlifecareers.com.au)

# Record Attendances for NextGen Functions.

**The recent NextGen function drew record numbers for the second time in a row.**

A large crowd attended thanks to the two dynamic keynote speakers Josh Byrne and Giles Pickard.

Josh's presentation illustrated the use of water budgeting in a domestic situation and then was expanded into water strategies for commercial and community projects. Josh also talked about urban food production in both a domestic and community capacity. His talk was directly aimed at the nursery and landscape industries in relevance to design, supply, opportunities and niche markets.

Giles started off by talking about the heat factor of urban planning before moving into an extensive talk on some of the most interesting green roof projects worldwide. As Landscape Architect for the City of Fremantle, his ability to relate this to Western Australia (WA) was innovative and exciting. Giles also covered green walls and current Western Australian projects that are exhibiting a high level of environmental accountability.

Both presentations directly addressed the future of our water use, plant use and design practices. This presentation was relevant to all production, wholesale and retail nurseries. It also attracted many members from the Western Australian Landscape and Design Association (WALDA) and representatives from TAFE.

One key point from the night was need for designers and lecturers to be in contact with growers and suppliers of all green life and related products.

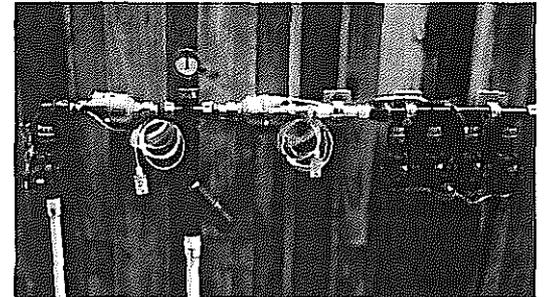
A record turn out can be attributed to the support of some of WA's leading nurseries. Both Dawson's Garden World and Zanthorrea Nursery paid for their teams to be in attendance which reflected their professional approach to team training and development. I highly commend this and thank them for their dedication to our industry.

Suppliers of allied products were also in attendance including representatives from Yates, Stocktech and Richgro. This provided suppliers with the opportunity to identify how they can become corporate sponsors of Next Gen and provide informative presentations of their own to educate others on how their products work.

I would like to thank all who attended and contributed to making the night a great success and look forward to seeing you all again plus many new faces at our next event.

Have a great month in your garden.

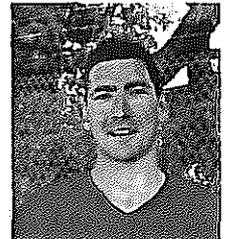
**nextgen**  
NURSERY GROUP



**Identifying opportunities for achieving water efficient, sustainable gardens.**

**Story: Ben Mitchell  
Chairman  
NextGen**

**Images courtesy of  
Michael Ward**



**For further details on the NextGen group and upcoming events contact:**

**Ben Mitchell**  
growingfree@iinel.net.au  
Ph: (08) 9336 7694  
Mob: 0405 534 346

**Emma Iddison**  
Business Development  
Officer, NGIWA  
emma@ngiwa.com.au  
Ph: (08) 9358 4811  
Mob: 0419 930 008



# What Makes You Tick?

*... and how do you get the ticking to keep going?*

**WHAT** is it that helped you get into this fine industry of ours? Was it the fact that your parents were involved? Could you have come from a farming or agriculture background? Was it the pure thrill of just being around plants and accessories - (sounds more like the fashion industry), or was it because you didn't get enough in you Tertiary Exams to get into Uni?

Whatever the reason for not becoming an accountant, you made the right decision. Our industry is rich in culture, ideas, information and opportunities.

Take culture for example. Look at the rich history of Australian landscapers and designers (whatever you want to call them), like Edna Walling. It was a great pleasure to see Dame Elizabeth's garden open in Melbourne recently. Apparently, back in the day, Edna was a friend and close associate and made the garden. Dame Elizabeth refutes this and says that she made the garden. Whatever you think is fine by me, but where else in the world do you get cat fights about gardens? Especially between dead people.

**“ Whatever the reason for not becoming an accountant, you made the right decision. ”**

Ideas and information are essential to our businesses and I mean whatever business you are in within the industry. Networking with others is a great way to explore new ideas with people if you want to run things by someone else before you try it. Networking is also great for students and new business owners as contacts are necessary...necessary...necessary.

Opportunities come and go and you often have to be there at the right time and place to take advantage of opportunities. You can however, make your own opportunities by advertising a new or different product or service, standing apart from others in terms of quality and name, or even making the opportunity for people to meet you!

It's good to remember that it takes thirteen weeks of advertising before the public trust that you will be around for the long haul (information sourced from the Small Business Centre). So, if you are planning to make an opportunity for yourself in advertising your product or service, make sure you're in it for the long haul. It's no good putting in four adverts and then giving up because you've had no calls. Persistence brings rewards.



