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N&G NEWS

NURSERY & GARDEN INDUSTRY NSW & ACT

A SEASON OF GROWTH!

New members
New website
New updates

Nursery & Garden Industry NSW & ACT

STAFFING CHALLENGES | LOW ALLERGY GARDENS | IRRIGATION | SOCIAL MEDIA FOR WHOLESALE | ASK AN EXPERT

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IN THIS ISSUE

5 JOBS BOARD

6 EXECUTIVE SUMMARY

8 NGINA NEW WEBSITE

10 ASK AN EXPERT

12 CHANGING THE NARRATIVE

14 LOW ALLERGY GARDENS

18 NEXT FINANCIAL YEAR ECONOMY

19 MANAGING EMPLOYEE ABSENTEEISM

20 WHOLESALE NURSERIES AND SOCIAL MEDIA

21 VISUAL MERCHANDISING

23 MEMBER SITE VISITS

30 BECOME A MEMBER

32 NGINA EVENTS

44 NEW MEMBERS

49 FROM PLANT TO PLATE

Publisher: Nursery & Garden Industry NSW & ACT
President: David Jakobs
CEO: Anita Campbell
Editor: Leisha Jordan
Guest Contributors: Anita Campbell, David Jakobs, Leisha Jordan, Bin Jiang, Tara Preston, Sidekicker, Business Australia, Melissa Meadows, Angel Thomas, Brooke Steinhoff, Madison Ryan, Sophia Jorge & Suzie Degabriele, Ball Australia, New Housemates, Lush Flower Co, Lush Leaf, Vanderley Nursery.
Address: PO BOX 345, Kenthurst, NSW 2156
t: 02 9679 1472 | **e:** info@ngina.com.au **w:** ngina.com.au
Design: Leisha Jordan
Printing: Fishprint
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t: 03 9596 4807 | **w:** fishprint.com.au

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Nursery & Garden Industry NSW & ACT

ENVIRONMENTALLY FRIENDLY PRINTING

2023 Events & Training CALENDAR

Nursery & Garden Industry NSW & ACT

June

Wednesday 21 | Sydney Trade Day
Wednesday 28 | Online Member Forum

July

Wednesday 19 | Sydney Trade Day
Tuesday 25 | Board Meeting
Wednesday 26 | Online Member Forum
Tuesday 25 | Green Expo Tour Starts
Friday 28 | AQF3, Northen Rivers
Friday 28 | AQF3, Central Coast
Friday 28 | AQF3, Sydney

August

Thursday 3 | First Aid & CPR, Central Coast
Thursday 3/4 | AQF4, Northern Rivers
Thursday 3/4 | AQF4, Sydney
Thursday 10 | First Aid & CPR, Alstonville
Thursday 10 | First Aid & CPR, Sydney
Wednesday 16 | Sydney Trade Day
Wednesday 23 | Online Member Forum
Friday 25 | Pulling Back The Shade Cloth
Friday 29 | Port Macquarie Trade Day

September

Wednesday 6 | Board Meeting
Tuesday 12 | Northern Rivers Trade Day
Wednesday 20 | Sydney Trade Day
Wednesday 27 | Online Member Forum
Friday 29 | Pulling Back The Shade Cloth

October

Wednesday 11 | Board Meeting
Wednesday 18 | Sydney Trade Day
Wednesday 25 | Online Member Forum
Friday 27 | Pulling Back The Shade Cloth

November

Wednesday 1 | Board Meeting
Wednesday 8 | Social Media Course
Wednesday 15 | Sydney Trade Day
Wednesday 15 | NGINA AGM
Wednesday 22 | Online Member Forum
Friday 24 | Pulling Back The Shade Cloth

December

Friday 1 | Gala Dinner & Awards Night
Wednesday 6 | Sydney Trade Day
Wednesday 13 | Board Meeting
Friday 29 | Pulling Back The Shade Cloth

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Nursery & Garden Industry

Jobs board

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Executive Summary

I think we can all agree that consumer foot traffic in most retaile outlets (corporate and independent) has been poor during the past three months across NSW and ACT regions. Even the unseasonably warm Easter long weekend didn't have too much of an impact, with trade remaining patchy as more people took the opportunity to get away. The month of May 2023 was marked by an unusual chill across Australia, as over 100 weather stations reported record-breaking minimum temperatures. The month was characterised by frequent frosts, occasional snowfall, and below-average rainfall. Sydney experienced its coldest May in 53 years, with the mean temperature settling at 15 °C.

Even though the weather hasn't always been in our favour, the economic commentary linked to the cost-of-living pressures may be a larger contributor, with consumers spending their discretionary dollar in other areas such as eating out and holidaying. The plant jam in many of the garden centres means than growers seem to have more stock on the ground than usual, which hasn't been the case for a few years. Trade day standholders are reporting a similar trend with their sales linked to pre orders and limited to the bare necessities due to low consumer demand.

As we weather the upcoming winter it is time that we all change the narrative. Instead of talking about quiet times and waiting for the spring turnaround we need to be much more proactive in how we communicate the benefits of gardening to consumers, media, government and amongst ourselves.

Regardless of the time of year or current consumer sentiment, we all need to make sure we have positive messaging around:

- The mental health benefits to the community from gardening see page 12
- How people can shore up food security in tougher economic times
- Colouring your life
- Holidaying at home
- Adding material value to your house
- Greening your house for less reliance on electricity
- Educating the next generation.

Over the winter months NGINA's 'Getting Social' column in our eNews and on our website will feature ways you can help to promote positive messaging about our industry and all the amazing benefits of gardening.

Speaking of our website we are thrilled that we were able to launch our new website in May.

Our new website is the end product of a year-long digital transformation project. Digital transformation is the integration of digital technology into all areas of a business, fundamentally changing how you operate and deliver value to customers. It's also a huge cultural change for the organisation.
For NGINA, it meant retiring our old customer relationship management software and moving to a new platform, Hubspot. While that can sound relatively simple, as with most associations, our Content Management System is also our accounting system, marketing platform, sales hub, booking system and our website platform.

The new website reflects our growth as an industry and will allow us to better serve our members and the economy as the peak representative body in the Nursery and Garden Industry in NSW & ACT. There is more information on the new site on pages 8-9 I encourage you all to visit, log in and update your company details and please provide any feedback on ways you would like us to improve it.

We are also thrilled to report that our new virtual nursery training model is a resounding success. In response to the worrying low levels of apprentices in the key industry areas of horticulture and nursery operations, NGINA launched a new delivery model whereby all students from all areas of NSW are now enrolled in the new CIII Nursery Operations (Retail or Production) qualification being delivered by TAFE NSW Richmond campus. Employers can choose any combination from a range of delivery models such as work based assessments, weekly virtual tutorials, catch-ups on-line, block release, email service and attendance at local TAFE's for some subjects.

Following a comprehensive campaign by NGINA we can report that the uptake has been incredible. We started with 8 apprentices in 2022 and have cracked our target of 100 in 2023 with more enrolling every week.

Our membership Services Manager, Tara Preston, has been getting out and about visiting with members and discussing training options, consumer sentiment, marketing techniques and the various services available to NGINA members. She has visited over 40 member nurseries in the past 3 months. If you have any burning questions please get in touch with her.

In the past three months we have had events for our Sydney Group at the Demonstration Farm, Central Coast/Hunter Group at Arc Ento, Pulling back the Shade Cloth for the Northern Rivers Group at DPI, QIF and Alstonville Plants, Next Gen Group at Cameron's Nursery, An International Women's Day High Tea and our ever popular Pioneers Lunch. We have also run training courses on First Aid, Chemcert, AQF 4 and Forklift Operations.

We will be shortly launching our 2023 Industry Awards. As well as our awards for Production Nursery, Garden Centre, Next Gen and Apprentice of the Year we will have three new exciting categories:

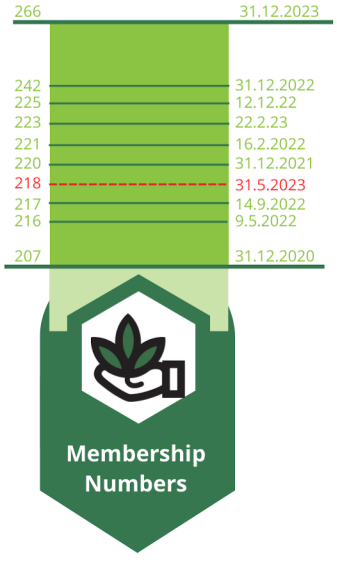
- Employer of the Year
- Trade Day Stand of the Year
- People's Choice Award: Garden Centre of the Year

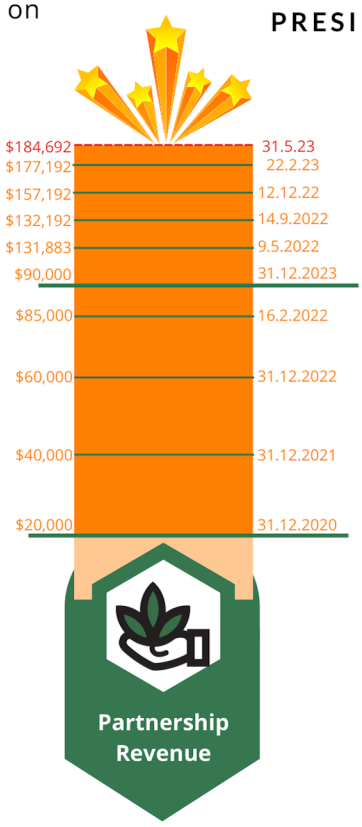
Keep your eyes open for our online nomination forms. Please take the time to enter in as many categories as you can. Entering an award is a great way to for you to benchmark, critically observe and promote your business while improving staff morale.

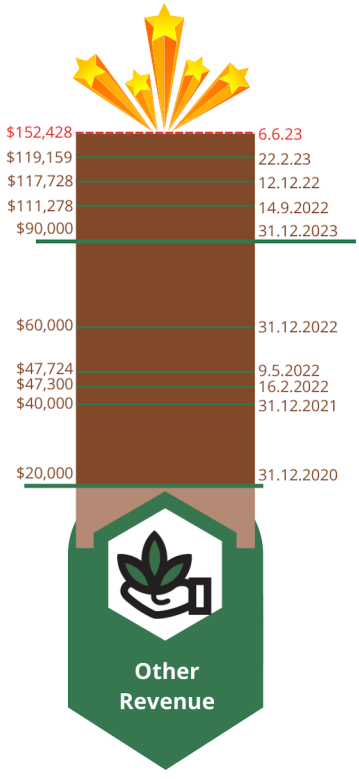
We look forward to seeing you all at the Gala Dinner on 1 December.

David Jakobs
PRESIDENT

Anita Campbell
CEO







WE'RE LIVE!

After over a year of research, planning, tireless execution, and tweaking, we are so excited to officially announce a your new NGINA website! While the aesthetics have changed, our commitment to the industry since 1947 remains the same.

The new site reflects our growth as an industry and will allow us to better serve our members and the economy as the peak representative body in the Nursery and Garden Industry in NSW & ACT. Together we grow!

www.ngina.com.au

Business Assistance

We have divided our new private member centre page into 3 sections: Events & Professional Development | Business Hub | Marketing & Communications to help you easily access all the business assistance you may need. Each section has a preview of it's contents so you can spend less time searching and more time for action!
In this section, you will find: HR services, Business Tools, Awards & Payrates, Industry Info, Social Media & Marketing tips, How-to-guides etc

Get Found

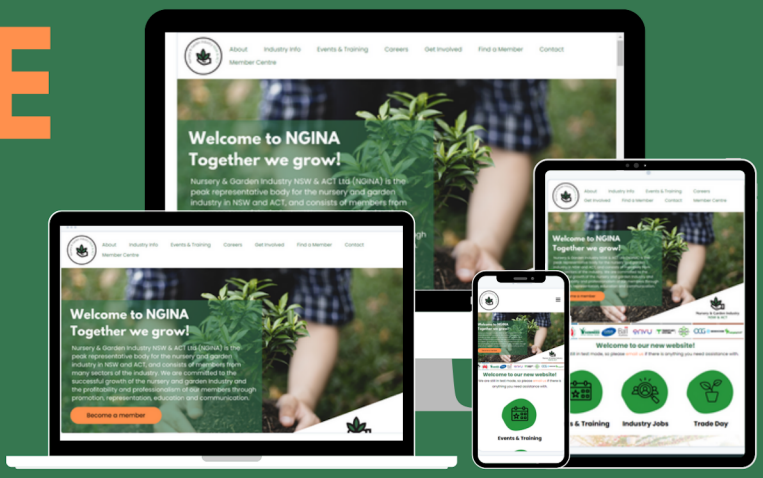
Member profiles can get up to 5000 clicks, leading prospective customers right to you. Our new member search function is going to be more in-depth than ever to help you get found. Take advantage of this by ensuring your business contact information is up to date for when we launch our member search function to the public shortly.

Easy Online Bookings

Easily book online for all our events, training and professional development courses through "Humanitix" whose booking fees go to those in need.
Now it's quick and easy to see all upcoming events, training and professional development courses and add them straight to your calendar

VISIT OUR NEW WEBSITE

Please help us spread the word by posting on your social pages this exciting opportunity for our industry to grow.
Let clients and customers know that you are part of the reputable Nursery & Garden Industry body that is committed to the successful growth of our industry!



Advertise Job Vacancies

Did you know that it is FREE for members to advertise job vacancies on our website?

Our last website got 2.7million views on our job ad page!! That's views you can't afford to miss. We also promote every job ad on our Facebook, Instagram, LinkedIn and eNews. Send us your job ads today to info@ngina.com.au

Visit our new website

ASK AN

"IS THERE ANY CORRELATION BETWEEN SPECIFIC TEMPERATURE CHANGES AND STEM GROWTH WHEN APPLYING 'DIF' TECHNOLOGY EITHER POSITIVE OR NEGATIVE"?

Question: from Luke Plevey (one of our new 2022 Nursery Apprentices) from Nestlebrae Wholesale Nursery.

