

# What's Growing On



Nursery & Garden Industry  
South Australia

WINTER|2018



Our industry's future is in good hands





Nursery & Garden Industry  
South Australia

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## On the cover

Many of our nursery & garden businesses in SA are family owned and we are seeing the transition to the next generation. Clockwise from top left Garry, Sarah, Adam and Carl Heyne of Heynes Wholesale Nursery; Tim and Krystal James with Marion & Rod Elliott at Serenity Garden Centre; Marc, Monica and Luke Francis at Sandy Creek Plant Farm, and father and son Tony & Anthony Mazzone with Anthony's children at Amazon Plant Growers.

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# Next Gen taking over in SA

*This is part one of a two-part feature looking at the 'changing of the guard' at production and retail nurseries in South Australia. Some of our family owned businesses have begun the transition to the next generation in recent years. So many in fact that we had to split the feature over two issues. Our journalism intern from the University of Adelaide, Ashleigh Roberts, reports.*

## The Next Generation - Part 1

Though one can gain knowledge through formal learning, nothing beats the expertise and experience that comes from growing up in the family business, surrounded by plants and taking in the knowledge daily. This feature will showcase some of the South Australian families who are shifting the reins and welcoming a new generation to their family businesses. Through these spotlights, learn about growing up within the industry, outlooks on the industry now, as well as helpful advice for those within a similar situation.

### Amazon Plant Growers, Beverley

Year began: 1996

In charge: Anthony and Tony Mazzone

Employees: 5

Awards & Affiliations: NIASA Accredited

The Mazzone story differs from the rest in this feature as son, Anthony, opened Amazon Plant Growers with his father, Tony, joining him later. Though not a generational business, the Mazzone's have the industry in their blood as the family once had a retail nursery in Brooklyn Park generations prior, Mazzone's Nursery.

As Tony will eventually be stepping back from the business, Anthony is hopeful that at least one of his children will take an interest in the Industry and follow his stride in the family business, though he, like any father, says he will support them in any venture.

In times of need, Anthony has sought advice from others in the industry. "In particular, Grant in the NGISA office has been a big help when it comes to advice," Anthony said.

When asked about the future of the business, Anthony sees change as an ongoing process. "Employee development is important to me, to watch them grow in their roles and gain



Tony with the grandchildren and Anthony (r).

more responsibility over time."

When surveying South Australia's tight-knit nursery and garden industry, he finds it important to always look towards the future and stay positive through obstacles. "It's good to watch and support other local business and introduce new concepts at the same time," Anthony added.

## Next Gen taking over in SA cont.

### Barossa Nursery, Nuriootpa

**Began:** 1998 (On current site)

**In charge:** Daniel Bartsch

**Employees:** 12

**Awards & Affiliations:** AGCAS accredited, 2014 Best Group Garden Centre (national award) Daniel - winner Young leader Award national program 2014

Alongside their production nursery at Tanunda, Daniel Bartsch rebuilt their Nuriootpa retail nursery three years ago, his first major involvement on the business.

His drive and presence in the family business is no surprise as he has grown up within the family business that was started by his grandfather, Eric in 1951, discussing the industry daily at the kitchen table through his childhood. Parents Erica and Kevin Bartsch are slowly stepping back with Erica remaining as a casual employee at the retail nursery and Kevin spending time at the production nursery.

With formal and informal training, the transfer process has been gradual over 15 years. During this time, Daniel has witnessed the business evolving, viewing a focus shift in the industry's retail sector as customers are requiring deeper knowledge in the shopping experience, a shift that he prepared the business and employees for.

Aside from his own business, he sees others in the field transforming over time. "It's the luckiest and best industry with great suppliers and family-run businesses offering more than the big companies," Daniel.

"Take the plunge," he urged to other families in the same position, "it will be all worth it in the end." Daniel acknowledges the struggles of peer pressures, "there will be stressful days and your friends may be wanting you to come out, but the work dictates otherwise. The hard work will be worth it in the future."

Daniel believes that relationships within the industry are a great measure for all business. "I have gained advice from those within the field. It's important to build up relationships with those in both retail and supplier chains as you never know how they can assist," Daniel said.