**In closing my rant, the Western Australian Landscape and Design Association (WALDA), is having some more education nights coming up.**

- |                                   |   |
|-----------------------------------|---|
| <b>Monday 31st August 2009</b>    | Mick Williams from Boundaries WA. He will be talking about fencing.     |
| <b>Monday 14th August 2009</b>    | Arthur Brown will be talking to us about Zeolite and Spongalite.        |
| <b>Monday 21st September 2009</b> | Jason Chittleborough from NutraRich will be talking about composts.     |
| <b>Monday 5th October 2009</b>    | Paul Officer from Netafim will talk to us about sub-surface irrigation. |

So come down to the (old) Melbourne Hotel on the corner of Hay and Milligan Streets, Perth on one of those Mondays at 7pm and meet the members, or even become one! We'd love to have you. Any queries, please get in touch with Melissa from WALDA on 0412 906 471 or [melissa@studiolandscape.com.au](mailto:melissa@studiolandscape.com.au)

Thanks all...until next time, happy and healthy gardening.

**Story: Melissa Challenor-Bevis  
President, WALDA  
[melissa@studiolandscape.com.au](mailto:melissa@studiolandscape.com.au)**

# National Invasive Plants Survey

## We Need Your Assistance!

### Online national invasive plants questionnaire - where does your business stand?

**FOLLOWING** part one of the national invasive plants survey, Nursery & Garden Industry Australia (NGIA) is requesting vital industry participation in an online questionnaire to gauge how familiar industry businesses are with invasive plant issues.

National Environmental and Technical Policy Manager Anthony Kachenko says: "The response to part one of the survey saw NGIA receive an astounding 350 production/availability lists from nurseries across Australia.

NGIA sincerely thanks all participating nurseries who are clearly focusing on the future of invasive plant management by removing those plants currently deemed invasive or potentially invasive from their lists."

The online questionnaire is open to all retail and production nurseries across Australia. To complete the survey, visit [www.ngia.com.au](http://www.ngia.com.au) and follow the link to the survey.

### There are four parts to the survey which cover invasive plants:

- awareness
- resources
- extension
- management

The survey takes no more than 10 minutes to answer and all completed surveys will remain confidential and used only for research purposes. Business details will not be disclosed in the final report, to be released in December 2009.

"Nursery & Garden Industry Australia is committed to protecting

Australia's rich biodiversity," says Anthony. This questionnaire will provide NGIA with important and relevant data that will assist us to establish the level of awareness growers and retailers have regarding the plants they sell.

It continues to build on the success of the Grow Me Instead campaign, nationally launched in April this year to further educate industry and consumers regarding the prevention and spread of environmental weeds.

With an increasing focus on environmentally sound business practice, it is vital for industry to participate.

If you would like to know more about this project, contact Del Thomas ph/fax (02) 6557 2727 or email: [delwyn.thomas@ngia.com.au](mailto:delwyn.thomas@ngia.com.au).

Del Thomas has been engaged by NGIA to lead this project.



*Note: NGIA is aware that the lists of garden plants known to be invasive vary considerably from region to region.*

*However, we will address this when evaluating production lists and make the final report. If you wish to make special note of certain species on your list, please do so.*



Cotoneaster



Pittosporum undulatum  
Image from Macbird Floraprint



Pennisetum setaceum (green)  
(typical form)

# Vigilance is Required in Nurseries

## to prevent the spread of *Phytophthora* diseases.

*Phytophthora cinnamomi*, commonly known in Western Australia as '*Phytophthora dieback*' or less appropriately as 'jarrah dieback' is widespread throughout Southern Australia.

IN south-west Western Australia alone, over 41% of the approximately 6000 described native plant species are killed by this pathogen.

In Western Australia, there are over ten described *Phytophthora* species, with four species currently being described, and at least another eight to be described. Many of these are associated with nurseries. They are all pathogens that can affect many commonly grown exotic or native plant species.

Due to widespread occurrence of *Phytophthora* species in the landscape, the potential of these *Phytophthora* species to enter and then be spread from nurseries is huge. Once in a nursery, spread can occur through the following ways:

Via water runoff, groundwater flows and irrigation.

Poor quality container substrates.

Poor hygiene (e.g. poor drainage, pots not off the ground, people returning dead but diseased plants to the nursery through growing areas, dirty vehicles or footwear, lack of adequate quarantine facilities).

Purchasing stock from nurseries that are not NIASA accredited wholesale nurseries.

Interestingly, many fungicides do not kill *Phytophthora* but rather suppress the pathogen which can result in nurseries selling putatively disease-free stock, that remain infested and a threat once sold on.

Worldwide, nurseries are recognised as key threats to the spread of harmful *Phytophthora* species into home gardens, horticulture and natural ecosystems. *Phytophthora ramorum* the cause of 'Sudden Oak Death' in the USA is a good example. Many hundreds of thousands of hectares are now infested by this pathogen due to its rapid spread through diseased nursery stock.