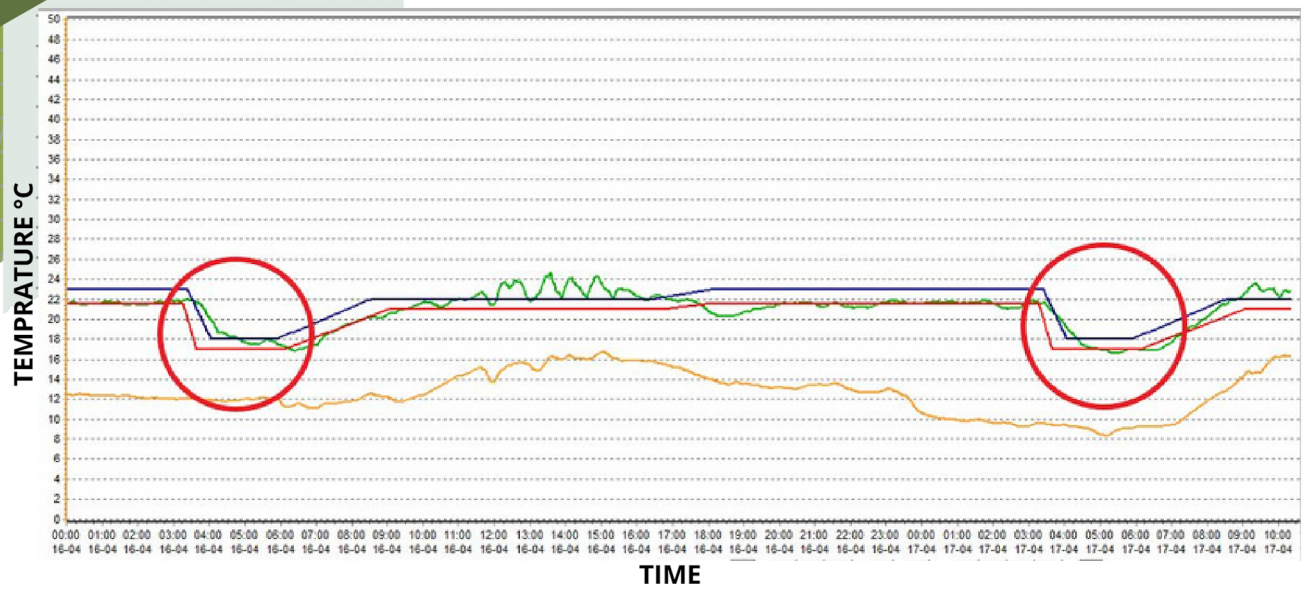
Answer: Bin Jiang, Head grower at Ball Australia

Hi Luke, that's a good question. As you may already know: DIF is the difference between day and night average temperatures.

- Positive DIF(+DIF) when the average day temperature (ADT) is higher than the night (ANT).
- Negative DIF(-DIF) when the ADT is lower than the ANT.

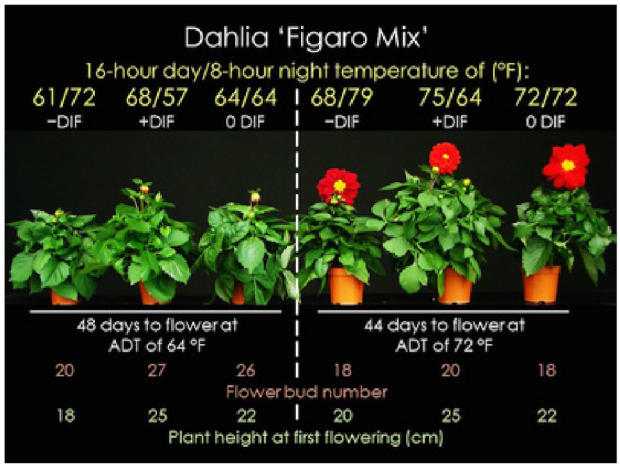
DIF does not have much of an impact on the growth of the foliage, but it does influence the growth of the stems. Seedlings are more sensitive to DIF because DIF has the greatest effect when the plants are growing the fastest.
Plants growing under +DIF are easier to be stretched, and under -DIF are compact. When plants grow under the same DIF condition, higher ADT helps plants grow faster.

EXPERT



Different varieties react differently to DIF. For instance, antirrhinum, celosia, and coleus are more sensitive to DIF in our nursery.

Based on the above information, we can adjust the greenhouse temperature to regulate the plant's height.



The Dahlia growing trial image (Courtesy of GPN-Greenhouse Product News- https://gpnmag.com/article/temperature-integration/) shows the impact of daylight hours to a plants growing structure – particularly the last image where the daylight temperature is high and as a result the plants growth has sped up and is somewhat elongated and leggy.

Changing the Narrative:

Embracing the Benefits of Gardening in Challenging Times

The COVID-19 pandemic has reshaped our lives in many ways, highlighting the importance of well-being and the need for strategies to support mental and emotional health. As we navigate the post-pandemic era, one remarkable avenue to enhance well-being lies in the healing power of plants. Incorporating plants into our surroundings can provide numerous benefits, promoting a sense of calm, restoring our connection with nature, and improving overall well-being.

The post-pandemic period presents an opportunity for self-reflection and prioritising self-care. Caring for plants can be an act of mindfulness and a form of self-nurturing. Engaging in gardening or tending to indoor plants allows individuals to reconnect with nature and find solace in the act of nurturing living things. This process can reduce stress, enhance self-esteem, and foster a sense of purpose and fulfillment.

Extensive research conducted in Australia consistently emphasises the profound therapeutic effects of plants on mental health. A study conducted by the University of Queensland in 2019, revealed that exposure to natural environments, particularly green spaces, plays a significant role in reducing stress levels and enhancing psychological well-being. Furthermore, this research highlighted a compelling correlation between lush gardens and landscapes in residential areas and lower rates of depression, anxiety, and other mental health disorders among individuals.

The impact of plants on mood regulation and anxiety reduction is undeniable. In another study, carried out by the University of Western Australia in 2020, it was found that the mere visual presence of plants evoked feelings of calmness and relaxation, contributing significantly to overall mental well-being. Therefore, it's time to proactively inform our valued customers and clients that immersing themselves in activities such as being amidst greenery, tending to plants, or simply admiring their beauty can powerfully reduce stress, elevate mood, and enhance their overall mental health.

Blooming Together:

How Plants Cultivate Community and Well-being

Australia's diverse flora has the power to nurture not just the land, but also our social connections and sense of belonging. Community gardens, serve as vibrant hubs where people come together to connect, share experiences, and cultivate a sense of community. Recent research conducted by the Royal Botanic Gardens Victoria (2021) has shown that active participation in community gardens is directly linked to improved mental health outcomes. From increased life satisfaction to reduced social isolation, the positive impact of community gardens on well-being is undeniable. By embracing plants in our shared spaces, such as parks and communal gardens, we can create fertile grounds for social connection and a flourishing sense of belonging. Joining hands in community gardening projects or plant-focused interest groups not only allows us to dig our hands into the soil but also nurtures opportunities for collaboration, shared experiences, and blooming friendships.

As we emerge from the COVID-19 pandemic and economic uncertainties loom ahead, the significance of plants on well-being cannot be overstated. Australian studies consistently highlight the positive influence of plants on stress reduction, cognitive function, mood enhancement, and community engagement. Incorporating greenery into our surroundings, whether through indoor plants, community gardens, or urban green spaces, can significantly contribute to improved mental health. Plants restore calm, improve air quality, enhance productivity, and foster social connection. They provide a tangible link to nature, acting as a source of solace, nurturing, and inspiration. By encouraging others to embrace the healing power of plants, we cultivate environments that support our well-being in the post-pandemic era, harnessing their transformative effects for a brighter and more resilient future.

NGINA and Macquarie Flood and Storm Research Project Update

The NGINA in partnership with Macquarie University secured funding from the Department of Regional NSW to undertake a Flood and Storm Research Project. The funding is related to the NSW Storm and Flood Industry Recovery Program – Sector Recovery and Resilience Grant and will run from February 2023 to December 2024. The project will be investigating water storage contamination concerns at production nurseries in NSW before, during and after a flood or heavy rain event. The project will focus on catchment conditions and contaminants, including landscape setting, runoff and hydrology, water and soil contaminants, plant pathogens, and aquatic biota. Ultimately, this will enhance the ability of the nursery industry to identify key risks to water storage and runoff into receiving waterways.

NGINA called for expressions of interest from production nurseries within the Northern Sydney, Central Coast and Northern Rivers regions to be involved. Selected participants will get free water quality and sediment testing, as well as other environmental surveys and will be supported to develop a personalised action plan. Thank you to Overland Nurseries, Camerons Nursery, Alpine Nurseries (Alstonville), QIF, Alstonville Plants and Camwil Palms for expressing interest and getting their questionaries sent back.

A steering committee has been set up with Tim Ralph from Macquarie University, Tara and Anita from the NGINA, Sonja Cameron from Camerons Nursery and Dan Ewings from Alpine Nurseries. Two staff have been recruited at Macquarie University and appointment contracts are being finalised. Bradley Graves is undertaking spatial analysis and modelling for nursery catchments and hydrology. Carter Lybeck is providing project field, laboratory, and other logistical support, which will ramp up with the start of nursery visits and sample collection. A third staff member, Megan Gomes is undertaking a literature review on water-borne contaminants relevant for nurseries and a review of guidelines for water quality at nurseries in NSW.

Tim Ralph attended a NGINA online member forum on 22 March 2023 and presented a summary of the project, including background, aims, methods, and expected outcomes. Bradley Graves attended a NGINA member forum and site visit for Central Coast and Hunter nurseries on 30 March 2023.

If you are interested in participating, its not too late! Contact Tara at tara.preston@ngina.com.au

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BY TARA PRESTON

NGINA Member Services Manager

Many articles online suggest people talk to their local garden centre for advice on low allergen plants and gardening. Below is research that can help you answer these questions.

LOW ALLERGY GARDENS

Hay Fever and Asthma

Hay fever (allergic rhinitis) is caused by the body's immune system reacting to common allergens in the air that you breathe in. Hay fever is the most common type of allergy that overlaps with asthma with almost 80% of people having both. The most common allergy for people with asthma and hay fever is pollens from grasses and deciduous trees.

Seasonal Allergic Conjunctivitis

Seasonal allergic conjunctivitis (eye allergy/hay fever conjunctivitis) is an inflammatory response of the conjunctiva to an allergen such as pollen of grasses, trees and weeds. Allergic conjunctivitis includes eye symptoms of itchy, irritated, red and watery eyes.

REDUCING ALLERGY RISKS

Customers can reduce their allergy risk (especially from pollen that can travel into their garden from nearby locations) by trying these strategies:

- Wear a mask while gardening
- Avoid going outside on days when the pollen count is extremely high
- Don't garden or mow the lawn when it's really windy
- Wear long sleeved shirts and long pants with a hat and sunglasses to protect from pollen
- Change clothes and have a shower after gardening to avoid spreading the allergens inside your home
- If there are plants nearby that produce allergenic pollen, consider creating a physical barrier to reduce their impact. Planting hedges, shrubs, or trees that act as a screen can help block or redirect airborne pollen away from the garden space
- Regularly clean up fallen leaves, flowers, and other plant debris, as they can harbor mould spores and allergens. Properly dispose of cuttings and clippings to prevent the accumulation of potential allergenic materials
- When installing new turf choose a low pollen producing turf that doesn't require frequent mowing (e.g. Buffalo)
- With existing lawns, it is also important for customers to keep their grass very low to inhibit pollen producing flowers and seeds production
- Use lawn alternatives such as Dichondra, Pratia, Thymus, Viola or install artificial grass
- Remove weeds regularly, particularly asthma weed, as their flowers/pollen/seeds can cause asthma flare-ups.

Irritant Rhinitis

Irritant rhinitis (non-allergic rhinitis) can occur in some individuals and can be caused by highly perfumed flowers. Irritant rhinitis can cause chronic sneezing or a congested, runny nose. Plants that can cause this include jasmines.

Skin/Contact Irritants

Another consideration when planting a low allergen garden is that some plants can produce sap when pruned or damaged or have hairs and/or spines that can cause allergic reactions. A common plant that customers may have a skin allergic reaction to are Grevilleas.

PLANTS TO AVOID – MODERATE TO HIGH ALLERGEN POTENTIAL:

There are three main types of pollination in plants: wind, insect and bird pollination. Plants that use the wind to carry millions of tiny pollen particles from plant to plant for polination are the main cause of hay fever/allergic reactions. Wind pollinated plants should not be used in low allergy gardens. Reactions to allergens range from mild to highly allergenic and can trigger severe allergic reactions in susceptible individuals. Below are examples of plants that are known allergens and most of them are wind pollinated plants.