*Erica and Daniel Bartsch.*

Feature continued page 7.



## Next Trade Day and AGM at Morphettville.

### Spring Carnival Trade Day

Following on from the success of the Autumn Trade Day at Morphettville Racecourse, it has been chosen as the venue for the spring trade day, aptly called Spring Carnival Trade Day. It will be held on Wednesday August 22, from 8am sharp until around 11am.

"We had such positive feedback from both standholders and buyers to the venue at the autumn day, the board decided to return for spring. Urrbrae is a great site, but Morphettville offers undercover area for 100% of the stands and the ability to choose our date," said NGISA CEO Grant Dalwood.

"For a first run, almost everything went very smoothly at Morphettville and they are keen to have us back. The artificial turf throughout the display areas looked good, sites were generous and we were able to have a bigger area for the coffee and breakfast bbq with chairs and tables which allowed for some more comfortable networking among members."

Bookings are now being taken for the Spring Carnival Trade Day - contact the office for a booking form - 8271 1012 or [info@ngisa.com.au](mailto:info@ngisa.com.au)

### NGISA AGM on trade day

In keeping with tradition, the Annual General Meeting of Nursery & Garden SA will be held on Trade Day immediately following the end of trading.

Members are all encouraged to stay on and attend the meeting. This will be an important AGM as Graham will be retiring from the role after four years as president and several board members will also be completing their terms so interested members are now being sought to fill the vacancies.

If you are interested and would like more information about the board, its role and responsibilities, speak with one of your current board members.



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# President's Report

First, on behalf of all members I wish Grant Dalwood a speedy recovery from his recent stroke. (see next page).

On the national front, I am pleased to report that a business consultant was to be engaged in preparing a professional business plan for the national organisation, following a hook-up of all state presidents, management and NGIA in May.

Our concerns about the proposed National Unity Model came to light when financial modelling showed that it was not financially viable. We have come in for criticism that we have not been supportive of a move to a full national association, but that has been based upon two factors – can the new model work financially and what are the extra benefits for you our members?

So the modelling shows it will not work financially and we are still not sure of what extra benefits it will provide to you the members.

There is a need now for consideration of better models that could be more sustainable and viable which haven't been on the table.

We support the development of a high quality business plan which is now happening which hopefully will take into account:

- How the merger will happen,
- A solid financial and structural model is essential, especially taking into account the 'heritage' funds support states are willing to give up
- Retailers involvement
- Sponsorship/Partnerships

I would also like to encourage as many members as possible to attend this year's AGM, at Morphettville, immediately following the Trade Day on August 22. This will be an important AGM as several members will be retiring from their roles after four years as directors.

The current board includes vice president David Eaton (Ball Australia), treasurer Chris Physentzou (Adelaide Plant Growers), Amanda Stewart (Malvern Mitre 10), Laela Bland (Crafers Garden Centre) and retiring members Jason Scroop (Poplar Grove), Stephen Simon (Morgan Park Garden Centre) and Sam Davey (Greenstead Nursery).

I will also be retiring having completed my term and SA's representative on the NGIA board, Geoffrey Fuller, is also retiring this year. A replacement will need to be sought for that position when NGIA's AGM comes up later in the year in November.

So if you are interested in contributing to our industry and would like more information about the board, its role and responsibilities, contact myself or another board member to discuss further.

**Graham Brown,**  
President - NGISA





# National Unity model - what's happening now?

After two years, two committees and extensive consultation across the country and two reports, a business plan for the recommended model and possible alternatives is now being considered by a consultant to take it to the next stage.

In May with more detailed financial modelling completed, it became clear that the model as envisaged was not financially viable.

The National Unity Model had 'isolated' the 'Heritage' income of each state as that was generated from purely state based activities, but without the income and assets into the national mix, the body would operate at a loss.

"For example we have our magazine income, Victoria, WA and Queensland have income from garden shows and NSW has a substantial nest egg from the sale of their former trade day and office site. All states have their own mix of business and sponsorships which they have developed and nurtured over time and this makes amalgamation of resources difficult," said NGISA CEO Grant Dalwood.

