

What's Growing On



Nursery & Garden Industry
South Australia

SPRING|2017

Hanging baskets on display



Trade Day

SMALL members in focus



Nursery & Garden Industry
South Australia

505 Fullarton Road Netherby 5062
P: (08) 8372 6822
www.ngisa.com.au
info@ngisa.com.au

On the cover

The Gardens in Small Spaces entries on display at the Goyder Pavilion at the Royal Adelaide show in September.

IN THIS ISSUE

- 7** Profile - Knight Roses
- 8** Smaller members snapshot
- 10** Super Spring Trade Day success
- 13** BioGro Knowledge Centre
- 15** NGISA Workshops report
- 18** Industry Snippets

NGISA acknowledges the support of our industry sponsors

PLATINUM



GOLD



SILVER



How good was this! Competition shows living colour at its best



'Best in Show' - The Champion award for the community section was this entry from the Unley branch of the Salvation Army.

The joy and colour of hanging baskets was just on display at the 2017 Royal Adelaide Show.

People loved the hanging baskets on display at last year's show which were mainly provided by NGISA retailers and some community entries.

This year we had over a dozen retailers and several community groups putting up entries and the competition was 'fierce'!

The judges from the Show's Horticultural Committee decided the Champion entry among garden centres was from Jungle in Willunga and Reserve Champion was from Heyne's Garden Centre.

For the community groups the Champion entry was from the Salvation Army at Unley with Reserve Champion being from Rosefield Community Shed.

All member NGISA retail garden centres were invited to participate in this special promotion. As well, they were encouraged to prepared another basket or two in association with local community group, school or garden club.

Garden centres who entered include: Crafers, Yorkreation, Garden Grove, Vadoulis, Barrow & Bench Mitre 10, Heynes, Klemzig, Glynde Mitre 10, Banner Mitre 10 at Blackwood and Norwood, Semaphore Pets & Garden and Jungle in Willunga.

There were eight entries in the 'community' section from schools, community gardens and a community shed.

While it was principally a hanging basket promotion, entrants were allowed to do an alternate display and the groups from the Unley Salvation Army branch and Rosefield Community Shed showed what could be achieved with some thinking 'outside the basket'.

There were three categories: Colour, Edible and Fun. 'Creative' turned out to be the most popular and the entries showed just how creative people can be with their choice of plants and the associated decorations.

The category winners were: Garden Centres: Category winners - Edible: Barrow & Bench Mitre 10, Malvern. Colour: Banner Mitre 10 Blackwood. Creative: Jungle in Willunga.

Gardens in Small Spaces on display at Show

In the Community section the winners were - Edible: Joan's Patch Community Garden. Colour: Rosefield Community Shed. Creative: Salvation Army Unley
 NGISA Gold sponsor, Brunnings Garden Products, was the sponsor for the competition and provided free baskets to each centre for entries. We thank them for their support.

2017 Royal Adelaide Show



Garden Centres' reserve champion, Heynes Garden Centre.



The hanging baskets made an impressive display in the Goyder Pavilion.



Many NGISA garden centres joined in the competition and put forward outstanding entries like these from Glynde Mitre 10 and Crafrers garden Centre.



Winner of best garden centre 'colour' category.



Jungle in Willunga's award winning 'creative entry, complete with ants!.



Congratulations to Rosefield Community Shed's outstanding 'colour' entry - Reserve champion.



Australian Flora for Horticulture



Native Plant Wholesalers is one of Australia's larger native plant growers and proudly based in South Australia near Mount Gambier. Begun 30 years ago by Australian native plant enthusiast, Phillip Dowling, the nursery now has 6 hectares of growing area producing over 800,000 plants per annum in 140mm and 200mm pots. A staff of more than 30 full-time and casuals, work with Phillip and nursery Manager Jason Dawe to produce and promote Australian flora for horticulture.



Native Plant Wholesalers has been a NGISA Member since 2000, an NIASA accredited nursery since 2009 and in 2011 achieved Biosecure HACCP certification. An extensive stocklist is available on the Native Plant Wholesalers website which is updated weekly for ordering. We offer quick and efficient delivery.

Phone: 08 8726 6210

enquiries@nativeplantwholesalers.com.au
www.nativeplantwholesalers.com.au

President's Report

I believe our industry and your association has had a relatively good year since our last AGM in August last year. Last spring was pretty disastrous for our retailers and therefore for all of industry, but summer, autumn and winter were kinder allowing most to recover lost sales from the very wet spring.