HF = Hay fever | AS = Asthma | SI = Skin irritant

Trees

- Acer (Maple) - HF, AS
- Alnus (Alder) - HF
- Betula (Birch) - HF, AS
- Casuarina (She Oak, Australian Pine, Horse Tail) - HF, AS
- Corylus avellana (Hazelnut) - HF - AS - IR
- Callitris and Cupressus (White, Cypress/Cypress Pine) - HF, AS
- Cypress – HR, AS
- Ficus – SI
- Fraxinus (Ash) - HF - AS - IR
- Grevilllea robusta - (SI)
- Juglans (Walnut) - HF - AS - IR
- Liquidambar - HF, AS
- Melia azedarach (White Cedar) - HF, AS
- Phoenix (Date Palm) - HF, AS
- Pinus (Pine) - HF, AS
- Platanus (London Plane Tree) - HF, AS
- Poplar – HF, AS, SI
- Quercus (Oak) - HF, AS
- Schinus (Pepper Tree) – HF, AS, SI
- Toxicodendron succedaneum (Rhus) – SI
- Ulmus (Elm) - HF, AS

Climbers/Groundcovers

- Hedera - SI
- Mandevilla – SI
- Trachelospermum jasminoides - SI
- Wisteria - HF, AS, SI

Shrubs

- Cotinus coggygria SI
- Nerium oleander SI
- Hydrangea SI

Flowering

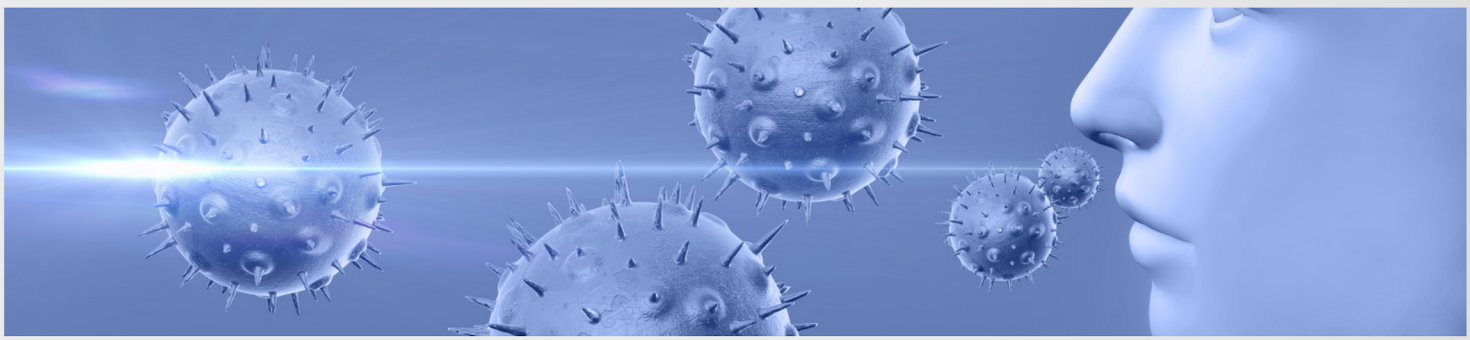
- Amaranth - HF, AS
- Argyranthemum – SI
- Calendula officinalis (Marigold) - HF - AS - IR
- Chrysanthemum – HF, AS, SI
- Dahlia – HF - AS (double varieties have less pollen)
- Echinacea - HF, AS
- Euphorbia – SI
- Gerbera – HF - AS
- Gypsophila (Baby's Breathe) – HF - AS
- Lavendula - SI
- Leucanthemum - HF, AS, SI
- Osteospermum - HF, AS, SI
- Primula/Polyanthus - SI
- Sunflower – HF - AS

Edible

- Carya illinoinensis (Pecan) - HF, AS
- Chamomile – HF, AS, SI
- Mangifera indica (Mango) – HF, AS, SI
- Morus (Mulberry) - HF, AS
- Olea (Olive) - HF, AS
- Wormwood – HF, AS, SI
- Grasses
- Carex – HF, AS
- Fescue - HF, AS
- Lolium perenne (Rye Grass) - HF, AS, SI

Weeds

- Priviet
- Paterson's Curse
- Plantago
- Rag weed
- Willow
- Asthma weed



ALLERGY FRIENDLY PLANTS

There are a wide range of options that are low allergen which mainly includes plants pollinated by birds and insects as they are not high pollen producers.

Trees

- Bauhinia
- Cornus florida, canadensis, officinalis (Dogwood)
- Eucalyptus
- Lagerstroemia (Crepe Myrtle)
- Magnolia including soulangeana, grandiflora, stellata, loebneri
- Malus floribunda and domestica (Crab Apple, Apple)
- Prunus (Flowering and fruiting plums, cherries, peaches, nectarines, apricots, and almonds)
- Pyrus

Shrubs

- Abelia
- Abutilon (Chinese Lantern)
- Acuba
- Anemone (Japanese Windflower)
- Azalea/Rhododendron/Vireya
- Baeckia (Heath Myrtle)
- Banksia
- Boronia
- Buxus (Box Hedge)
- Callistemon (Bottlebrush)
- Camellia
- Choisya ternate (Mexican Orange Blossom)
- Coleonema (Diosma)
- Correa (Native Fuchsia)
- Escallonia
- Gardenia
- Genista
- Hakea (Needle Bush)
- Hebe (Veronica)
- Hibiscus
- Laurus nobilis (Bay Tree)
- Leptospermum (Tea Tree)
- Nandina
- Paeonia lactiflora (Peony)
- Plumbago
- Tibouchina (Lisiandra)
- Viburnum
- Westringia (Native Rosemary)

Ground covers

- Ajuga
- Cerastium tomentosum (Snow in Summer)
- Dichondra (Kidney Creeper)
- Heuchera (Coral Bells)
- Hibbertia (Snake Vine)
- Lamium
- Lobelia
- Pratia (White Star Creeper)
- Tropaeolum (Nasturtium)
- Thymus (Thyme)
- Vinca
- Viola hederacea (Native Violet)

Flowers

- Alyssum
- Antirrhinum (Snapdragon)
- Aquilegia
- Armeria
- Daffodil/Jonquils
- Delphinium
- Dianthus (Carnation)
- Digitalis (Foxglove)
- Fuchsia
- Geranium
- Geum
- Helianthus (Sunflower)
- Hemerocallis (Daylilly)
- Impatiens
- Iris
- Kniphofia (Red Hot Poker)
- Nemesia
- Penstemon
- Petunia
- Phalaenopsis/Dendrobium/Cattleya /Cymbidium (Orchids)
- Phlox
- Rose
- Salvia (Sage)
- Scabiosa (Pincushion Flower)
- Teucrium
- Tulip
- Viola (Pansy)
- Zinnia

Climbers

- Bougainvillea
- Clematis
- Parthenocissus (Boston Ivy)
- Pyrostegia venusta (Orange Trumpet Vine)
- Vitis (Grape)

Edible

- Actinidia (Kiwi Fruit)
- Basil, Chives, Dill, Fennel, Horseradish, Marjoram, Mint, Oregano, Parsley, Rosemary, Sage, Summer Savoury, Tarragon and Thyme
- Citrus including Lemon, Limes, Mandarin, Oranges
- Passiflora (Passionfruit)
- Punica (Pomegranate)
- Vaccinium (Blueberry)

Grasses

- Austrodanthonia (Wallaby Grass)
- Bothriochloa macra (Red Grass)
- Buffalo, Kikuyu, Couch (Turf)
- Microlaena stipoides (Weeping Grass)
- Themeda triandra (Kanagroo Grass)
- Zoysia (Temple Grass)

Foliage

- Alcantarea/Neoregelia/Vriesea (Bromeliads)
- Begonia
- Chamaedorea (remove flower stems to prevent fruit production – fruit is an allergen)
- Dracaena
- Epipremnum (Devil's Ivy)
- Hosta
- Rhapis excelsa (Lady Palm)
- Sansevieria (Mother in Laws Tongue)
- Succulents i.e. Sedum, Sempervivum and Echeveria (excluding Euphorbias and Agave)

Individual sensitivities to specific plants and allergens can vary. Please note this article is not medical advice – customers should seek advice from their pharmacist or doctor if they have symptoms and they can provide specific recommendations tailored to their region and personal sensitivities.

The lists do not include every plant that is a potential allergen or a potential low allergen option. For more information contact The Asthma Foundation.

See our upcoming Training and Professional Development Courses

4 ESSENTIAL TIPS FOR TRAINING & PROFESSIONAL DEVELOPMENT

Actively pursuing professional development ensures that knowledge and skills stay relevant and up-to-date. It also allows employees to be more aware of changing trends and directions in their industry.

By Leisha Jordan

Keep qualifications up to date

01

Keeping your skills current is important it is not only a reflection of your willingness to maintain your industry relevance, but also protects your business from potential risk. Skills and qualifications don't stay relevant forever so its necessery to continue to keep them up to date.

Stay on top of the latest developments

02

Industry trends move rapidly, and it's important for companies to keep pace with the times. Ongoing professional development can prevent potential stagnation by maintaining and improving skills.
Employees engaged in professional development are also more likely to stay engaged in their work and to be enthusiastic about pursuing their goals.

Learn new skills

03

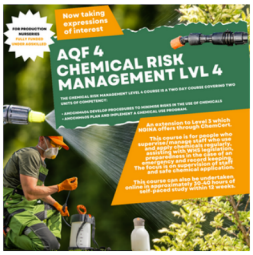
A confident employee is also likely to be an enthusiastic employee. But similarly, its important for business owners and managers to gain leadership skills and confidence too. The benefits of upgrading your skills can also include greater resourcefulness and improved marketability and competitiveness.

Build Your Network

04

Professional development can provide many opportunities for networking. Workshops, conferences, classes, and webinars are all spaces in which members can meet new people within the industry and make new connections. These connections can lead to new opportunities, mentorship, and support which may provide the next stepping stone in your business and career.

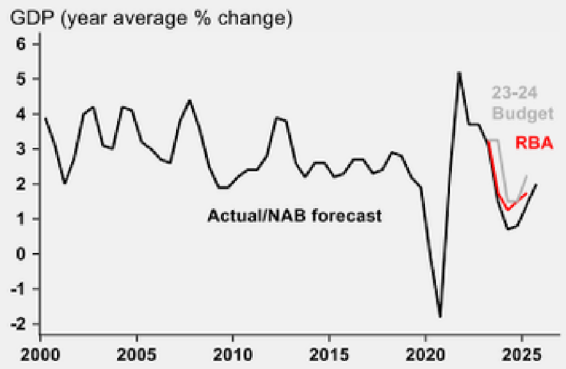
NGINA Training and Professional Development:



Please email training@ngina.com.au for more information or to suggest a course we can help run for you!

HOW IS THE ECONOMY LOOKING FOR THE NEXT FINANCIAL YEAR?

Chart 15: GDP growth to be below trend, though RBA and Treasury see more resilience



Source: NAB Economics, RBA, 2023-24 Budget

The following economic update is a modified version from NAB Economics "The Forward View Australia May 2023" published with permission from JB Were.

There is broad agreement on the path ahead for the economy, with GDP and employment growth expected to slow, leading to a rise in unemployment and a continued fall in inflation, although NAB's forecasts for growth (and the labour market) are somewhat more pessimistic than that of the RBA and Federal Government.

There is a common expectation that GDP growth will slow. This reflects a slowdown in consumption growth and a fall in dwelling investment. We expect there to be modest falls in business investment, while the RBA and the Budget see it continuing to rise albeit at a slower rate.

While the path for annual household consumption growth is similar in direction (slower growth than in 2022), there is a notable difference in the projected growth rates from the second half of 2023. Our forecasts allow for flat to slightly negative consumption in the back half of 2023 and into 2024. Over the year to June 2024, we expect household consumption growth of only 0.2% y/y, while the RBA projects 1.8%. In year average terms, our forecast for 2023-24 is 0.6% compared the Budget's 1.5%.

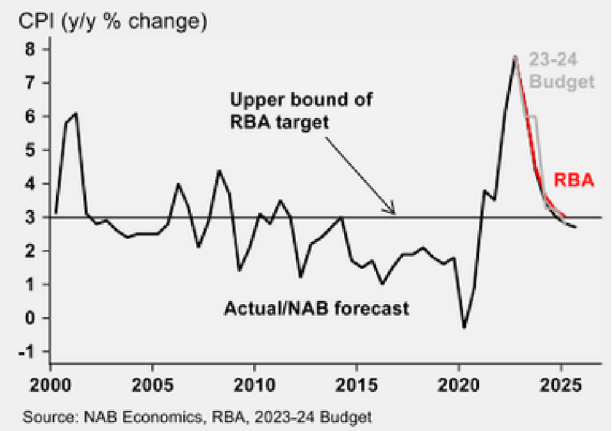
With household consumption the single largest component of GDP (on an expenditure basis), NAB's GDP growth forecast is also weaker than that of the RBA/Treasury, reinforced by a less sanguine view for business investment. That said, all three forecasts expect GDP growth to slow to a level clearly below its trend.

Unsurprisingly, the slowdown in growth is expected to see employment growth also slow to modest levels. NAB's forecast is for somewhat weaker employment growth over 2023/2024, consistent with a lower GDP growth forecast.

While a rise in the unemployment rate is expected, currently it is at very low level. The very tight labour market, along with elevated inflation, is leading to a strengthening in wage growth.

More directly relevant for the outlook for interest rates is inflation. All three sets of forecasts allow for headline (annual) inflation to keep falling over the forecast horizon. The NAB and the Budget forecasts see inflation moving to below 3% y/y in H1 2025. NAB expect 1-2 more increases in the RBA Cash Rate this year before potential cuts in 2024.

Chart 19: Annual inflation has peaked and expected to decelerate – RBA more cautious on picking when it will move below upper bound of inflation target



Source: NAB Economics, RBA, 2023-24 Budget

HOW TO MANAGE EMPLOYEE ABSENTEEISM

If an employee is a regular no-show at work, you need to address the issue. What's the best way to handle chronic takers of sick leave?

Let's make it clear at the outset – sick leave is not there to be used whenever someone feels like a day off. It is available when employees are unfit to attend work because of illness or injury.

Yet many employees believe it's their right to take this time off at any stage during the course of their employment, much like annual leave.

What your employees signed up for:

Underpinning every employee relationship you have is a commitment, written or verbal, given by an employee to attend work as agreed and to perform duties to the best of their ability and in the best interest of you, their employer.

What information do you need from a sick employee?

As an employer or manager, you need to ensure you manage your business efficiently. At the same time, you need to be able to discharge your legal and safety obligations effectively. To do this you must have full and correct information about an employee's illness and limitations for work. You will get this information in a medical certificate. Your employees should provide you with a medical certificate as evidence of illness of more than two consecutive days.

A medical certificate is documentary proof of illness from a registered medical practitioner stating that the employee will be/was unfit for work. It is generally regarded as proof an employee was legitimately absent from work because of the stated illness or injury.

Note that without a certificate, an employee is not entitled to personal leave or compassionate leave.

The Fair Work Act

Sections 97 and 107 of The Fair Work Act 2009 provide that if an employer requires it, an employee must provide evidence that would satisfy a reasonable person that sick leave is taken because the employee is not fit for work because of a personal illness or a personal injury.

An employee's entitlement to take sick leave is contingent on them complying with the evidence requirements (vii). What constitutes "reasonable evidence" depends on the circumstances, however, a medical certificate or a statutory declaration should be accepted as appropriate evidence.

What to do:

- Ask questions. Do all that is reasonably practicable to ask and inform yourself about an employee's absence to ensure that there are no work, health and safety issues. Be aware not to cross any discrimination laws when doing this.
- Engage with the ill or injured person early and regularly, without them considering you are harassing them.
- Discourage someone from coming to work if they have a transmittable virus such as COVID-19 or the flu.
- Discuss their fitness and what work they can safely do. This may involve liaising with their doctor or occupational therapist.
- Discuss what you can do, or provide them with, in the way of resources or counselling to help them to return to a safe workplace. You are aiming for their timely, functional, and safe return to the workplace.
- Ensure that employees know and understand your workplace policy on absence.
- Consider implementing a wellness program to combat sickness.
- Identify and monitor unsupported absences, particularly where there is a trend and develop and have procedures in place for unacceptable absences.
- Equip the workplace with a range of hygiene products that can be used to prevent transmission of COVID-19, cold and flu. These include tissues, soap, paper towels and disinfectant gels and wipes.