The model is suggesting a regional branch manager part-time in SA, a position for the recommended Central West

region which would include SA, WA and NT, with another part-time regional manager in WA.

NGISA President Graham Brown said he was pleased with the outcome of a national hook-up in May when it was agreed that a professional business plan was needed.

"There has been substantial time and money already invested in this process, but we (the SA board) are not yet in a position to endorse the proposed model or possibly even alternatives that might come from the development of the business plan."

"We still support the idea of one single national organisation, but only if there are clear benefits to our members and our industry. We look forward to seeing what kind of a business plan can be developed for the benefit of all," Graham added.

It is still hoped that a model can be progressed so that members across the country can have their say in a vote in November.

In the meantime, NGISA will keep members informed of progress towards that goal.



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## Grant on the mend



*Grant with Peter Minge who was at Sandy Creek when he had the stroke.*

Grant is on the road to a good recovery after suffering a stroke in late May, while visiting Sandy Creek Plant Farm.

He had a short stay in the new Royal Adelaide Hospital where they told him the stroke occurred through the Middle Cerebral Artery, the most commonly affected artery.

Grant was lucky he was at the Nursery as a half hour later he would have been on the road to the Riverland for audits and other visits.

Grant has asked that we publicly acknowledge his sincere thanks to Monica and Marc Francis, owners of Sandy Creek Plant Farm, the nursery team - especially member Kellie Weidenhofer, and Mark Telford from Van Schaiks BioGro who happened to be visiting the nursery at the same time. Former NGISA president Peter Minge (seen in the photo visiting Grant at the RAH) was also there at the time.

By the time you are reading this Grant is expected to be back doing some work and we hope well on the road to a complete recovery.

## Next Gen taking over in SA cont.



(l to r) Garry, Sarah, Adam and Carl Heyne.

### Heynes Wholesale Nursery, Burton, in Adelaide's northern suburbs

**Began:** 1869

**Employees:** 35

**In Charge:** Carl Heyne

**Awards & Affiliations:** Best Production Nursery in South Australia (2017), NIASA Accredited, Best Service Award, Staff Appreciation Award, AILA Partner, AICD Member, MLSA Chairman.

From Rundle Street to Burton, Heynes Wholesale Nursery has transformed over its many generations. Together with siblings, Sarah and Adam, Carl Heyne is continuing the success of the family business, as well as Adam's Next generation products beginning to launch, alongside Heynes. After 25 years in the business and 8 of those years in a general management position, the last 12 months has seen Carl step up as his father, Garry, begins to focus on his grandchildren and his semi-retirement.

Garry, whose fourth generation would see fundamental growth within the company, is supportive of the new leadership. "He has been engaged with the process as he sees change as a necessity," Carl said.

Apart from industry workshops, the family has found support in the Family Business Association. "I found out we were not alone. I was able to benchmark and be mentored by other successful SA businesses from different industries," Carl said. The FBA would lead to him winning the Industry Leader Fund Grant, allowing him to travel to Japan to attend a lean manufacturing course.

"I am excited to work alongside my siblings in the different divisions of the business," Carl said. "There are opportunities for new thinking and new practices that can be utilised within the business. We will present ourselves differently maybe, but the core focus will stay the same," he said.

Applauding the adaptive and supportive nature of the industry, Carl acknowledges the struggles of the industry. "We have an incredibly resilient set of nursery operators with the recent tough seasonal weather of droughts and rising water prices and restrictions," Carl said.

Carl urges other family business to have open and continual succession planning, believing it is the most important conversation the business could ever have. He adds that these conversations should involve everyone from the family to the shareholders and workers.

### Sandy Creek Plant Farm, Sandy Creek in the Adelaide Hills

**Began:** 1987

**In charge:** Marc, Monica and Luke Francis

**Employees:** 18

**Awards & Affiliations:** Producer of the Year South Australia (1991, 1994, 1995)

Before opening in 1987, Marc was busy building the site from the ground up while simultaneously selling product on the roadside, as well as dispatching and delivering stock, while wife, Monica, worked full time for the Gawler Council and was completing the business' bookwork after hours. After the birth of Luke in 1988, she left her job and began to work full time for the nursery alongside Marc.