Continuing diligence of your board and executive has led to NGISA ending the financial year again with a positive result. This is great news considering the tougher times we now all face. The executive has also looked forward working with the CEO to prepare a conservative budget which aims to deliver a surplus in this current financial year. Our financial position is underpinned by three pillars:

- the membership fees and we continue to maintain a strong membership base
- our sponsors and a very big thank you to all of them, and
- the SA Gardens & Living magazine through our distribution of that to members

The year also saw a major revision of the 'Grow Me Instead' booklet with the financial support of Biosecurity SA and some NRM boards, with the largest supporter being Adelaide & Mt Lofty Ranges.

We have continued to communicate to our members and industry friends through the weekly Nursery Notes and the What's Growing On newsletter. We have continued to communicate to the gardening public through weekly spots on 5aa's gardening show on Sundays, through the seasonal two page 'What's Hot' features in The Adelaide Advertiser' and through SA Gardens & Outdoor Living.

The year has also seen a very big move for change within the industry structure both nationally and at a state level. Your board has been very considered in its responses to the proposed 'National Unity Model' and we are still to be convinced of its merits.

However we support the need for change and we support the Structural Review Committee to look into it with more detail. We will work with them as they review the suggested model and put forward their recommendations.

On the levy front we are pleased that some spend is finally going to begin to support our retail members. Through direction from Hort Innovation the 2020 program managers have repackaged the Plant/Life Balance message into what looks like a very positive campaign based around social media and is now being launched this spring.

But we continue to be amazed at their lack of communication with the people who provide their funding - us! NGIA has taken up various issues and we await with interest the outcome of their discussions.

In the meantime rest assured that your association is solid and well geared to move into the year and years ahead with confidence.

Graham Brown President - NGISA
(excerpts from AGM report)

A COMMUNITY EFFORT PRODUCES a magazine of excellence

The SA Gardens & Outdoor Living magazine is a great example of the nursery & garden industry working together to create a great promotion for gardening.

"It is truly a cooperative effort by industry members to support the magazine not only with advertising but with worthwhile articles, making it very relevant to South Australian gardeners," says NGISA Communications Manager, Neville Sloss.

The spring issue just out has advertisements by 27 members of NGISA and 25 pages of editorial and photographs contributed by NGISA members and NGISA.

For example Krystal James from Serenity Nursery at Murray Bridge has an article about the popularity of fairy gardens; Amanda Stewart from Barrow & Bench Mitre 10 at Malvern has looked at tools to make gardening easier; Dianne Hall has written about one of her favourite subjects, camellias; and

Luke Menzel from Semaphore Pets & Gardens has done the regular pests and diseases column for the season.

"The publishers Canongate Partners, do an excellent job in producing a beautiful magazine and beautiful advertisements for members at no charge, so I would encourage all members to look at promoting their plants or products in the magazine."

Not only retail garden centres utilise the magazine to build customer loyalty. The Turf Farm at Pinnaroo includes a copy with every lawn delivery.

Extra copies are available at the NGISA office to cover off the busy spring, so if you would like more copies for your customers, then contact us on 8271 1012 or email info@ngisa.com.au



NGISA 2017 AGM 'Steady as she goes'

There have been minimal changes to the NGISA at the recent AGM held on August 23.

Jeff Clarke from Craighburn Nursery retired after four years of service, while vice chair David Eaton from Ball Australia and Peter Jong from Jongs Nursery retired as well.

President Graham Brown reported that David's invaluable experience was not going to waste and he had been co-opted back onto the board for the year ahead.

Peter Jong chose to step down to focus on his national role with the Structural Review Committee but has indicated a willingness to come back on board next year, when several places will become vacant.

In the meantime, past board member Chris Physentzou was appointed to the board unopposed and will step back onto the Executive. Chris was previously Treasurer and will resume that role (it had been filled by the late Craig Norman)

One vacancy remains on the board.

Habitat for wildlife – and humans!

Once again Sophie Thomson developed a spectacular garden for the Royal Adelaide Show, this year called 'Habitat'.

She worked on the theme to promote the importance of urban gardens to provide habitat for all creatures that are beneficial to the environment and the garden, including birds, bees, frogs, lizards, insects.

She didn't forget humans, saying they should provide 'a place to relax and forget the worries of our lives.'





Where South Australia's leading landscapers, retail garden centres, landscape designers and florists all go for quality & service.

6 days a week, at WPP we have:

- A broad range of high quality stock in daily from tubes to advanced trees, including old favourites to new releases
- A great team led by Phil who can quickly source hard-to-find plants and provide detailed quotations
- A full collation and delivery service
- Quick and easy cash & carry market
- Garden hardware, fertilisers and giftware.

Wholesale Plants & Products is a proud member of NGISA and an Accredited Greenlife Market.



38-40 Duncan Road, Dry Creek

Ph: (08) 8262 7787

Monday to Friday 7.30am - 5pm

Saturday 7.30am - 12 noon



CEO's Report

Although time flies, it seems that winter has been sluggish in moving along, commencing back in 2016 with a poor selling period in Spring that hampered sales and made the period since then seem like a catch-up!