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Why wholesale nurseries can benefit from having social media

Over 21 million Australians use social media and you don't need to be living under a rock to know that it's a very powerful platform to have our businesses on. However we are finding lots of our wholesale members missing out on a slice of this pie because they don't realise the benefits these platforms can have for a wholesale business specifically.

01. It's free to sign up and can double as a website for those who don't have one

I'm not saying you need to replace your website (please don't), but if you haven't already got one, using Facebook, Instagram or LinkedIn is a great way to have a presence on the internet so people can at the very least find out how to contact you.
If you're on the fence about it, why not just give it a try...it won't cost you anything!

02. Showcase your seasonal product

Let people have a chance to see what you're all about and the services you can offer to them. Wholesalers can pick their best products and use seasonality to their advantage. Let social media become a window to your store.
This is a great place to easily upload pictures that you or your customers can find at a glance. Help push through an online/phone sale where customers can have the opportunity see what they are getting without having to come and see them in person. Being able to see all your stock in one place might just help you to upsell something else too!

03. Get to know your trade customers

Following your trade customers on social media will help with:

- Building a relationship with them. Having an existing connection helps to build trust and make you more likely to be a wholesaler they wish to work with. Communicate, add value, give information and keep them posted about whats going on in your business. Sharing snippets of valuble infromation makes you look like you know what your doing. *Make sure you keep your business profile seperate from your personal one*
- It keeps you front of mind for when they are looking to place an order, or even when they are not. They wont be able to risist all those amazing stock pictures your posting.

WHAT TO POST

Feature your staff
Pro tips
Sneak peek of your workplace
Greenlife facts
Showcase what you do
Industry Awards/nominations
Show-off products
Special offers
Funny stuff to make people smile
Office celebrations

Every fortnight in our eNews we share with members new ideas on what to post on social media. Members can also acccess this in the member centre part of our website.

WHEN TO POST

You don't have to post often. Just make sure you have something for people to see! It doesn't have to become a big job if you don't want it to be. If you're just starting out, try uploading 9 pictures and add one more once a fortnight or once a month.

Having a social presence is not only beneficial for finding new customers, but also new staff. 82% of job seekers consider an employer brand and reputation (by looking at social media/websites) before applying for a job

By Leisha Jordan
NGINA Communications & Marketing Manager

If this was helpful, stay tuned for my NGINA social media masterclass happening in November. A course for those just starting out, and those ready to take their digital marketing to the next level! More details to come or email info@ngina.com.au

Visual Merchandising

Visual merchandising plays a crucial role in driving sales and enhancing the overall shopping experience for customers in retail garden centres. It is the art of presenting products in an appealing and strategic manner to captivate and engage shoppers. By carefully curating displays and utilizing visual elements, garden centres can effectively communicate their brand, showcase their products, and ultimately boost sales.

Firstly, visual merchandising creates an inviting atmosphere that entices customers to explore and spend more time in the store. By arranging products in an organised and visually appealing manner, garden centres can create a sense of inspiration and discovery. Eye-catching displays, vibrant colours, and well-designed layouts grab the attention of shoppers and encourage them to explore different sections of the store.

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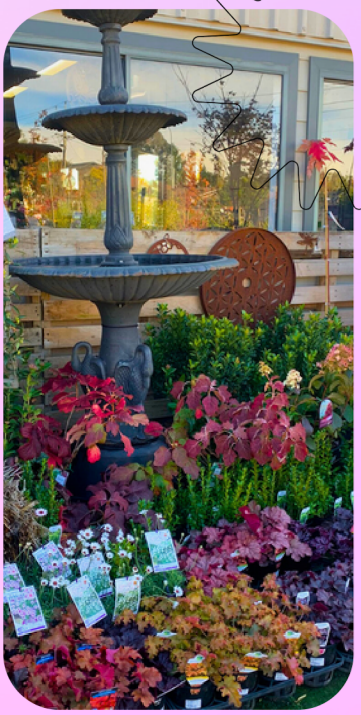

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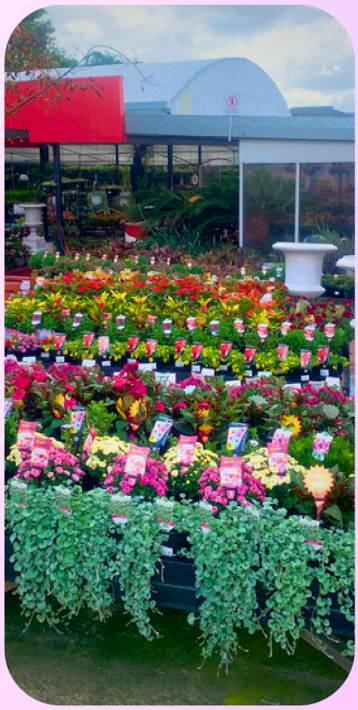
Moreover, visual merchandising helps educate customers about the products and their potential applications. By displaying items in creative ways, garden centres can demonstrate how various products can be used together, encouraging customers to make additional purchases. This strategic arrangement also allows retailers to highlight new or seasonal items, promoting their sales and increasing customer awareness.

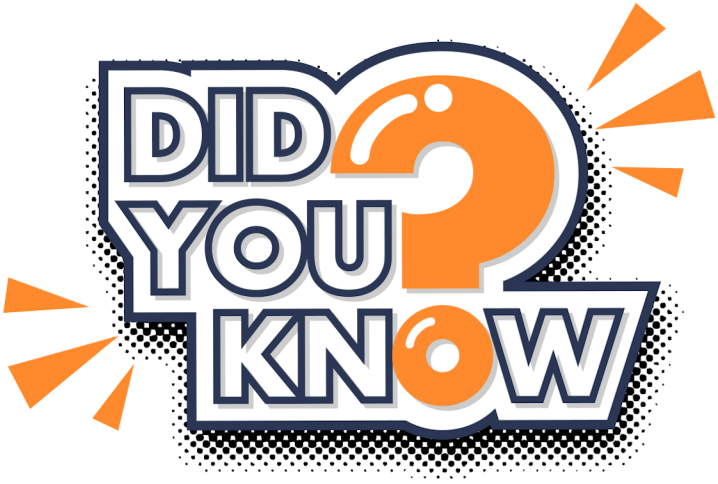
Additionally, visual merchandising enhances the brand image and fosters a positive perception among customers. A well-curated store with attractive displays and cohesive branding communicates professionalism, expertise, and quality. This can build trust and loyalty among shoppers, encouraging repeat visits and positive word-of-mouth referrals.

In conclusion, visual merchandising is a powerful tool for retail garden centres to boost sales. It creates an engaging and inspiring shopping environment, educates customers about products, and enhances the brand image. By investing in effective visual merchandising strategies, garden centres can attract more customers, increase their sales, and ultimately thrive in a competitive retail market.

Here are some of the impressive displays from Tara's visits to retail nurseries across NSW and ACT this year including plant, pots, allied and homewares. Displays are from Bonny Hills Garden Centre, Bonnyrigg Garden Centre, Gehl Garden Centre, Eden at Byron, Perennialle Plants Nursery and Riverside Nursery.

Written by Tara Preston





NGINA has secured a grant under the Trade Innovation Pathways Fund to develop a software program and app to track skills and qualifications.

The Trade Pathways Innovation Fund enables industry-led projects to establish new pathways to trade qualification or enhance existing non-traditional pathways to trade qualification.

The grant will enable NGINA to develop a computer software program and app so students can document and capture their own evidence in preparation for an assessment only pathway (RPL) towards a vocational qualification.

The skill tracker application will allow industry to easily benchmark skill gaps and verify currency and knowledge. Industry best practices and standards will be used to align against unit performance criteria, ensuring evidence is current and valid. It will overcome the current lack of guidance around the evidence that is required and the inherent expectations of literacy which very often means the RTO rejects multiple attempts by the applicant. This causes frustration to the RTO and applicant to the point where RPL is not used as a viable option to obtaining a qualification.

There is a severe skills shortage in the industry, however there are significant numbers of suitably experienced people that could achieve a Certificate III in Nursery Operations if access to evidence collection was simplified.

The skills tracker should be available to industry by March 2024.

MEMBER SERVICES MANAGER

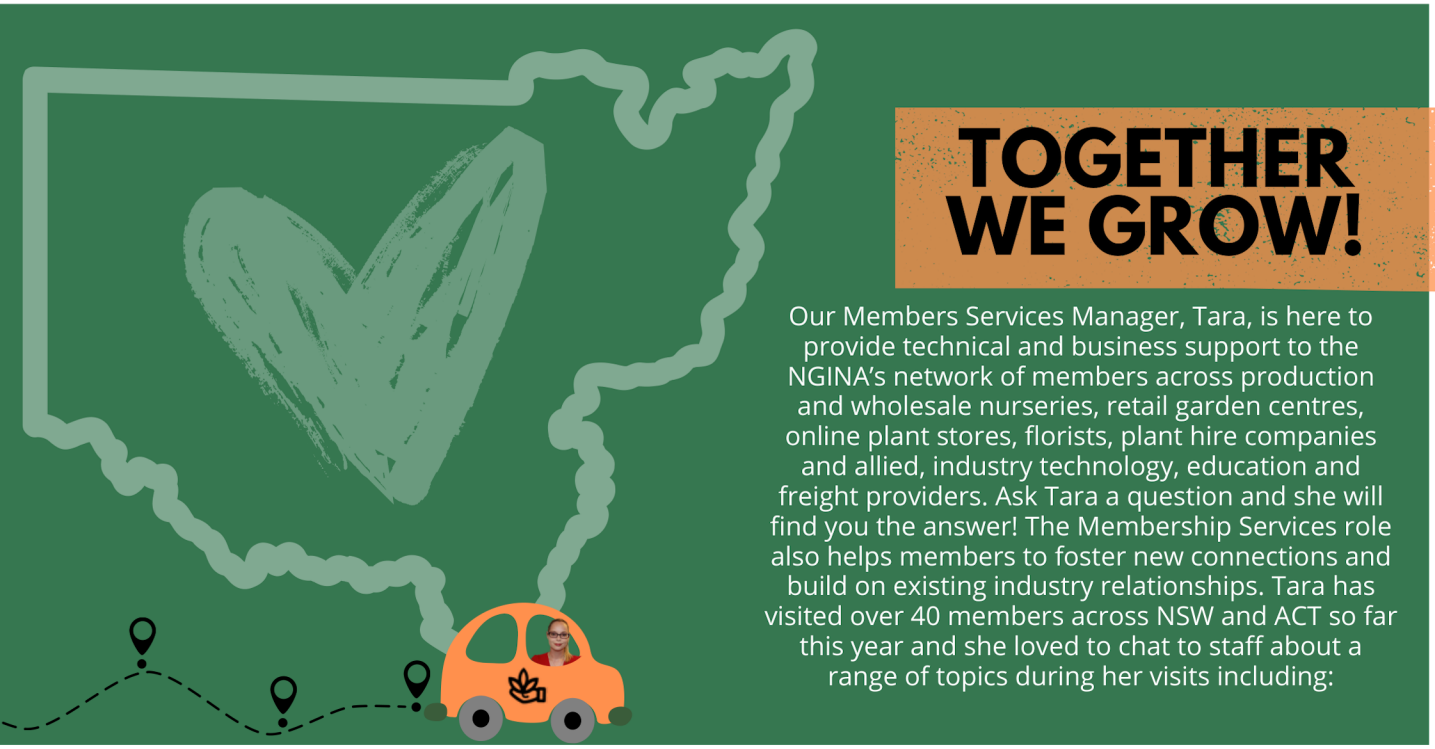
NGINA

MEMBER

SITE

VISITS

WITH TARA



TOGETHER WE GROW!

Our Members Services Manager, Tara, is here to provide technical and business support to the NGINA's network of members across production and wholesale nurseries, retail garden centres, online plant stores, florists, plant hire companies and allied, industry technology, education and freight providers. Ask Tara a question and she will find you the answer! The Membership Services role also helps members to foster new connections and build on existing industry relationships. Tara has visited over 40 members across NSW and ACT so far this year and she loved to chat to staff about a range of topics during her visits including:

- Training courses – first aid, chemical (AQF3 and AQF4), forklift, social media, bobcat, business management
- e-News and N&G News Magazine
- 250+ legally compliant HR documents available through the NGINA at a reduced cost
- Green Expo and Site Visits Tour
- Free recruitment job advertising on NGINA's website, social media and LinkedIn
- Sydney, Northern Rivers and Port Macquarie Trade Days
- Production management software
- Visual merchandising
- Apprenticeships
- Biosecurity
- Weed and pest and disease management
- Staff management and HR

MEMBER VISITS

The Green Gallery

The Green Gallery is a production nursery based in Sydney and they grow premium potted plants. They supply independent nurseries, online plant shops, landscapers, florists, and councils. Jeremy and the team ensure they offer the best and newest varieties available in Australia and regularly travel overseas to stay in touch with international trends in flora. They deliver throughout Sydney and can arrange for delivery Australia wide. Their extensive range of hundreds of varieties includes Argyranthemum, Limonium, Ptilotus, Heuchera, Lobularia, Dianthus, Osteospermum, Coleus, Geranium, Dahlia, Hibiscus, Cyclamen, Begonia, Calathea, Philodendron, Epipremnum, Homalomena, Alocasia, Anthurium and Caladium.
Jeremy is a passionate horticulturalist and generously helped the NGINA deck out their office with his amazing indoor plants.

Riverside Nursery

Tara visited Denise, Lee and Lauren at Riverside Nursery – it is a family owned retail nursery in Bathurst that is filled with everything you need for your garden. They stock an extensive range of indoor and outdoor plants and pots, garden ornaments and benches, potting mix and mulch, garden supplies and more! Their passionate, knowledgeable and friendly staff are there to help you at any stage on your gardening journey. They specialise in plants that are suited to the harsh local climate.

Perennialle Plants Emporium Cafe and Nursery

Perennialle Plants Emporium Cafe and Nursery is in the Central West and is on Canowindra's historic main street. They also have an online store selling their rare, hard to find frost tolerant and drought tolerant perennials and shrubs delivered by mail order. Their range includes Salvias, Achillea, Cistus, Phlomis, Thymus, Agastache, Calamagrotis and Erysimum. Chris also has a skillfully curated collection of everything plant related that you need for your home and garden.