In the last ten years, Luke has stepped up to full-time work where he learnt all aspects of the family business and joined his parents as a director to contribute ideas to improve the business. As both Marc and Monica have set up a retirement plan, Luke will soon be in the process of a controlled transition in the following years. "I'm quite happy to hand over the business," Marc said, adding that his mission was "to pass on knowledge to avoid pitfalls."

Luke says both Grant Dalwood and Geoffrey Fuller from NGISA have always been great support.

"They have a great knowledge of the industry and are always encouraging me to get out into the wider industry, learn from others and see how I can improve our business."

Luke looks forward to how he can grow the business' market share within the industry while re-evaluating the business' presence in the marketplace.

"We are going through a growth period," Luke said, adding that "consumers are shifting to spend more time in their homes, wishing to grow their own food at home for healthier lifestyles."

"It will be a challenge keeping up with the demand but one that I look forward to."



(l to r) Marc, Monica and Luke Francis.



## Next Gen taking over in SA cont.



(l to r) Tim and Krystal James (nee Elliott), Marion and Rod Elliott.

### Serenity Nursery, Murray Bridge

Began: 1997

In charge: Tim and Krystal James

Employees: 11

Awards & Affiliations: Chair of Garden Centres SA (Tim)

Over the last seven years Tim and Krystal James have been in the process of transition as management responsibilities were passed down from Krystal's parents, Rod and Marion. Allowing more flexibility for her parents, Krystal oversees merchandising and advertising, while Tim's responsibilities are the day to day business and property management. They also work together with Rod and Marion on overseas sourcing.

Tim's role as Chair of Garden Centres SA has helped the family as it provides a great wealth of experience and expertise within its members, "Sometimes when a problem arises it's not what you know, but who you know!" Krystal said. With Rod and Marion excited for the long-awaited retirement, all hope the transition can provide the best of

both worlds, as they can retire without giving up what they love, ("Business are like children however and you never stop caring for one you love.")

As the next generation, Tim and Krystal are excited to develop the business and strengthen its place alongside other SA garden centres.

When asked about any changes with the business that are to come with their management, Krystal explains "Serenity has always been a developing idea that has enjoyed the creative thought of the whole family rather than just one person. Any changes and plans to be implemented will continue to use that experience and involvement in what we do."

For those in a similar position, the family urges all to think about careful succession planning.

"It is important early on to begin those conversations, so everyone has plenty of time to digest what's on the table and make sure at the end of the day the best outcome is achieved," Tim emphasised.

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Throughout this feature, there were two common themes that came up time and time again. The word 'opportunity' arose in every interview as each business viewed the future with drive and as something to adapt to, rather than to be nervous about. Second, the view of the industry by all the family businesses was one of confidence. The state's nursery and garden industry is gaining revitalised energy from new generations arising within family businesses, as well as those entering the industry alone. From sitting at kitchen tables or being given tours of nurseries by families, it is clear why the field continues to flourish as it is filled with personable people with ingrained old-fashioned values.



# Plant Life Balance at the Royal Adelaide Show



## - join us!

Our major marketing promotion for 2018 will be taking place at this year's Royal Adelaide Show, featuring Plant Life Balance.

NGISA will be capitalising on the trend of indoor plants and plants in small spaces so plenty of greenlife will be featured.

"We will be focussing on decorating two spaces - one set up as a courtyard space and the other as an indoor room," says Communications Manager for NGISA, Neville Sloss, "and what will draw people into the site will be the opportunity to select and arrange plants to suit their taste."

We will be educating people about the award-winning Plant Life Balance App which asks people to rate their space then add plants to their living environments to improve their health and wellbeing.

"This will be an exciting and fun way of getting people involved - we can add plants that they would like in their space then photograph them in it with their own camera phone."

There will be a variety of plants on hand for people to choose from and suited to either the outdoor or indoor room.