South Australia also has experienced that long drawn out pre-election period where money seems to have dried up and retailers have to search for every dollar of positive sales.

I have an insight into pokey venue figures and across the state they have gone down by 8-10% for a year or two now, something that in SA has not happened for a long time and is an indicator that expendable income is scarce!

So as Spring is springing in the next few weeks it is time to be positive and pro-active in attracting customers to buy, make sure your business is looking and feeling right and that your most important asset, your staff are really switched on to what they can sell to your customers.

"I get to visit a lot of businesses in a year and the ones that give me a positive frame-of-mind experience when I walk in are usually the ones that take my dollar."

So I encourage all garden centre owners and managers to take the time to step outside the day to day management of your business and seek your customers' view point as to what they expect and look for that something different.

Talk to your suppliers, especially the plant wholesalers and maybe take the time to pick each plant you want to on-sell yourself - this may give you the edge when it comes to selling those plants to your customers.

Suffice to say the NGISA office, Neville and I are here to assist in any way we can, ranging from another point of view on a display or re-arranging of a shop to working through different thoughts on some variations to production issues. Our experience and unbiased point of view can often help to shape that progressive move. Increasingly I get asked questions in relation to expansion of infrastructure as well as industrial relations issues and we are happy to assist or to recommend someone who we work closely with in order that members do not get impacted and unduly penalised.

In the meantime here's to a great spring ahead.

Grant Dalwood



Nursery & Garden Industry
South Australia

MEMBER | PROFILE

Knights Roses

The success behind South Australian company Knight's Roses dates back to the late 1950s.

It was founded by the late George Knight and his wife Aileen, at a time when knowledge about rose budding was rare and competition was fierce.

Having suffered a severe heart attack in 1960, George was hospitalised, leaving the future of Knight's Rose Nursery uncertain with 5,000 roses in the ground at their Evanston Gardens site near Gawler. Knight's Rose was saved by George's younger brothers Julius and Ian who joined the company, forming a family partnership that would span many decades.

By 1970 Knight's Roses was growing and supplying 250,000 roses to nurseries across Australia, before the company was downsized in the mid-1970s and branched into the retail sector.

A new era of rose growing began for Knight's Roses when Julius' son Daniel joined the family business in 1985, and the main growing operations returned to Gawler in 1992.

Since its establishment, Knight's Roses has flourished to become one of the largest rose suppliers in Australia, now growing over 350,000 rose bushes annually, with over 700 varieties.

Daniel Knight says the rose growing process is often two years in the making.

"We grow our root stock for 12 months, predominantly of Dr. Huey, then cut the root stock throughout April, May and June. From then, we begin grafting in November right through to February," he said.

"Half of these roses are left in the ground for eighteen months, which allows the stems to become thick and

strong. Then the roses are dug out, bagged and sold."

In order to keep orders high and customers satisfied, Daniel said he often buys roses from other growers within Australia.

"You need variety In order to keep a business flowing and succeeding," he said.

Knights Roses employ 12 full time workers, but during its busiest time in April through to May there can be as many as 58 staff.

When asked what advice he might share with other rose grower enthusiasts, Daniel stressed that although the process can be tedious, the outcome is rewarding.

"Keep experimenting with them as much as you can, you might have had bad experiences with rose growing in the past, but you get many roses that are just fantastic," he said.

"I wish I could get the whole process neat and spot on, but things constantly change, it's a real battle trying to get it right ... but if you have the time and enthusiasm, keep experimenting."



Cuttings ready for planting.



Daniel Knight has a hands-on role in the business.

smallMEMBERS

NGISA has over 100 members and some fill niches in our industry, and some we don't hear from that often. Here we acknowledge some of our smaller members doing good things. This feature was written by Jess Kain, our intern journalism student.



Maria Yannakoudis with her grafting team.

Grafted Vines

Long standing NGISA member Theo Yannakoudis has been in the grafted grapevine industry for 33 years. Having opened Grafted Vines in 1983, Theo's drive and enthusiasm has been long recognised as some of the main reasons for the businesses ongoing success.

Located five minutes northeast of Loxton, Theo's vine nursery is one of three businesses of its kind remaining in the Riverland. With that said, Theo aims to be a reliable and quality supplier to a wide range of customers, utilising the best available vine material.

Grafted Vines supplies roughly 100 different grafted combinations to growers throughout South Australia and the eastern states. Theo explains that the combinations are based on what growers require.

"It changes all the time, creating combinations is based heavily on demand," he said. With each combination having three or more clones, you could say Theo has his hands full. With spring approaching, the nursery is busy supplying one-year old dormant vines and grafted vines in peat pots, as well as growing vines on for next year's supply. Information about Grafted Vines' root stock or grape varieties can be easily accessed via their website.