Eden at Byron

Eden at Byron Garden Centre is a beautiful garden centre in Byron Bay and Maree and the team have been inspiring gardeners for over 25 years. They have a huge range of plants including herb and vegetables, fruit trees, native plants, flowers, perennials, shrubs, annuals, potted plants, water plants, indoor plants, seedlings, and annuals. Maree's experienced team can answer all of your gardening questions. Eden at Byron also has an excellent range of plant health products, seeds, bulbs and pots.

Engalls Nursery

Engalls Nursery is a family-owned wholesale production nursery in Dural and has been worked at by four generations since 1946. They are a specialist grower of citrus, fruit trees, olives and roses. Mark gave Tara a tour of the nursery showing her how they grow their own citrus rootstock and graft onsite.
They do have a retail outlet on-site in Dural which is open to the public: weekdays from 8am – 4pm and Saturday from 9am – 1pm. You can even buy some of their stock online and have it posted!

Freeman's Reach Greenhouses

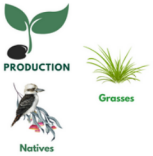
Freeman's Reach Greenhouses is a 3rd generation, family owned production nursery located in the Hawkesbury. Chris and Kaylah gave Tara a tour - they specialise in Geraniums, Argyranthemum, Gauras, potted colour, herbs, vegetable seedlings, passionfruit, Monstera, Ficus, Spathiphyllum, Syngonium, Dichondra repens and Silver Falls, Cuphea, Convolvulus, Heuchera, Bougainvillea and Begonia Dragon Wings.

Eyles Citrus

Eyles Citrus is a production nursery in Kenthurst and has been growing quality citrus for retailers, landscapers and commercial orders for more than 100 years. Gary, Stuart and the team grow an extensive range of popular and proven performing citrus varieties including Seedless Eureka, Dwarf Meyer Lemon, Tahitian Lime, Pipsqueak Valencia Orange, Citrus Gem Rainforest Pearl Finger Lime, Suga Bubba Mini Mandarins and the new variegated Lemon Pinky! The citrus process is fascinating - it takes 2.5 years from planting a seed to having a grafted citrus ready for sale!

Pacific Nurseries

Pacific Nurseries is a production nursery located in Northern NSW. Shaun and the team grow tube stock native grasses and tree species including Dianella, Lomandra and Themeda. Pacific Nurseries employ a range of techniques to provide a greener service including introducing biodegradable paper packaging in place of plastic pots and bags in propagation. They utilise the latest in eco-friendly propagation techniques and systems, which produces healthier root development, saves time and money and eliminates the need for individual plastic pots.
Pacific Nurseries supply plants to councils, landscapers, architects, civil and mining contractors and they have the capacity to service any size project from small civil projects to major infrastructure projects in NSW, QLD and VIC.



Bonnyrigg Garden Centre
Bonnyrigg Garden Centre is an independent retail nursery in South Western Sydney and was established in 1965. It has one of the largest range of plants, statues, pots, ponds and landscaping items in Sydney. Bonnyrigg Garden Centre is a one stop shop - they have a fully stocked nursery, landscaping yard, homewares shop, florist and the Cafe Harvest BGC.

Moores Nursery
Tara stopped in Moores Nursery on her Mid-North Coast visit. Moore's is a wholesale production nursery and John and Lucinda grow a wide range of plants including Vriesea, Neoregelia, Aechmea, Fittonia, Epipremnum, Zygocactus, Peperomia, Spathiphyllum,Syngonium, Aglaonema, Miniature Pineapples, Blechnum, Azaleas, Camellias, Hydrangea, Mandevillea, Grevilleas, Gardenia and Callistemon.

Parkers Place
Parkers Place is a second generation family wholesale nursery in the Northern Rivers. Ray and Damien supply high quality plants to retailers in NSW and QLD. They grow a wide range including Renaissance Herbs, Romantic Plants, Camellias, Conifers, Salvias, Magnolias, Acers, Radermachera, Wisteria, Clivia and many more.

Valley Garden Centre
Valley Garden Centre is a retail and wholesale supplier of a wide range of plants for your garden including hardy natives, colourful flowering plants, striking shade plants and hard to find indoor plants at great prices. They are a locally operated family business in Kempsey and they have been helping customers with plant selection and care advice since 1983. Their wholesale business provides plants to landscapers, indoor plant hire companies and retail nurseries.

Bonny Hills Garden Centre
Bonny Hills Garden Centre is a beautiful retail nursery located in sunny Bonny Hills on the mid-north coast of NSW. With plants, pots, water features and homewares galore you will always find something to brighten your home here. They also have a landscape supply yard with everything you need for your next landscape project.

Tims Garden Centre
Tim's Garden Centre is a local retail nursery which runs in the heart of Campbelltown. They have 5 qualified horticulturists and with most having over 20 years experience in the nursery industry they can help you with any plant and pest or disease question. They sell a huge range of outdoor and indoor plants, pots, fertilisers, and potting mixes. Tara spotted some rare plants including Spathiphyllum Picasso, Monstera standleyana Variegata and so many more!

Dennis Taylor's Foliage Nursery
Matt from Dennis Taylor's Foliage Nursery showed Tara around his nursery - Dracaena Heaven! Dennis Taylor's Foliage Nursery has been a family run production nursery since it opened in 1990. They provide high quality plants to indoor plant hire companies with their range including Dracaena Janet Craig, deremensis, marginata, tri-colour and Spathiphyllum, Ficus lyrata, Ficus Burgundy, Strelitzia and Agathis robusta.

Camwill Palms
Camwil Palms is a family run production nursery in the Northern Rivers. Camwil Palms specialises in subtropical and tropical plants and palms. Craig and the team grow Bangalow, Rhapis, Kentia and Golden Cane Palms, Cycas, Strelitizia, Heliconia and Spathiphyllum in a range of pot sizes including 20cm, 30cm and large mature 75-100L specimens. Craig offers sun hardened plants as well as shade grown indoor plants. Their stock is sold to landscape supply centres and small to large retail nurseries in Sydney, Melbourne, Adelaide and Brisbane.

Alstonville Plants
Alstonville Plants are a wholesale plant production nursery, specialising in indoor plants and tropical foliage such as Aspidistras, Cordylines, Hoya, Philodendron, Ixoras, Dracaenas, Strelitzia, Ficus, Spathiphyllums, Sansevierias and Palms. Their pot sizes range from 100mm to 400mm and they current supply hundreds of retail, wholesale, plant hire and landscaping customers. Lynne and the team also grow many unicorn plants including Monstera Thai Constellation, Philodendron Pink Princess/White Princess/Painted Lady, Begonia maculata and Manjula Pothos.

Pearce's Nurseries
Pearce's Nurseries is a production nursery located near Alstonville in the Northern Rivers. Bob, Julie-Anne and team have a very extensive collection of succulents and cacti from around the world in every size, shape and colour you can imagine alongside flowering options like cyclamen and orchids. They supply garden centres, florists, landscapers & councils amongst other businesses with a range of plants in plastic and ceramic pots from 45mm to 300mm. Fun Fact: They pot up over 1 million cacti seeds per year!

MEMBER VISITS

QIF – Alstonville

Quality Indoor Foliage (QIF) is a wholesale trade only nursery and they have been growing beautiful indoor plants for Indoor Plant Hire and Plant Retailer markets for decades. Andrew and his team at the Alstonville growing site have recently launched a regular availability list for retailers across the East Coast. Their range is across 14/20/25/30cm pots and stunning 270mm hanging baskets with an extensive range of indoors including more than 10 different varieties of Peace Lilies, six Ficus species and a range of Philodendrons.

Greenworld Nursery

Greenworld Nursery is a production nursery in Galston supplying tube-stock to super advanced trees to the NSW wholesale nursery and landscaping industry. Whether they grow them themselves or source them from right across Australia, any plants supplied by Greenworld Nursery have to satisfy their strict quality controls. Their site is pristine and full of beautiful mature stock from Magnolia Teddy Bears, Pyrus, Juniperus, Gardenia to Photinia and more.

Ozbreed

Ozbreed is a plant breeding, marketing, and distribution company well-known for their no fuss, functional and reliable landscape plants including Dianella Cassa Blue™, Lomandra Lucky Stripe™, Alternanthera Little Ruby™, Agapanthus Bingo White™, Philodendron Little Phil™, and Metrosideros Velvet Sky.

The Ozbreed boys Nathan and Josiah gave Anita and Tara a sneak peak at some of their new varieties coming out over the next two years including a mass flowering pink Scaveola, compact Aloes, striking dark foliage crepe myrtles and a majestic variegated new groundcover Westringia.

Lots-A-Colour

Lots-A-Colour is a family-owned wholesale nursery in Western Sydney run by Nathan and Katy. The Lots of Colour team supply quality potted colour, herbs and vegetable seedlings and premium colour to big box, retail nurseries and landscapers. They can also do contract growing for councils, public gardens and other large projects. Their range includes Petunias, Violas, Marigolds, Begonias, Dianthus, Lavender, Celosia, Dichondra Silver Falls, Calibrachoa, basil, parsley, chillies, tomatoes, strawberries, passionfruits and succulents.

Swanes Garden Care

Rob and Ruby from Swanes Garden Care run a wholesale nursery in South Maroota NSW. They grow an amazing range of beautiful indoor plants and succulents with a new favourite around every corner! All of their stock is of the highest quality and grown with lots of love and they are proudly using recycled greenhouses. Look out for their stock at Sydney Trade Day and through select retail nurseries and florists.

Overland Nurseries

Overland Nurseries has been family owned and operated production nursery for nearly 50 years. Brent, Scott and the team provide high quality plants to retail garden centres, landscapers and hardware retailers. Their range includes Abelia, Buxus, Coleonema, Escallonia, Gardenia, Murraya, Nandina, Pieris, Viburnum, Cupressus, Juniperus, Thuja, Waterhousea, Pittosporum, Leptospermum, Vinca, Grevillea, Hardenbergia, Pandorea, Trachelospermum and Wisteria.

CutAbove Tools

CutAbove Tools is a family-owned Australian company with an extensive range of pruning, gardening and cleaning tools. Brands sold include CutAbove, G.F. Italy, Makita, Triton Trimmer Head, Verigrow, Vesco and WD40. Their range includes secateurs, loppers, shears, saws, trimmer heads, high reach extension pruning poles and long reach extension cleaning poles, fittings, timers, nozzles, sprinklers, hoses and blowers, chainsaws, hedgers, mowers, multi-function tools and trimmers. CutAbove sell their garden tools online, over the phone, in their showroom, shopping centres (pop up kiosks), garden & home shows, country field days and through a number of Garden Centres throughout Australia. The company believes in supplying a sustainable product and offers a comprehensive range of spare parts for most products. Their products come with a two year warranty.

Forbidden Fruits
Forbidden Fruits Nursey is a production and retail nursery located in the Northern Rivers. They sell fruit, nut, and citrus trees including avocados, blueberries, dragon fruit, mangos, oranges, macadamia and almonds as well as bush tucker plants.

Grange Growing Solutions
Grange Growing Solutions specialises in the manufacturing of growing media from their site at Ebenezer NSW. They know that every growing situation will vary and therefore react by individually designing a growing media that will suit the customer's needs and help them produce the highest quality plants. The team offer their own brand Grange Garden Health bagged mixes for independent garden centres, as well as bagged products with customer specific branding, and landscape structural mixes for Green Roofs and Green Walls and mixes for production nurseries.

Alpine Nurseries – Alstonville
Ben gave us a tour of Alpine Alstonville, a production nursery in the Northern Rivers, and it is dedicated to growing quality stock in all sizes for their sales division in Dural plus offers direct sales to other Wholesale and Retail Nurseries, the Landscaping trade, Government and Councils. They grow a range of plants including Gardenia, Acmena, Camellia, Photina, Frangpani, Ficus, Philodendron, Strelitzia, Mondo, Sansevieria and Tibouchina.

Camerons Nursery
Cameron's Nursery is a specialist perennial wholesale nursery based in Arcadia NSW. Sonja and her team have been growing perennial plants since 1992 and grow quality brands such as Australian Perennial Growers (APG), Aussie Winners and Colourwave lines which include Rosemary, Lavenders and flowering perennials and new releases plants. They strive to supply a quality product while continuing to reduce their impact on the environment. Their plants can be found in many retail nursery outlets and many of the major chain stores.

Agnov8
Agnov8 is an Australian owned and operated company based in Arcadia. Agnov8's Omne range of environmental sensors observe and monitor indoor and outdoor climate, soil and water parameters from your land and give real time data to any smart device or PC. Agnov8 also offers consulting services to assist businesses become more efficient and profitable. Andy can provide consultancy on nursery production, nursery design, production planning and scheduling of stock, despatch & supply chain management, irrigation design, GS1 barcoding, costing of plants and assessment of stock for insurance claims. Agnov8 also has Nursery Management System (NMS) software which is an all-in-one system including plant inventory management, production planning and potting reports and is specifically designed for the wholesale nursery industry.

Lush Leaf Nursery
Lush Leaf Nursery is a family owned and operated production nursery in the Hawkesbury specialising in hedging plants. Georgia and her family work hard in the nursery to produce high quality and super full plants. Their range includes Viburnum odoratissimum, Photinia 'Red Robin', Michelia 'Coco', Rhaphiolepis 'Snow Maiden', Syzygium 'Resilience', Acmena smithii and Murraya. They sell plants in 20cm, 30cm and 45L pots. Their customers include landscapers, retail and wholesale nurseries and government agencies. Discounted prices are available for bulk quantities (MOQ apply).

Yarralumla Nursery
Yarralumla Nursery is an ACT Government owned business and was opened in 1914. The nursery supplies plants for state government landscape development projects and the ACT Government plant issue scheme as well as to landscape/construction, educational facilities, horticulture trade, primary producers and wholesale and retail nurseries. Yarralumla Nursery has an extensive range of locally grown species that suit the local climate in Canberra and surrounding areas.

The Heritage Nursery Yarralumla
Since 1996, The Heritage Nursery Yarralumla has grown to become Canberra's premier garden centre. John and his team pride themselves on high quality plants, indoor and outdoor pots, gardening tools, gorgeous home and giftware and excellent customer service. Their qualified and friendly horticulturists offer expert advice on plants for the Canberra region. You will find everything you need in one place at this pet-friendly garden centre including roses, maples, hedging, natives, clematis, weeping cherries, hydrangeas, conifers, bulbs and much more.

Willow Park Nursery
Willow Park Nursery is Canberra's oldest garden centre and it is now managed by the award-winning team from The Heritage Nursery Yarralumla. With a fresh new look, Pearl and the team have great range of high-quality plants in bulk quantities perfect for your next garden project. They have a huge selection of deciduous trees, hedging and camellias!