"In order to increase awareness among retailers of the campaign and app, we will be inviting nurseries and garden centres to have one or two of their staff to come along to the show for a two hour shift on one of the show days to help out, learning more about the campaign and its opportunities along the way," said Neville.

Each show day from August 31 to Sunday September 8 the stand will be open between 10 am and noon, then from 2pm until 4pm for the promotional activity and at other times will have a static display with a specially selected range of plants in them to promote gardening in SA.

The show promotion is being supported by Hort Innovation and the 2020 Vision.

The revitalised Plant Life Balance theme of a consumer facing 2020 Vision is to increase awareness amongst Australians and to promote the benefits of plants.

## Showing the Science

As part of the re-launch of Plant Life Balance RMIT University in Melbourne was commissioned to review studies around the world and throughout the research, the two main benefits identified were air quality and wellbeing.

## Air Quality

Plants remove air-borne toxins created by paints, furnishings, even carpets and of course air pollution within a room. Just one or two plants starts to increase air quality significantly in a space.

## Wellbeing

Plants can produce feelings of relaxation, inspiration and positivity. The first few plants give limited benefits, but after that wellbeing increases quite quickly. Variety of sizes and species is the key.

## How many plants?

In a medium sized room (4mx 5m).



## The Data

To improve air quality simply adding 1 medium sized plant to a medium sized room, increases air quality up to 25%. And when it comes to improving wellbeing, 5 or more plants leads to feeling healthier and happier, (direct benefits include improved mood and concentration and indirect benefits like productivity).



# Plant Life Balance at the Royal Adelaide Show



## What are the looks?

To make it easier for the people to connect with plants and how they can be used to decorate a space and create a look, 11 different looks have now been created.

## The App - what does it do?

App is a short version of the full word 'application' which in turn is a software program designed for smart phones to perform a specific function directly for the user.

The Plant Life Balance App is designed to help the user decorate a space through augmented reality with plants and see how they score in terms of air quality and wellbeing for their own rooms. The user can take a photo of their own room if doing it at home, or use one which is featured on the app.

There are a variety of plants chosen for different looks (see next section) and a list can be printed off by the user to take to a garden centre and buy the ones selected for their space.





# How do garden centres get involved?

NGISA will give all retailers a chance for one or two of their staff and/or owners to come along and help out for a two-hour shift on show days.

"We will be calling for volunteers and drawing up a roster. We will also have signage there to promote the retailer during their spot. Obviously we will want staff to wear their own uniforms to further promote their garden centre," said Neville.

"We don't think one two hour session is too much to ask, plus it also offers the chance to promote garden centres at the show. The idea of a discount card or gift card specific to participating nurseries is being considered which could be given out to people who participate or are stopping to look or passing by the stands.

Importantly we will also want staff to be familiar with the new App. It's easy to follow with a little explanation and the Plant Life Balance team will be organising a 'Webinar' so that our volunteers can be introduced to it properly in a session over a computer or laptop from their offices.

The promotion will be really successful if the retail members of NGISA get behind it and send along staff to assist in the promotion.

"We want to make the promotion work at two levels - to engage staff and involve SA garden centres and nurseries and to promote the Plant Life Balance message to as many show goers as possible through a memorable experience," said Neville.

Local gardening identity Karen Montgomery will be the main presenter on the stand assisting NGISA and garden centre staff each day.



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**Watch out for an email coming to your garden centre/nursery soon inviting you to participate!**

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## How is it happening?

The promotion is being made possible with the help and support of the Royal Horticultural and Agricultural Society and the Horticultural subcommittee. Plant Life Balance will also be promoted at the café near our stand and the Hanging Basket/gardens in small spaces competition will be running again and these will also be on display nearby. This project is being funded by Hort Innovation, using the Hort Innovation Nursery research and development levy, co-investment from NGISA and contributions from the Australian Government. Hort Innovation is the grower-owned, not-for-profit research and development corporation for Australian horticulture.



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The successful Gardens for Small Spaces competition is on again at the Show. Last year it attracted over 20 entries from SA garden centres and their community groups. Information on how to participate will be circulated soon.