NGISA Member: Theo Yannakoudis

Website: www.graftedvines.com.au

Contact Number: 8584 6989

Address: PO Box 807, Loxton SA 5333



Link Edge

Link Edge, known for Australia's best and most reliable aluminum edging is both an NGISA and NGIA member. The 14 year old business is highly regarded across Australia, producing quality aluminum edging

for garden, landscape and construction industries.

The success of the business dates back to 1983 where Managing Director Robert Haysom identified that the edging available at that time consisted of steel, concrete, wood and plastic - all of which were not 'cutting the mustard.'

Now, Link Edge sells and distributes products throughout leading nurseries, garden centres, hardware and landscape stores Australia wide. Their products are not only visually appealing, but allow their customers to design and shape outdoor areas to perfection. Their range of products caters for all, from the novice gardeners to the professional installers.

NGISA Member: Julian Bond

Website: www.linkedge.com.au

Contact Number: 1800 454 657

Address: 32-34 Cormac Road, Wingfield 5013

Ibis Siding Nursery

Situated 82 kilometres south of Adelaide, you will find Goolwa and home to NGISA member, Kym Gilbert. Ibis Siding Nursery, is family owned and operated since 1990.

Kym started the business at the ripe age of 27, and remains the proud owner. From native plants through to home grown honey, Ibis Siding Nursery caters for a range of needs. Yet, it doesn't stop there. Kym endeavors to go above and beyond the expectations of any ordinary retailer.

With a proven track record, Kym also offers garden and landscaping advice. Customers have the luxury to visit the nursery's in-house landscape garden where they can find inspiration and pull ideas from it. Alternatively, Kym offers house and property inspections which he believes goes a long way for his customers. Featuring a range of coastal plants, fruit trees, roses, stock feeds, biodegradable soaps and so much more, Ibis Siding Nursery is a one stop shop for a happy and healthy garden.

NGISA Member: Kym Gilbert

Contact Number: 8555 1311

Address: Cnr of Kressell Road and Cadell St, Goolwa, SA 5214



Kim Gilbert from Ibis Siding Nursery.

Weald View Gardens: Fuchsia Growers



Weald View at the Clare Garden Festival.

Weald View Gardens is a household name for novice and experienced gardeners. With a love for fuchsias, owners Roger and Chris Scrase hope to foster this same interest in those who visit their picturesque nursery. With over 30 years of gardening experience and five generations of horticulture involvement, Roger and Chris have an extensive range of fuchsias suitable for baskets, pots and the garden. Described as a "rewarding plant" to grow, the fuchsia blooms in profusion for many months of the year and grows in a wide range of positions. However, the flower can be difficult to grow in South Australian conditions.

Roger and Chris often experiment with different kinds of fuchsias, then release those they find suitable, broadening the selection for South Australia. Eager to pass on their wisdom and selling locally grown fuchsias, Roger and Chris often attend Garden Shows throughout Australia.

NGISA Member: Roger and Chris Scrase

Website: www.wealdviewgardens.com.au

Contact Number: 8390 1244

Address: 258 Lobethal Road, Ashton SA 513



Tony & Mindy.

Misty Creek Garden Centre – Tony Belperio

Located just 30 minutes from the Adelaide CBD, in up and coming Mount Barker, you'll find gardening institution, Misty Creek Garden Centre. Proud owner and keen horticulturalist, Tony Belperio describes the retail garden centre as "old-fashioned".

Celebrating 20 years this November, the Misty Creek Garden Centre still maintains its edge, carrying a good range of seedlings, native plants, fruit and ornamental trees, camellias and general nursery lines.

90% of its stock is sourced from local nurseries as Tony and partner Mindy believe in supporting surrounding businesses first and foremost. But it doesn't stop there, Misty Creek Garden Centre also provides a garden advisory service. Offering a call-out or in-house service, Tony and Mindy give up their time showing customers suitable plants for their personal garden, and also assist in identifying diseased and pest ridden plants.

NGISA Member: Tony Belperio

Contact Number: 8391 5329

Address: 9 Victoria Crescent, Mount Barker SA 5251

HEYNE'S WHOLESALE

Growing it for the State!



www.sagrown.com.au | sales@sagrown.com.au |  Find us on Facebook: [sagrown](https://www.facebook.com/sagrown)

A **SUPER** day for buying, selling & networking



(l to r) Katie Steinwedel from The Garden Depot, Cassandra Barendregt from SA Life/Gardens, Grant Dalwood NGISA, Brooke Seward and Jacqui Harbison from SA Life/Gardens.