MEMBER VISITS

Narromine Transplant Systems

Narromine Transplants are the forestry and vegetation experts based in Narromine (Central West NSW) on a site consisting of over 61 hectares, with the capacity to supply 18 million tree seedlings annually. David and Alex supply seedling and clonal material to the commercial forestry, Carbon sequestration, and Biomass industries and specialise in the production of eucalyptus and other native species. In their commercial fruit and nut division they have extensive experience in grafted Grapevines, grafted Citrus, grafted Cherries, grafted Kiwifruit, Pomegranate, Blueberries and grafted Pecans and Walnuts.

PRODUCTION

Fruit

Riverina Nursery

Established in 1959, Riverinia Nursery is a family-owned business in Griffith NSW producing quality bare rooted trees, containerised trees and shrubs for nurseries, landscapers, councils, schools, developers and retail sales to the public. We source plants from some of Australia's best production nurseries helping you satisfy your landscaping and gardening needs.

PRODUCTION

Wholesale

Retailer

Gehl Garden Centre and Wholesale Nursery

Gehl Garden Centre is a family owned and operated business that has operated in Goulburn for 25 years. Sally and her team offer their customers personalized customer service and they enjoy sharing their extensive plant and product knowledge. They have a huge range of indoor and outdoor plants and pots and a lovely collection of lifestyle and homewares products. They also have a landscape supply yard, café and yoga on site.

Wholesale

Retailer

Café

Martins Fertilizers

Martins Fertilizers is a family owned and operated potting media and soil company operating from a rural site at Yass in southern NSW. Martins expanding range of gardening products includes potting mix, manures, soil conditioners, mulch and fertilizer Brendon Martin, owner and founder of Martins, takes pride in product quality and has one of the largest bagging capacities in Australia and. Martins also supplies wholesale nurseries with growing media and it has supplied growing media to Floriade in Canberra since 2008.

Allied

Welby Garden Centre

Welby Garden Centre is a retail nursery located in Welby in the Southern Highlands. Welby Garden Centre was established in 1981. They specialise in trees, shrubs, roses and plants ideally suited to the Southern Highlands and other cold climate locations. They also have the largest range of flowering perennials in the Southern Highlands, perfect for adding some vibrant colour to your garden space. Justin leads a dedicated team of horticulturalists who strive to deliver the best customer service and expert advice when it comes to your home, or professional garden.Welby also has a ground crew offering mowing, hedging, planting or general maintenance for your home or business.

Retailer

ACCREDITED NURSERY NIASA

Auscitrus

Auscitrus are a national "not for profit" industry organisation comprising citrus growers and nurserymen from each state. The primary role of Auscitrus is to provide true to types propagation material of the highest health status, of the best varieties available worldwide, to protect the health status of the Australian Citrus Industry. The Auscitrus Nursery is responsible for budwood and rootstock seed production and distribution, pathogen indexing and elimination, maintenance of virus free and pre-immunised foundation trees and importation of new citrus cultivars. healthy, true to type, and certified citrus propagation material. Flying Dragon, P.Trifoliata and Rangpur Lime are examples of seeds available for citrus rootstock from Auscitrus. They also produce and sell a large range of budwood options include Cara Cara Navel, Eureka and Lemonade Lemons, Tahiti Lime, Calamondin, Seminole, Ray Ruby Grapefruit, Buddha's Hand, Yuzu and Bergamot. Auscitrus maintains two trees of all major commercial citrus varieties in Australia in an insect proof glasshouse to help protect the industry against potential biosecurity threats.

CITRUS

ACCREDITED NURSERY NIASA

KC Vines and Rootstocks

At KC Vines and Root Stocks they grow grape vines for all wine varieties, as well as table grapes and dried fruit varieties. Their growing methods include bench grafted field grown, container greenhouse grown, own rooted field grown and own rooted container grown. Andy & Justin Gordon, a father son team, run the farm together and have been doing so since 1998. They both have extensive knowledge within the viticulture industry and are constantly striving to incorporate more sustainable farming methods into their production process. Preorder for November 2023 and July 2024 today!

Fruit

Elegant Outdoors

Elegant Outdoors is an independent garden centre in Turramurra and Mike and Susan are committed to providing only the best quality products and offering inspiration, knowledge and good old-fashioned service. Their range of green life suits all areas from large gardens to small balconies and throughout every season. They have colourful flowering annuals and perennials, feature trees, topiaries, succulents, hedging, shady plants, edibles and indoors. They also have an ever changing collection of pots, statues, water features, lifestyle accessories, gift and homewares.

Retailer

Become a member

Nursery & Garden Industry
NSW & ACT

The Nursery & Garden Industry NSW & ACT (NGINA) is an industry-led, membership-based, not-for-profit organisation that is the peak industry body for operators in the nursery and garden sector in NSW and ACT. This can include:

- growers and producers of plants
- wholesalers and hirers of plants
- retailers of plants and related products
- industry gardens, florists and landscapers
- allied traders—suppliers of growing media, chemicals, containers, tools and equipment, etc.
- service providers including consultants, training providers, government departments, etc.

Members of NGINA range from small- to medium-sized family-based operations through to multinational corporations and all share a passion for greenlife and for the industry.

Such a diverse membership brings with it many different needs and requirements and that's why we have created a range of membership categories.

NEW
MEMBER INCENTIVES
$150 COULD BE YOURS!

Earn $150, simply refer a potential member. Once they have successfully signed up you will receive $150!
The more members you bring on board, the more you earn!

Students

$50

Subscription to N&G News, eNews, access to Sydney and regional trade days. Invitations to attend our four NextGen events held throughout the year

Single Business Owner

$600

A business entity (owner/operator) that conducts its operations with no additional employees and/or contractors engaged in the delivery or production of its products or services

Trading

$1,400

Available for businesses with 5 or less full-time equivalent (FTE*) employees including owner/principal

Enterprise

$2,370

Available for businesses with 6–20 full-time equivalent (FTE*) employees including owner/principal

Corporate

$4,200

Available for businesses with more than 20 full-time equivalent (FTE*) employees including owner/principal

Complete our NGINA membership application form online by scanning this QR code. Approved applicants will be notified by email or contacted by phone. If you have any questions about membership, please contact the NGINA office on 02 9679 1472.

NGINA MEMBER BENEFITS

Growth

We know that you, like all our members, strive to grow both your business and our industry. To help you flourish, membership of NGINA provides you with access to a suite of key business tools and services.

- NGINA advice line. If we can't help you, we will find someone who can.
- Personal HR advice from the specialists at Business Australia
- Access to 'members only' area on NGINA's website
- Resources to help run your business inc 250+ Industry specific discounted HR & WH&S templates & documents
- NGINA Member support calls & visits

Connectivity

Knowing what's both going on and growing on is paramount in our industry. NGINA strives to make this an easy task for you by providing a range of tools, platforms and forums designed to ensure you are up to date and informed.

- Networking events
- Special Interest Groups
- Jobs Board for posting positions vacant
- Comms: fortnightly eNews, quarterly N&G News Magazine, Texts, Monthly Member Forums, Podcasts, Social Media, Biosecurity Legislation and grant updates
- Free attendance & opportunity to be a Stall holder (fees apply) at our NSW Trade Days (Sydney, Port Macquarie, Northern Rivers) as well as NGIQ Trade Day

Knowledge

Each year NGINA conducts a wide range of industry-driven events, workshops and training courses to help you build your business, and grow and develop not only your knowledge and professional skills but also those of your staff.

- Stay informed of new opportunities for your business
- Keep your finger on the pulse of industry trends
- We can help promote large upcoming news and events on your behalf
- Industry workshops and training courses including first aid, chemcert, marketing & business training

Savings

NGINA can save you both time and money—from helping to untie legal knots to providing industry-specific technical advice, offering subsidised training and accreditation programs to cost-saving initiatives with industry partners—to name just a few!

- Commercial member discounts with our commercial partners: Dell Aust
- Free hire of NGINA's large meeting room and assisted catering
- Inclusion on the Greenlife Industry Australia (GIA) trade register
- Discounted advertising in N&G News Magazine

Recognition

Being a member of an Industry Association shows a level of excellence and high standards of your business and products.

- Professional recognition at Industry awards night
- New member feature in our publications
- Alliance with us giving customers confidence in the high standards of your business and product
- The use of the NGINA logo
- Social Media posts from our Member Services Manager to your business

Representation

NGINA represents its members at all levels of government to ensure policy makers, regulators, and research and development opportunities are aware of your business priorities

- Representation through us to government, policy makers, regulators and research and development
- Eligibility to apply for NGINA board or advisory committees
- Business listing on our website & store locator so the local public can find you
- Our association offers a unique chance to meet celebrities and get up close and personal with some of the biggest names in the industry.

WHAT YOUR COMPANY CAN SAVE BY BEING A MEMBER:

HR & IR Advice line | $3500
Average cost of an external suport line

HR & IR Documents | $5000
Average cost to create legal company specific HR & IR documents through a lawyer

WH&S Manual | $5000
Average cost to create a legal company specific WH&S Manual through a lawyer

Jobs Listings | $225
Per job: Posted on website, Instagram, Facebook, Linked In & eNews

N&G News Ads x 4 | $6600

Yearly NSW Trade Day Entry | $250

Social Media Advertising | $80

Forklift Training | $300
Per person

Training Savings | $150
Members get 10-20% off. Average calculated per person for 3 courses per year

Dell Australia Commercial Member Discounts | $500+
Price may vary year to year

Meeting Room | $500
Full day, fully equipped

GIA Register | $2500
Non-member listing price

New Member Features | $1100
Full page article/ad in N&G News, CEO welcome in eNews, Full ad with company links in eNews

Social Media Post | $80
Recap of our visit and a blurb about your business on our Feacebook and Instagram.

Store Locator | $1000
Be found by the public and other industry professionals on our website store locator.

Website Links | $500
Member feature on our website with all your contact details including backlinks to your website which assist in boosting SEO.

OTHER INVALUBLE SERVICES:

- NGINA staff technical support
- Freight savings at Trade Day
- Networking
- Exposure
- Information
- Professtional Development

A TOTAL SAVING OF: $28,465.00*

*Savings may vary year to year and are calculated by the average member potential savings

ARC Ento Tech Ltd

ARC Ento Tech is a 100% Australian owned company which started in 2020. ARC's bio-process utilises the Black Soldier Fly (Hermetia illucens) to consume all edible organic waste in the MSW stream and recover nutrients and digestible organic components. The larvae are then collected and converted into commercial products, highly nutrient insect meal and organic fertiliser.

ARC Ento Tech Ltd has developed the RDR™ Production System which recovers and re-forms all residual waste consisting of inorganics (plastics) and non-digestible organics (paper, textiles, wood) into a dense high carbon, high calorific value reducing agent - (RDR™) Refuse Derived Reductant is a valuable high quality, cost competitive and environmentally sustainable industrial grade replacement product for coal.

Their key product is ARCSoil - made from frass of the Black Soldier Fly and is a high micronutrient ammonia rich fertiliser. It is rich in chitin, organic carbon, nitrogen and micronutrients boosting plant growth and soil health. ARCsoil™ can be used in horticulture applications as well as in general crops without the risk of leaching of chemicals into the environment. As the fertiliser is characteristically a soil it can also be used for top soil regeneration of contaminated sites and mine rehabilitation applications.

CENTRAL COAST AND HUNTER GROUP EVENT

By Tara Preston

In March, the NGINA and the Central Coast and Hunter Group had an event at ARC Ento Tech in Somersby. 24 people were lucky enough to hear from Ramon and Ricky Atayde, the owners of ARC Ento, about their war on Mixed Solid Waste (MSW) and their patent-pending ARC Process™ using Black Soldier Flies. The process consists of a continuous series of biological and mechanical processes which converts MSW from your red bin into marketable commodities namely high-grade insect meal, high nutrient fertiliser and an innovative industrial reductant which can replace coking coal.

So many amazing options to improve plant health and nutrition, improve soil health and topsoil regeneration of contaminated sites and mine rehabilitation applications while dealing with the worldwide issue of waste management. It was great to be able to ask questions at the round table education session.

The group was then treated to a tour of their facility including their Black Soldier Fly breeding area and their nutrient recovery larvae room as well as their reptile house (thanks to Raptor Reptiles). All round a great night out was had by everyone!

Honouring the Past and Embracing the Future

Pioneer's Lunch

By Melissa Meadows

In a heartwarming tribute to the pioneers of the Nursery and Garden Industry, our annual luncheon at the Galston Club brought together some of the industry's longest standing members. The occasion was an unforgettable journey down memory lane and the event was a testament to the lasting impact these individuals have had on the industry.

With 55 attendees from various corners of the Nursery and Garden Industry, we were honoured with the distinguished presence of a 90-year-old attendee, whose remarkable journey and wealth of experience embodied the spirit of the event.

Attendees were treated to a delightful slideshow showcasing historical photographs that spanned several decades. These images served as visual time capsules, reminding everyone of the industry's humble beginnings, its milestones, and the remarkable transformations that have taken place over the years. Each photograph told a unique story, reflecting the dedication, passion, and innovation that have shaped the Nursery and Garden Industry into what it is today.

The attendees also had the opportunity to immerse themselves in the rich tapestry of memorabilia dating back to the 1940s. As they perused through artifacts and keepsakes carefully curated for the event, old memories were reignited, and new connections were forged.

> **Behind every successful industry, there are pioneers who have weathered storms, overcome obstacles, and blazed the trail for generations to come**

President David Jakobs shared some inspiring words that reflected on the industry's progress and expressed gratitude for the pioneers' immense contributions. CEO Anita Campbell emphasised the importance of carrying forward the legacy, fostering innovation, and embracing the changing landscape of the industry.

This nostalgic gathering served as a reminder that the Nursery and Garden Industry owes its success to the visionaries and trailblazers who paved the way for us. Their unwavering commitment, hard work, and foresight have created a thriving community and inspired generations to follow suit.

In a rapidly evolving world, it is crucial to acknowledge and celebrate the achievements of those who have shaped an industry. This event not only paid homage to the past but also ignited a collective spark to forge ahead with renewed vigour, embracing the challenges and opportunities that lie ahead.

The pioneers of the Nursery and Garden Industry have left an indelible mark, and their legacy will continue to guide future generations, ensuring a thriving and vibrant industry for years to come.