Nurseries have been closed down and entire stock eradicated because of this pathogen. Also, when more than one *Phytophthora* species come into contact with each other in a nursery, they can mate and produce viable hybrids that in turn can become major new pathogens. A good example of such a hybrid is *P. alni* which is now widespread and killing alders in natural ecosystems throughout Europe.

To limited the spread *Phytophthora* species good nursery practice involves:

Purchasing disease-free stock and disease-free container substrates with good air-filled porosity (~30%).

Ensuring bulk substrate bins are well drained and free of standing water.

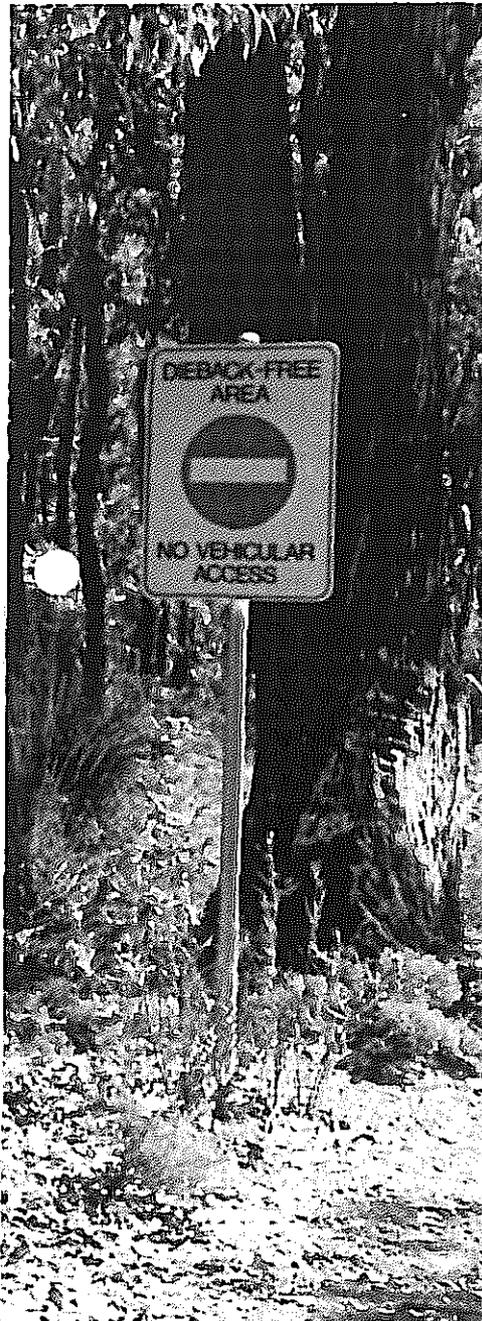
The use of clean water sources.

Where possible placing pots off the ground, or at least on 'blue metal' and not on plastic sheeting or woven cloth surfaces (weed mat) where standing water can accumulate

Use new pots or well sterilised recycled pots.

Employ hygienic propagation practices.

Regular nursery surveys that remove suspect or sickly plants and their appropriate disposal.



# Quarantine Update

## Figure it Out

**The end of financial year statistics for Quarantine WA are a satisfying reminder of the hundreds of thousands of ways in which our teams prevent items of concern from entering the State.**

**AT** the Kununurra road checkpoint, for example, almost 42,000 vehicles passed through during the year and inspectors seized quarantine risk material from just over a quarter of them. This amounted to well over 14,000 kilograms of produce which could have carried in pests, diseases and weeds.

Honey continues to be a significant presence, with 36 kilos being intercepted at Eucla and 60 kilos in a single vehicle at Kununurra. This vehicle was also carrying 26 kilos of beeswax, as well as considerable quantities of potatoes, apples and seed, plus 14 used agricultural bags or boxes.

Large machinery can turn up some surprises. A crane frame passing through Eucla was sent under quarantine for further inspection. Many birds' nests were found inside, together with other quarantine risk material.

Another interesting incident at Eucla was the arrival of a pet frog whose owner had found it four months earlier near where he worked in South Australia. When the frog was sent to the Department of Environment and Conservation (DEC) for identification it proved to be an unknown species.

Passengers arriving at Perth Domestic Airport kept our detector dogs occupied, with close on 2,900 kilos of prohibited items being seized. Nearly 11,000 kilos were placed in the amnesty bins and we believe it is the very presence of the beagles which makes so many people comply with the regulations.

Significant intercepts included a wide variety of fruit and vegetables as well as packets of seeds, honey, beeswax and propolis. One passenger attempted to carry in five kilos of potatoes while another had the same weight in cherries. Also at the airport, Quarantine WA assisted DEC with preventing reptile smuggling when 34 live specimens were seized.

Plant material accounted for the vast majority of intercepts at the Parcels Centre. Our active detector dog screened 4000 cages of Express Mail and, as a result, 562 items were intercepted.

**Story: Bruce Hastings,  
Manager, Checkpoints and Surveillance,  
Department of Agriculture and Food.**