It was another super successful NGISA trade Day with the "Super Spring Trade Day" held on August 23. Trade Days are a wonderful opportunity to exhibit and sell products for growers and/or sellers of plants, dry goods and horticultural services.

Third time Trade Day goer Debra Griffin from Trenton Cottage says it's like catching up with family and friends. "I have a lot of SA nurseries that stock Trenton Bulbs, and wanted the opportunity to catch up with them as well as the chance to show off our range to other nurseries who attend," she said.

Held at the Urrbrae Agricultural High School, the farm shed was bursting with greenery and colour, which spread out into the parking area. From plants, pots, barrels, garden tools, products to fertilisers, retailers had the luxury to see, buy or order, plus take advantage of the advisory services available.

Compliments of platinum sponsor Van Schaik's Bio Gro, the gourmet BBQ breakfast helped keep everyone warm. Our thanks to Matt Van Schaik and Dane Pople from Bio Gro for doing a splendid chef-fing job!

Despite the weather, the day was well attended as many old and new faces braved the elements. It featured regulars like Brunnings Garden Products, Peats Soil & Garden Supply, Easy Colour, Poplar Grove, Jongs and United Nurseries and many more. From Victoria were Coolwyn, Merrywood and Yarra View Nurseries, and Biemond Nurseries for the first time.

Vince Davey from Bailey's Fertiliser experienced his very first Trade Day and believes it provides a good opportunity to meet growers and see what is happening in the marketplace. It was also great to see some fresh faces from newcomer Next Generation SA whom encourage young people to engage and get involved with rural and agriculture enterprises.

The event was highly successful for exhibitors and customers, particularly for Amanda, a friend of HMA member Karen Montgomery who took home the ultimate raffle prize. Takasho took out the prize for best Allied stand while 'The Geranium Man' won best greenlife display.

A big thank you to all who attended, the Super Spring Trade Day confirmed the South Australian horticulture and agricultural industries are alive and well.



Poplar Grove Wholesale Nursery always bring a burst of colours to every trade day.



Takasho won best allied trader display. Brad Wilson is seen hard at work.

Trade Day



Trade Day regular Floral Art Centre always have an attractive display.



Amanda, winner of the raffle, obviously happy with her prizes in front of her!



The Geranium Man's stand - winner of best greenlife display.



Dane (l) and Matt from Van Schaiks did a splendid job at the BBQ.



David and Judy Nott from Nott's Nursery at Murray Bridge grab a coffee from our regular coffee man, John.

Horticultural specialist, we offer a wide range of plants for any season all year round.

Grown locally, we specialise in seedlings, flowering annuals, perennials and landscaping packs.




Available at:
Big W, Bunnings, Home Timber & Hardware, Mitre 10, Thrifty Link Hardware and Garden Centres



New from Brunnings



For more information on these products please contact your local Brunnings Sales Representative



Brunnings Garden Products
Ph: (08) 8344 6188 Fax: (08) 8344 6955



Kevin Handreck.

Bio Gro launches 'knowledge centre' online

Platinum sponsor Van Schaik's Bio Gro has included a new section on their website called the 'Knowledge Centre' where research and useful articles are being published to share with industry.

"We want to share this information with industry to help us all achieve best practice in what we do," said Stephen Van Schaik.

"They will range across topics such as

fertilising, watering, growing methods, potting media – all the things to help our customers to improve their growing, many written by one of the best horticultural consultants in Australia, Kevin Handreck"

Kevin is highly regarded for his knowledge in potting media, soils, other growing media, composting, water

quality issues, fertilisers and plant nutrition. He worked for the CSIRO for 36 years and he chaired the Standards Committees that set the Australian Standards for potting mixes, composts, mulches, soil conditioners and soils for garden and landscaping use.

The most recent post is about closed watering systems. Whether it is because of the ever-rising cost of purchased water, an absolute shortage of water caused by drought, or the need to prevent pollution of nearby waterways with nutrients, many nurseries now recycle much of their runoff water.

In this article the benefits and potential problems that can be encountered from utilising runoff water are addressed.

The main issues to consider have been identified as: concentrations of nutrients in the runoff water; the alkalinity of the water; salinity; pathogens and chemical residues.

To access this and other articles, visit the Bio Gro website at: www.biogro.com.au/knowledge-centre/



With two events now conducted, the Next Gen committee members have been busy with membership drives, social media and brain storming the different type of events that we can hold to engage the 'next' generation.

We have just held our second event - at Brunnings Garden Products showroom on the first day of spring. A group brainstorming session on the ins and outs of good customer service was held with numbers down because of the winter woes.



NextGen's enjoyed the hospitality of Brunnings for the customer focus meeting.

The group discussed the difference in customer service from all aspects of the nursery industry and had a general discussions on what Next Gen means to the industry and what they would like to see in the future.