Irrigation Workshop

This year we launched the new virtual Nursery training model following a successful trial with Honeysuckle Nurseries and Nestlebrae Wholesale Nursery. Peter Thorburn from Honeysuckle Nurseries was the first to embrace the new delivery model, inviting Stephen Rixon, Head Teacher of Nursery, TAFENSW, Richmond college to the 'The Independent Garden Centre Retail Conference and Trade Expo' last August, to 'spread the word'.

Students from all areas of NSW are now enrolled in the new CIII Nursery Operations (Retail or Production) qualification being delivered by TAFE NSW Richmond campus. The new delivery model has been designed to meet the demands of the nursery industry, be flexible and responsive whilst maintaining quality training. Apprentices are being taught through a combination of the following ways: work based assessments, weekly virtual tutorials, catch-ups on-line, block release, email service and attendance at local TAFE's for some subjects.

Some students are completely off campus, whilst others attend some subjects at Richmond, Ourimbah, Moss Vale, Moruya and Yallah campuses.
Following a comprehensive campaign by NGINA we can report that the uptake has been incredible. We started with 8 apprentices in 2022 and have cracked our target of 100 in 2023. Stephen Rixon, TAFENSW, Nursery said " I'm enrolling new apprentices every week".

Our first block release workshop for 2023 was a roaring success!!

The irrigation workshop ran over two days and students were taught by Gary Humphreys, a licensed technical expert with over 30 years' experience and David Hinton, a local and international Irrigation professional.

Prior to the workshop, apprentices were given pre-reading activities and attended online tutorials. At the workshop, students learnt about how to 'troubleshoot' and developed skills in checking and operating pressurised irrigation systems.

David Hinton (Irrigation trainer) was asked how he thought the nursery apprentices coped with the two intensive days and said, "they were very attentive, motivated and everyone participated in both the theory and practical, they were easy to teach and very pleasant"! TAFE NSW, Stephen Rixon, Head Teacher Nursery, Richmond College, said "Every apprentice thanked me for morning and afternoon tea and appreciated the BBQ lunch provided. I was so delighted that the apprentices benefited from the experience and gave glowing feedback about the new model".

The next workshop will run over 3 days in the July school holidays, employers can choose either 5th – 7th July or 12th – 14th July and will cover potting mix testing, plant nutrition and propagation techniques. NGINA will combine the next workshop with a Next Gen Event.

Advertise With Us

N&G NEWS IS A WELL RESPECTED, INDUSTRY SPECIFIC MAGAZINE OFFERING ADVICE AND KNOWLEDGE TO THE HORTICULTURE INDUSTRY. N&G NEWS REACHES 4000+ READERS OF WHICH 85% ARE FROM PRODUCTION, RETAIL OR ALLIED NURSERY TRADE. EMAIL INFO@NGINA.COM.AU FOR MORE INFO

4000+ INDUSTRY READERS

AFFORDABLE PRICING & MEMBER DISCOUNTS

NEXTGEN

A new generation in horticulture is coming

NGINA's NextGen program provides our next generation of nursery workers a platform to meet, exchange ideas, and hone their leadership skills. If you don't quite meet the age bracket, come anyway to show your support, or why not empower an up-and-comer from your team to represent your company and get involved.

On 20 April we welcomed over 80 people to the NextGen Event at Cameron's Nursery. Sonja Cameron explained what sustainability means for her and her business and how she has managed to reduce her water usage and mixed waste through a range of initiatives. Tony Matson from Cut Above Tools demonstrated his knife sharpening tools and the Makita Paddock Sweeper, Paul Seton from GreenElf Works showed off his fertiliser and herbicide dispensers, Johnathon Eccles explained the role of the local Land Services while his offsider taught us all way too much about cane toads. Toni Chapman also explained her Hort Innovation water treatment study before we all had the most scrumptious dinner.

There was a gigantic selection of plants on offer as lucky door prizes - Thank you to Freemans Reach Greenhouses, Glenfield Wholesale Nursery, Engall's Nursery, Sustainable Natives, Swanes Garden Care, Oasis, GCP, ICL, Elegant Outdoors, Evergreen Garden Care, Cut Above Tools and Cameron's Nursery for donating so many prizes.

A special thank you to our NextGen Committee for putting together such an excellent event: Chair Jack Thorburn (Honeysuckle), Tahnee Moors (Alpine) and Charlotte Macpherson (Cameron's Nursery). A very special thank you to Sonja and Andy Cameron and all their team for having us, marshaling traffic, organising catering and nibbles, and giving everyone their first drink of the night. The Cameron's have always been so incredibly generous to the Association and we are very grateful for their ongoing support.

The power of plants and gardening is propelling growth in the horticultural industry.

For Ball Australia, hosting their wholesale Grower Trials in the state of Queensland was a natural fit to showcase the colour and variety they have on offer to growers, industry colleagues and retailers.

This being the second year of hosting the event at Redlands DPI grounds, Ball Australia were thrilled with the strong response and turn out from their grower network in QLD and interstate over the four days the trials were held.

Ball Australia Grower trials Queensland Week 21 23rd-26th May

loads of Colour on show

Outdoor displays of cut flower varieties, indoor and potted colour varieties and new releases, such as the scented cyclamen from Morel called 'Absolu', kept interests high and re-inforced the benefit of colour in the garden.

Ball Australia hosted a morning tea in partnership with GCP and the Nursery and Garden Industry Qld, held on the same day as the NGIQ Trade Day, which created a great opportunity to visit both events.

Big thanks go to the businesses that supported the Ball Australia Grower Trials from NGIQ, GCP, Evergreen Connect, BASF and Basset Barks, they made the week a success and a great networking opportunity.

Ball Australia hosts its main Grower Trials at its nursery in Skye, Victoria, in the first week of December, week 49 from the 5th-8th. There is plenty to take in over the four days and they welcome all visitors to their wholesale event. For more information about the upcoming Grower Trials contact Ball Australia on: (03) 9798 5355.

COLOUR YOUR WORLD

Vertical Garden

Written By: Angel Thomas, Brooke Steinhoff, Madison Ryan, Sophia Jorge & Suzie Degabriele

In 2023 the Centre of Excellence - Agricultural Education, in partnership with the Nursery and Garden Industry NSW and ACT and Hawkesbury Show ran the third annual Vertical Garden competition for primary and secondary school students in North West Sydney. The competition provides primary and secondary schools the opportunity to incorporate learning linked to science, agriculture, technology, along with communication and the arts into the design of a vertical garden. Schools are required to choose a theme for their garden and address a series of criteria aligned to their theme, plant selection, irrigation techniques and communication of their ideas in their A4 educational reports. The competition is judged in three categories: Primary, Junior Secondary and Middle Secondary. The themes for the 2023 competition were:

- Wellbeing;
- Food Production; and
- Climate Resilient

The winning schools for 2023 were:

Primary School: Londonderry PS with their plants that could grow at the International Space Station themed garden.

Junior Secondary: Year 7 CoE AgSTEM with their wellbeing garden. This is our team and you can find out more details about our team and their engagement in the project in this article.

Middle Secondary: Richmond HS Stage 5 Support Unit with their foragers picnic garden, where students propagated plants from cuttings gathered in their school grounds.

The judges, which included staff from the NGINA, TAFE NSW Richmond Campus and the Centre were very impressed with the work of this year's entrants. They have also announced an exciting new category for the 2024 competition which will see the integration of technology into the vertical garden systems.

All schools were excited to participate and now have a great four panel garden system in their schools. We also received a set of pruning tools to allow us to maintain our gardens and undertake future propagation thanks to Garden City Plastics. The winning schools also receive $100 and a flower pot, with second place school receiving $60 and third place teams receiving $40. At our school we have placed this money aside for the purchase of seeds and tools to allow us to continue to our horticultural learning. We are very thankful to the industry organisations who have sponsored this program and given all schools a chance to learn about vertical gardens and plants.

A little more about our team

The Vertical Garden Challenge was introduced to our school in our iDesign lessons. As an agricultural school we apply our agriculture and horticultural learning in many subjects. Every school group was given 4 panels to complete the Vertical Garden installments. We could plant 10 plants in 10 pots and the rest of the frame was to be filled with information or artistic drawing. When all groups completed their garden, they were submitted into the Hawkesbury Show.

"I'm so proud of us, we worked really hard and tried our best. In my opinion, our teamwork and effort have helped us be one and understand each other. We were able to understand each other's perspective through this project. Well done team!"

- Angel Thomas

Our Vertical Garden was based on Wellbeing. Wellbeing is about judging life positively and feeling good. There are five factors of wellbeing including physical, emotional, social, spiritual and intellectual. These factors divide into environment, community, security, health, relationships and purpose.

Our aim was to create a vertical garden that would reduce stress and anxiety. We wanted to help young people of our age (kids, teens) who are going through severe anxiety and stress due to school, family problems or other activities. It could also help children with their Mental Wellbeing at places such as Headspace which is a National Youth Mental Health Foundation similar to Kids Helpline.

Stress is a state of worry or mental tension caused by a difficult situation. Anxiety is a feeling of tension, physical changes, and worried thoughts. It can be defined as a feeling of worry, nervousness or unease about something with an uncertain result.

To reduce these, we used plants that use your senses to help take your mind off troubles and tough situations.

We also chose a watering can as our watering system because it is interactive and can also help take your mind off these issues.

To complete the vertical garden challenge, we started off assigning each other roles so that we could complete this challenge easily and efficiently. Our theme was wellbeing for anxiety and stressed people for example people with cancer, dementia and orphans. After we understood our defined statement, we measured the size of the vertical garden as we were building our Vertical Garden frame with the help of a parent. This would make it easier to build the frame. Then, we researched about different plants that we could use and selected the plants.

The materials used to build the frame for the Vertical Garden were reused from an old pallet from a goat yard which goats broke.

While making this Vertical Garden, we learnt that there are many children and adults equally in this world who are having trouble fitting in or feeling stressed due to work or school. While creating our vertical garden, we understood that friendship could happen in any environment.

Do you get our emails?

We regularly communicate with our members via email. If you feel you could be missing out on any of our emails please contact the office on **(02) 9679 1472** or email **info@ngina.com.au** so we can look into it for you.

Find us on
NGINA Northern Rivers Regional Group

NGINA
Northern Rivers Regional Group

SCAN TO REGISTER

NORTHERN RIVERS

Spring Trade Day

TUES 12 SEPTEMBER 2023

A GATHERING OF ALL THINGS GREEN FOR THE NURSERY AND GARDEN INDUSTRY

Presented by Nursery & Garden Industry NSW & ACT, Northern Rivers Branch

NGINA
Northern Rivers Regional Group

PULLING BACK THE

SHADE CLOTH

Back In August

Last Friday of every month

Northern Rivers Area

8:00am - 10:00 am

RSVP HERE

RSVP HERE

These seminars are for NGINA Members only and you are welcome to bring along a team member with you. If you are not yet a member, please contact the NGINA and for a modest fee can join a passionate and committed group here in the Northern Rivers.

GREEN EXPO

Bringing Industry Together

Presented By

Nursery & Garden Industry Queensland

VISITOR REGISTRATION IS NOW OPEN

GREEN EXPO 2023

25 - 26 July

Gold Coast Turf Club & Events Centre

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Northern Rivers Update

Northern Rivers Autumn Trade Day

Was held on Tuesday 14th March and is a gathering of all things GREEN for the nursery and garden industry in Northern NSW. Anita and Tara got to meet a mix of growers, allied suppliers and retailers at the drinks and nibbles evening on the Monday -the food was delicious. The stock at NR Trade Day was fantastic and it was great opportunity for everyone to catch up with familiar faces as well as meeting new industry people too. Thank you to Garden City Plastics for sponsoring the free coffee. Standholders included Alstonville Plants, Bamboo World, Pearces Nursery, QIF, Camwill Palms, Plant Providers, Maromac, Parkers Place, Go Grow, Rocky Point, Think Water, Norwood, Fernland, Greenlife Structures, ENVU, Quaillity Plastics Pots and Powerplants.

Next Northern Rivers Trade Day is Tues 12 September. Pop it in your diary!

Pulling Back The Shade Cloth

On Friday 31st March Pulling Back the Shade Cloth was held at Growing Grounds.

Free Forklift Training (covered under Agskilled) was held in the Northern Rivers in April – thank you to Alpine Alstonville and Camwil Palms for hosting the training days and Go Grow for hosting the assessments in May.

On Friday 28th April Pulling Back the Shade Cloth was held at Quality Indoor Foliage (QIF). Andrew Attwood gave our Northern Rivers Group a tour of their Lindendale site. QIF is a pristine site and has lush green foliage around every corner... and lots of great expansion plans underway! Andrew also gave an overview of their horticultural practices.

Department of Primary Industry (DPI) hosted May's Pulling Back the Shade Cloth event at their Wollongbar site. They went through how they support profitable and sustainable practices in the industry including cutting edge research, intergrated pest management programs, collaborative partnerships and networking and industry engagement.

Northern Rivers Pulling Back the Shade Cloth will be taking a break in June and July and will not take place during those months. However, we are excited to announce that we have organised a **Golf Day exclusively for Northern Rivers members on Friday, 23rd June** at the beautiful Tevan Valley Golf Course. It promises to be a fantastic day of camaraderie and friendly competition and bragging rights. We encourage all members to save the date and join us for a memorable day on the greens.

SINCE 1972

SYDNEY TRADE DAY

Every month!

FREE FOR NGINA MEMBERS AND FIRST TIME VISITORS!*

Connecting growers and allied suppliers with buyers

Sydney Trade Day is a monthly trade only plant market held at the Hawkesbury Showground that connects growers and allied suppliers with buyers from across NSW and ACT.

- Pre-purchase your plants and allied products from multiple suppliers and pick up on Trade Day
- Hand pick the best stock
- Enjoy the convenience of a central collection point
- See stock from multiple suppliers under the one roof
- See what's new each month
- Talk directly with growers
- Save on freight costs
- Network and cross paths with industry peers
- Stay in touch with what is happening.

Landscapers, Garden Centres, Trade Customers, Florists, Homewares businesses and local Council representatives, please get in touch with NGINA to arrange your free entry or buy an annual buyers membership at: info@ngina.com.au or 02 9679 1472.

Come and have a look around. Doors open at 7am. MEMBERS ARE ALWAYS FREE

This is a trade only event. Proof of trade may be required upon entry. Free visit is for first time visitors and those who haven't been in a while (6 months or more).