Our membership drive has been successful but we always welcome more! There are now 50 members of the group in South Australia which is an excellent result.

We hope you have been enjoying reading our committee member profiles on Facebook. If you haven't liked us yet go to Facebook and search Next Gen SA and 'like' us- Older Gen and Next Gen welcome!

Myrtle Rust - what chemicals control it?

Nurseries bringing plants of the myrtaceae species into South Australia are reminded of the importance of checking for the treatments that have been undertaken to stop the spread of myrtle rust.

Good diligence in South Australia continues to keep this state free from myrtle rust, which was first detected in 2010. It is now widespread throughout southern Queensland, New South Wales and Victoria.

It is important to check to see what sprays have been used in any treatment. Following the unsuccessful efforts to eradicate the disease, the Commonwealth Government funded a spray trial of fungicides for myrtle rust transition to management.

This laboratory trial consistently showed the best products for protecting plants from being infected by myrtle rust are Armistar®, Armistar Xtra®, Bayfidan®, Folicur®, Prosaro®, Saprol®, Tilt®, Tilt Xtra® and Scorpio®.

Quite surprisingly, copper oxychloride proved completely ineffective as a protectant spray. Disease levels in plants treated with copper oxychloride were no different from untreated controls, so this form of treatment should not be accepted.

Product performance in laboratory test was confirmed in the field, with Armistar®, Armistar Xtra®, Bayfidan® and Scorpio® most effectively decreasing disease expression.



While chemical companies have not used trial data to support label extensions to include myrtle rust, there are a number of minor use permits issued, the most up to date being permit number 82008 for the use of Armistar Xtra®, Bayfidan®, Folicur®, Score® and Scorpio®.

Myrtle rust has not turned out to be a major economic threat to the NGL as first feared, but its discovery did prompt a renewed focus on plant biosecurity for both government and industry.

Products which are registered or approved under permits can be found on the APVMA Pubcris website, <https://portal.apvma.gov.au/pubcris>

(adapted from an article by Martin Horwood, Senior Biosecurity Officer (Plants) Greater Sydney Local Land Services, published in N & G News 9-17.

NEED MORE COLOUR IN YOUR NURSERY??
Poplar Grove Wholesale Nursery
Elite Series

www.poplargo.com.au proudly SA grown
Instagram: @poplarginursery
Join our Instagram family and let us know for a free gift.

IT

NGISA has organised two workshops in recent months designed to help members in the management and promotion of their businesses.

In July, an IT workshop was held with Richard Pascoe, Adelaide's 'Techguy' presenting an informative session and answering many questions from those who attended.

He spoke about the benefits of the NBN and passed on some tips to help people get the most cost effective and efficient service. Among his suggestions were:

- Don't go with smaller providers, they don't have the bandwidth to provide a reliable service and cope with their number of customers
- Use an independent address and go for a bigger plan at least 100gb per month
- Complaints? - keep the case study number and follow through
- Take your landline with you when you switch to the NBN
- The Cloud - don't be afraid it is vital for safe back-up
- Anti-virus products are not effective against ransomware and may cause operational problems
- Do not turn off Windows update
- Always update and Google Chrome works well, but make sure you use Ad Block to stop unwanted material
- Direct your email accounts to a gmail address to help stop virus spread.

All agreed at the end of the session they had learnt several things which would be useful in their business and personal communications.

Publicity

The Publicity workshop was held in late August..

Guests were editor of SA Gardens & Outdoor Living, Jacqui Harbison, TV presenter Kim Syrus and radio presenter and writer Karen Montgomery and the panel was compered by NGISA's Communications Manager, Neville Sloss.

The aim of the workshop was to give NGISA members some tips on getting coverage for their products in the local media and beyond.

"The media are always busy so it is important to present information clearly and precisely, and make sure that good visuals are available for use or reference. If you can supply a sample product even better," said Neville.

There were 12 members present and the consensus from the workshop was that they felt much better informed on how the media worked and how they could get some publicity and promotion for their businesses.

Some of the key messages from the workshop were:

- Prepare a news release on any new products and send it out to the horticulture media via the Horticultural Media Association.
- Not just a new product maybe newsworthy, it might be changes in labelling, new production equipment, range sizes, news from the nursery, or even achievements of staff.
- Good photos are really important and of a quality that can be used in print magazines - minimum 1 MB
- Remember timing - get information to media in good time
- Sample products - everyone likes a gift and can help extend possible coverage.



sagardens & OUTDOOR LIVING

Celebrating South Australian outdoor lifestyle

SPRING ISSUE ON SALE NOW



Do you have a story, tips or a product to share?
Contact us at sagardens@salife.com.au



To advertise in the summer issue, on sale **November 16**, contact **Brooke Seward** on **8408 0200**. Advertising bookings close **October 20**. A portion of advertising revenue is reinvested in your Nursery and Garden Industry.



Endorsed by NGISA

No other magazine of its kind is read by more South Australians.

A Growing initiative



Hayley Whitehorn.

The national Green Industry Growing Leaders Program has had two participants from SA involved this year, Amanda Stewart from Barrow & Bench Mitre 10 Malvern and Hayley Whitehorn, Sales Manager at Poplar Grove Wholesale Nursery.

The program is conducted over three months, with two interstate intensive workshops and a series of projects in-between.

Northern Adelaide Irrigation Scheme given green light

A \$155.6 million initiative to deliver more recycled water for primary production use in the Northern Adelaide Plains is going ahead, following the announcement in August of Australian Government funding support. This is in addition to State Government funding, committed earlier this year.

The Northern Adelaide Irrigation Scheme (NAIS) is being developed, in partnership, by SA Water and Primary Industries and Regions SA (PIRSA), and will deliver an additional 12 gigalitres (GL) a year of high quality recycled water from SA Water's Bolivar Wastewater Treatment Plant.

To deliver the water, upgrades are required at Bolivar, as well as a new pipe network north of the Gawler River. This construction is expected to start in early 2018 with the intention of recycled water flowing to irrigators from 2019.

The NAIS will lead to the expansion of the state's agriculture industry, accelerate and expand high quality food production, create employment, and attract and support investment. In doing so, the scheme will transform the Northern Adelaide Plains into a national leader in intensive high-tech food production that is export competitive.

With strong interest in the additional recycled water, SA Water has released a call for project proposals. Information including project outline, application form and guidelines, are available on SA Tenders website – tenders.sa.gov.au. Round one closes on 15 November 2017.

According to Amanda, "The program was challenging in unconventional ways as we tested our teamwork at the end of a long day of training sessions when we had to put together a push bike without any instructions or tools!"

"Apart from the obvious benefits of increasing your skills in the areas of both business and professional leadership and development, it was a fabulous opportunity to step away from the busy-ness of business, look at our organisational goals and work with others from within our industry," added Amanda.

For Hayley Whitehorn it was timely, having been promoted to a new leadership role as sales manager.

"I was particularly interested in learning how to communicate to, and engage with, different team members and retail customers, through more effective dialogue and body language.

"The program has enabled me to implement change immediately, such as using new techniques to increase team work and prevent issues arising in the first place," said Hayley.

The course is funded by Horticulture Innovation using both nursery and turf industry levies and funds from the Federal Government. Participants pay their travel and accommodation costs.



Recycled water can be used for hydroponic horticulture (photo courtesy PIRSA).

Farewell and thank you to

Wal Czerneskyj



Urrbrae Agricultural High School's former principal Wal Czerneskyj has now officially retired and was farewelled by all the staff and friends at a special event at the school.

Wal had been principal since 2003 of Urrbrae, which is considered as one of the best agricultural high schools in Australia.

NGISA's office is located within the school buildings and we have been a tenant over those years, so he had been our 'boss' too.

Wal is a strong supporter of our industry and worked with us to make the Trade Day happen on the school site. In the past, he could also be seen in our office as early as 7am sharing a morning cuppa with former CEO Geoffrey Fuller!

Wal has yet to finalise his plans in retirement but we wish him well wherever the future takes him.



THINK PINK...

THIS SPRING!



Petunia Baby Doll - a real breeding breakthrough!

TO FIND OUT MORE CONTACT DAVID EATON ON: 0417 876 020



TV Garden Show broadens appeal



Kim Syrus' In the Garden has become OUTDOORS INDOORS AND NOW.

The topics for the show will now include gardening and all things relating to the home AND the garden. Hence OUTDOORS INDOORS.

Research has shown that the change will have a positive outcome for viewing audience numbers, as more people will watch the program. Subjects will include Outdoor Living, Gardening, Houses, Home Styling, Reno, Sustainability, Pets, Health and Food.

OUTDOORS INDOORS will be seen at the same time of 4.30pm every Sunday afternoon on Channel 9 Adelaide and through all of the regional TV stations covering all of South Australia. The program will also be seen on 9Life which enjoys national coverage and will be scheduled at 8am each Saturday. The program can also be seen through online viewing on 9NOW.

The Spring Season begins on Sunday September 24.

industry SNIPPETS

State Flora gets green tick - again

Congratulations to State Flora who have gained re-accreditation through the Australian Garden Centres Accreditation Scheme. They consistently maintain an excellent range of native plants and have extended their range of giftware in recent years.

"It is a pleasure to visit this centre in the middle of Belair National Park. In terms of ambience, you can do none better than the range of bird calls in the trees surrounding the nursery!" says Neville Sloss who conducted the annual audit.