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THE NURSERY INDUSTRY NEEDS YOU

It is a very sobering fact that only 15% of the people working in our wonderful industry are under the age of 40. The numbers of apprentices enrolled in parks and gardens, horticulture and most importantly nursery operations has declined to worrying low levels.

NGINA has a duty to address this issue so that we can future proof our industry. To that end we launched the new virtual Nursery training model following a successful trial last year. Students from all areas of NSW are now enrolled in the new CIII Nursery Operations (Retail or Production) qualification being delivered by TAFE NSW Richmond campus. The new delivery model has been designed to meet the demands of the nursery industry, be flexible and responsive whilst maintaining quality training. Apprentices are being taught through a combination of the following ways: work based assessments, weekly virtual tutorials, catch-ups on-line, block release, email service and attendance at local TAFE's for some subjects. Some students are completely off campus, whilst others attend some subjects at Richmond, Ourimbah, Moss Vale, Moruya and Yallah campuses.

Following a comprehensive campaign by NGINA we can report that the uptake has been incredible. We started with 8 apprentices in 2022 and have cracked our target of 100 in 2023 with more enrolling every week.

The next challenge for this programme is not having enough teachers. **We are calling on you to consider giving back to the industry and sharing your knowledge and experience** with our newest recruits. Given our virtual training model **you could be located anywhere in NSW and could teach as little or as often as you want.** You could just teach the modules you are proficient, confident and passionate about. Pay rates, which include preparation time, are super generous and TAFE will consider scholarships to fully fund your TAE40122 – Certificate IV in Training and Assessment.

If you are even remotely interested and would like some more information please call **Steve Rixon, Head Teacher of Horticulture for a confidential chat on 0410 455 960**

NEW MEMBER

Contact them for wholesale enquiries, catalogues and pricelists:

+61422137063
hello@newhousemates.com
www.getplantsdelivered.com

New Housemates is a Canberra based online plant store whose goal is to help more people discover the joy of gardening and plants. They think ones of life greatest pleasures can be getting your hands dirty in the garden, and they want to give customers what they need to do that... whether that's education and information, tools, pots, veggie beds, or the plants themselves, they are here to help and hopefully inspire!

Owner Dan is a plant mad horticulturalist and landscaper and he is motivated to help customers find and care for their next housemate. They offer delivery to all Canberra suburbs, as well as Queanbeyan and Jerrabomberra.

NEW MEMBER

Lush Flower Co is a family run florist based in Neutral Bay NSW who offer premium quality floral arrangements and flowering plants Sydney wide for any occasion.

At Lush Flower Co, your moments matter to them, that's why they source only the freshest flowers from their trusted growers and hand select the flowering plants from sustainably grown local growers.

Their arrangements are custom designed by their team of experienced floral designers with the intent to capture the human expression of your moment within every arrangement. Their customers are everything to them and they pride ourselves on their customer service.

Lush
FLOWER CO

Contact them:

02 9030 4040
hello@lushflowerco.com.au
www.lushflowerco.com.au

NEW MEMBER

LUSH LEAF

Lush Leaf Nursery is a family owned and operated production nursery in the Hawkesbury specialising in hedging plants. Georgia and her family work hard in the nursery to produce high quality and full plants.

Their range includes standard hedging lines such as Viburnum odoratissimum, Photinia ‘Red Robin’, Rhaphiolepis ‘Snow Maiden’, Syzygium ‘Resilience’, Acmena smithii and Murraya among others.

They sell plants in 20cm and 30cm, and 45L bags and their customers include landscapers, retail and wholesale nurseries and government agencies.

Significant discounts are available for bulk quantities (MOQs apply). Grab a great deal for your next big project today by checking out their availability at their website emailing Georgia at info@lushleaf.com.au or calling 0404 005 967.

Contact us :

0404 005 967

info@lushleaf.com.au

www.lushleaf.com.au

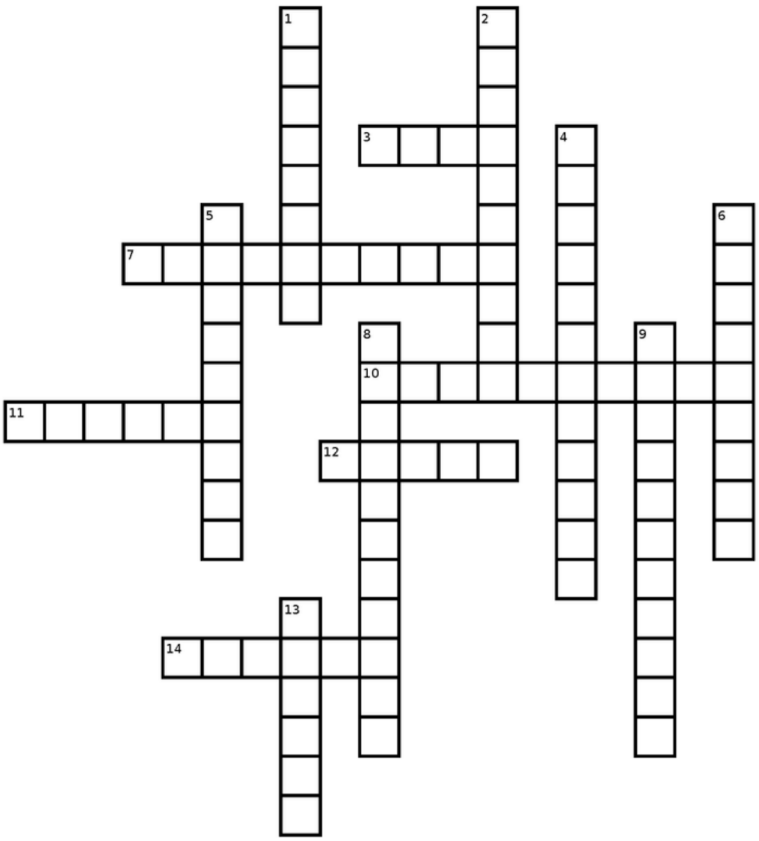
NEW MEMBER

Vanderley Nursery is one of the largest producers of Bougainvilleas in Australia including Bambino and Li'l Beauty varieties. They also grow Euphorbia Little Sparkler, zonal and ivy Geranium, Gerbera, finger limes, blueberries, bananas, Green Supreme, Hibiscus, Hydrangea, Calathea, Epipremnum, Ficus, Alocasia, Philodendron, Monstera, Single, double and triple flowering Mandevilla, Metrosideros Little Dugald, Ewan and Bridget, Schefflera amate, , Sunimpatients in 8 different colours, Stephanotis and Syzygium (Resilience, Select, Straight and Narrow).

John has 50 years experience in the nursery industry, but has been an avid gardener and collector of plants since his childhood. Days spent in the garden with his mother and grandparents and visits to Allan Seale's local nursery and tending the garden for the neighbours in Beecroft, Sydney all contributed to his horticultural passion.
After completing a Science degree at University and later topping his classes in Horticulture, John was offered a full time Horticulture teaching position at Ryde TAFE.
John's first wholesale nursery in Sydney saw his passion for growing beautiful flowering ornamental plants come to fruition. A move to the Mid North Coast of NSW in the early 1980's led to expansion into the Queensland market.
Ornamental plants are John's specialty and Vanderley Nursery has built up an impressive range of spectacular lines under his careful guidance. Specialising in bougainvilleas has created opportunities to supply councils, large landscape projects and garden centres over several states.
With partner Carol's support, a new venture opened up to the public in 2012 and Abundance Garden Centre began trading. Located at the nursery site, Abundance has become a popular tourist destination and supplier of premium plants , pots and giftware to residents on the Mid North Coast.

0417 423 768 John
0419 690 376 Office
office@vanderleynursery.com.au
www.vanderleynursery.com.au
274 Rawdon Island Road, Sancrox, NSW 2446

CROSSWORD



DOWN

1 Having a long stem which spreads over the ground or hangs loosely
2 Non-woody plants, such as most ferns and grasses
4 Paraphyletic group of land organisms, including some plants as well as algae
5 A chemical preparation for destroying plant, fungal, or animal pests
6 A genus of several old world plants now classified as Chrysanthemum or Tanacetum
8 The green colouring matter of leaves and plants, essential to the production of carbohydrates by photosynthesis, and occurring in a bluish-black form
9 Meat-eating, predatory, predacious
13 An overhanging covering

ACROSS

3 A subterranean bud
7 A building, room, or area in which the temperature is maintained within a desired range
10 An ornamental plant that is grown indoors or adapts well to indoor culture
11 Containing acid-bearing pollutants
12 Plants that have hard stems are
14 The science of plants; the branch of biology that deals with plant life

How well do you know your green life?

SUDOKU

LEVEL: MEDIUM

1	5		2		9			4
	4				6			
				4			6	3
	7					8		6
6								5
2		8					1	
4	6			8				
			6				7	
8			5		1		4	9

From plant to plate

With Leisha Jordan 15 mins prep time

As a Greek, I'm very particular about my Greek Salad's. When they stray from tradition... I generally don't have high expectations. However, when this salad hit my belly, I made an exception. This is the perfect 'pimped up' salad to take to a friends house when you hear those dreaded words "just bring a salad". It's fancy enough to impress your friends without being too much effort.
Enjoy this salad with literally anything, a BBQ, fish, chicken or as a pot luck.

Fancy Greek Salad

With a fresh mediterranean dressing

Ingredients

Salad

- **Tomatoes** 1 pack of cherry tomatoes or 2 large tomatoes diced into medium chunks
- **Lebanese Cucumber** 1, chopped into chunks
- **Chickpeas** 1 tin, drained
- **Zucchini** 2 zucchinis made into ribbons with a peeler (use just the outer layers of the zucchini)
- **Red Onion** 1/2 chopped to taste
- **Fetta** I prefer danish for salads, but any fetta will work. Crumble 1 cup
- **Dill** 3 tbs chopped (fresh preffered but can use dried)
- **Oregano** 3 tbs chopped (fresh preffered but can use dried)
- **Lemon** zest of 1 whole lemon
- **Olives** (optional) 1/2 cup, pitted
- **Lettuce** (optional) small cos lettuce chopped. (I often make this without lettuce as the zucchini ribbons create a similar texture)
- **Salt & pepper** to taste

Dressing

- **Greek Yoghurt** 1/2 cup
- **Lemon Juice** 1/2 lemon
- **Oregano** 1 tbs of dried or fresh
- **Rice Malt Syrup** 1 tbs (Rice Malt Syrup really makes this dressing, but you could use honey if you needed. I would only use 1/2 tbs if so)
- **Garlic** 1 clove, crushed
- **Salt & Pepper** a decent pinch of both

Method

Toss all the ingredients together in a large bowl and season to your liking.
Mix the dressing ingredients together with a fork or whisk and mix through when ready to eat.

Thank you to our NGINA Partners

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WHY PARTNER WITH NGINA?

By partnering with us:

- **Your brand** will gain the benefit of reflected trust and authority, which is the cornerstone of the relationship between NGINA and its members.
- **Your business** will benefit from the opportunity of open communication with decision makers and key people in NSW and ACT's nursery and garden industry.

NGINA Partner Benefits can include *

- NGINA membership
- Display NGINA partnership logo on any of your print and digital marketing collateral
- FREE membership of Growers & Suppliers Group
- Opportunity to speak at a Growers & Suppliers Group event
- CEO and/or NGINA Director escorted visits to meet with NGINA members
- Fulfilment report (a formal report that shows you exactly how we delivered on our promise)
- Advertising and Marketing
  N&G News |eNews |NGINA website |corporate email signature | social media | members packs
- Sydney Trade Day
  Advertising on Trade Day flyer | FREE exhibitor stand | FREE roaming stand | display promotional material |hand out promotional material/showbags
- Representation at other NGINA Events
  Complimentary tickets to awards night and gala dinner | Opportunity to speak at events| Presentation of an award | Major key partner recognition at events | Logo on event promotional material | Complimentary tickets to other NGINA networking events | Logo on pull-up partner banner at all events

*See Partner Benefits Prospectus for more information and conditions

Partnership Opportunities

Off-The-Shelf Packages
We offer various partnership packages;
diamond, platinum, gold, silver and bronze all of which offer year-round access and exposure to NGINA members through events, print and digital media, and exclusive networking opportunities.

Customised Packages
In the event our off-the-shelf packages don't provide exactly what you're looking for, NGINA's flexible approach means that together we can tailor a package that meets your needs and requirements. To discuss this option further please call the office on (02) 9679 1472. All partners will receive a fulfilment report at the end of the 12-month period.

To become a partner or for more information contact NGINA:
t: 02 9679 1472
e: info@ngina.com.au

ANSWERS

SUDOKU

1	5	6	2	3	9	7	8	4
7	4	3	8	5	6	9	2	1
9	8	2	1	4	7	5	6	3
3	7	5	4	1	2	8	9	6
6	1	4	9	7	8	2	3	5
2	9	8	3	6	5	4	1	7
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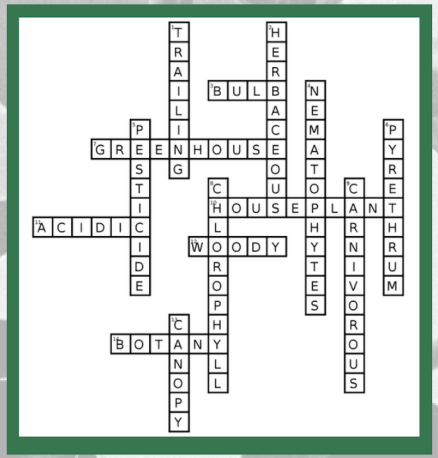
CROSSWORD



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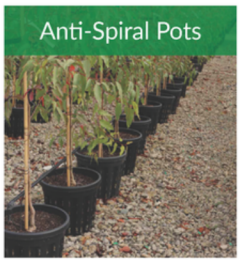
- Guaranteed longevity – made from Heavy Duty Polyethylene and strong double-stitched handles with UV treated threads for extra added strength.
- Available from 10L to 2500L.

Anti-Spiral Pots

- Promotes a fibrous non-girdling root system and minimises transplant shock.
- The unique design promotes aerial root pruning.
- Great size range available – from 2L to 85L.

Advanced Tubs

- Built to weather all conditions – made from strong Polyethylene Plastic.
- Ideal for growing larger specimen plants or any large deep root system plant.
- Sizes range from 30L to 1000L.



To order online, scan the QR CODE

Or reach out to any of the GCP team to get started.

gardencityplastics.com **1300 695 098** **sales@gardencityplastics.com**

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