SA Open Gardens opens gardens for season

More than 30 gardens are opening across South Australia over coming months as part of the SA Open Gardens program.

The program continues to grow a massive following in South Australia, attracting more than 50,000 visitors over the past two seasons and raising more than \$300,000 for charities.

The season was launched in mid-August by the state's first female director of the Adelaide Botanic Gardens Dr Lucy Sutherland.

The Open Gardens SA 2017 Spring calendar is on their website. For more information go to www.opengardensa.org.au

Vale Kevin Sullivan

Well known to many of the older members of the Nursery Industry in South Australia, Kevin Sullivan passed away in late August. Kevin was aged 71. He had been involved in the industry for over 30 years, first with Sully's Garden Centre at Morphett Vale, then with Sabel Plants and the Willunga Fuschia Farm.

Kevin was a regular on the Channel 9 network with a weekly gardening segment and also appeared as a regular guest on 5DN and 5aa as their gardening expert on talkback radio.

Grow Me Instead into the community

More than 13,000 of the 20,000 copies of the new Grow Me Instead booklet have been distributed far and wide around the state.

The revision contains all the recent declared plants and some new suggested alternatives to those and other pest plants. If you would like a copy, contact NGISA - info@ngisa.com.au

Vic Horticultural Trials

From Tuesday December 5 to Friday December 8 the annual Victorian Horticultural trials are on where some of the largest nurseries open their doors to the rest of industry. The trials will also provide the first opportunity to see the new facilities of Ball Australia, plus visit the NGIV Trade Day on the Tuesday. For more information email ngiv@ngiv.com.au

DIARY DATES

Saturday September 23 -

SA Spring Garden Festival, Mt Pleasant

Saturday Sept 23 & Sunday Sept 24

Orchid Club of SA Show, Enfield Community Centre

October 8-14

Australia's inaugural National Gardening Week

Friday October 20

Bookings close for Summer issue of SA Gardens & Outdoor Living

Saturday October 21 & Sunday October 22

Spring Rose Show, Burnside Community Centre

Thursday November 16

Summer issue of SA Gardens & Outdoor Living on sale

Friday November 24

NGISA Awards Night, Adelaide Pavilion

Tuesday December 5 to Friday December 8

NGIV nursery trials

Sunday April 29, 2018

SA Autumn Garden Festival

Garden City Plastics

FAMILY OWNED & OPERATED SINCE 1975



Nutricote®

Controlled Release Fertiliser



ENTER TO WIN GARDEN CITY PLASTICS' SPRING OFFER

PURCHASE ANY
YATES® NUTRICOTE® TO BE
IN THE DRAW

WIN A
SWAGMAN BATTERY POWERED SPRAYER

No more pumping!
Take the hard work out of spraying.

HOW TO ENTER

GCP will provide entry leaflets based on invoiced sales from the 14 August to 29 Sept 2017, on the basis of number of bags purchased per the following schedule:

- Buy 1-10 NUTRICOTE BAGS - RECEIVE 1 ENTRY
- Buy 11-20 NUTRICOTE BAGS - RECEIVE 2 ENTRIES
- Buy 21-30 NUTRICOTE BAGS - RECEIVE 3 ENTRIES
- Buy 31-40 NUTRICOTE BAGS (PALLET) RECEIVE 4 ENTRIES

TERMS AND CONDITIONS

Entries will be drawn on Monday 2 October 2017. Four Lucky Winners will be chosen from participating states, offer is valid for orders placed in one transaction and invoiced during 14 August to 29 Sept 2017. Offer valid for bagged products purchased.

Trade Promotion conducted in accordance with each state and territory. Permit not required - VIC, ACT, QLD, NT, SA TAS & WA. NSW Permit LTPS/17/16236. Prize winners will be announced Monday 2 October 2017 and will be notified in person and advertised on GCP, Yates Commercial and Swagman public channels. Rule interpretations and all judges decisions are final. GCP (Garden City Plastics) Victoria (Head Office). ABN: 28 005 295 233. EJ Court (Off Assembly Drive), Dandenong South, Vic 3175, Phone: (03) 9728 0300.

WIN
a \$200
SPRAYER
(Recommended Retail Value)



Battery Operated
Tank capacity 16Litre
Spray continuously for over
5 hours/over 400 litres, on a
single charge

Full details at
www.swagmansprayers.com.au



Trusted Partners in Horticulture

Tel: 1300 695 098

www.gardencityplastics.com



Yates is a registered trade mark of
DuluxGroup (Australia) Pty Ltd

Opening the door
to our knowledge, to
better support you.

Van Schaik's
bio gro

biogro.com.au/knowledge-centre/