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# Festivals promote gardening



Cassie and Brooke from SA Gardens at the Festival.

The 2018 SA Autumn Garden Festival has just had its best year ever attracting over 2,500 people on a perfect autumn Sunday on April 29.

There was also a record number of stalls numbering over 60 and all reported a brisk trade throughout the morning and into the afternoon.

The Festival was opened by gardening identity and local resident Walter Duncan and featured talks by SA gardening media personality Karen Montgomery and ABC's Gardening Australia presenter Tino Carnevale, who was back for the second time.



Karen and Tino.



Following on from the success of SA's Autumn Garden Festival in Clare, planning for SA's Spring Festival in Mt Pleasant is coming along well. Sophie Thomson will be the key presenter and food celebrity Dorinda Hafner will be coming along to chat with Red Centre Enterprises, who will be doing a cooking demo with native bush tucker.

For more information and stalls bookings contact Project Manager Terese Stephens by email or visit their website.

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# Where are they now?

## Jack and Betty Bowden



*Jack and Bett Bowden earlier this year.*

Jack Bowden and his wife Betty and family have been a part of the Nursery Industry in SA for over 60 years. Modern day nurserymen may know Jackie Bowden at Plant Access - she is their youngest daughter!

Jack is 87 now and Bett 83 and I had the pleasure of employing them for a number of years nearly 20 years ago now at SA Wholesale Nursery, where they propagated natives and grew hanging baskets in big numbers for us. In those days we sold nearly 10,000 baskets each year in 170 and 250mm pots filled with all sorts of plants from simple ribbons and plectranthus to mixed baskets containing a lot of exotic plants in different formulations. Jack and Bett did them all!

Their working story commenced with Jack as a 14 year old slaving (his words) for his dad at their Rundle St shoe repair business. He met Betty as a young man and as was the way back then in the WWII era they married, moved to Modbury and settled down quickly.

Settling down meant having three to four jobs as a grape picker, dry cleaner, boot repairer, etc and Bett working while having their stable of children. They showed me pictures of their first house that backed onto where Tea Tree Plaza was being built, no other buildings just vacant paddocks. As is his way Jack loved keeping busy, having a chat and needed to make some money to keep the tax man away so he started growing trees and plants in Amscol ice-cream tin cans.

In those days just after the war there was no plastic and most things were in short supply. A good blend of potting mix could be put together from creek sand, eggshells as

fertiliser and backyard dirt, and so it was!

Jack would sell a lot of stock from home, open the front gate and put out the sign if cash was a bit short. This way of surviving he maintained even after shifting to Houghton in the mid 70s after trying to set up a shop front at the intersection of Reservoir and North East Road, which ultimately was rented and development pushed them out.

The government pushed them out of their Houghton property, a place they loved and climatically it grew great plants as Jack made some money and worked hard to expand and joined the golden diosma and conifer band wagon in the 1960s and 70s.

After a short stint on the Lower NE Rd at Highbury in another rented property and a failed business partnership he met and associated with the likes of John Lasscock, Bob Cook (Payneham W'sale), Don Hardy (seedlings) and Don O'Brien who grew natives in the expanding north eastern suburbs with Paul Rawlings and Pam Gurner-Hall progressing from under their tutelage, to name a few!

The 1980s saw Jack head hunted to work with the disadvantaged at Goodwill at Cavan. He had made some money as a retailer but his body was hurting and he needed a regular income. This role required extreme patience and he learnt a lot about growing in poly tunnels under cover and in second hand pots that were donated. Goodwill grew hire plants for various locations when indoors were 'king' and his labour force was cheap. This move proved really useful because when they came to work with SA Wholesale Jack new how to grow a good indoor plant quickly and effectively under cover in a double skinned tunnel.

Both Jack and Bett are now firmly in retirement and watching over their flock of grandkids from Tea Tree Gully. They are very grateful for their life in our industry and hard work and commitment to family, friends and work have left them in a good position as time moves on.

We thank them for their input to the history of our Industry here in South Australia.

**Grant Dalwood**



*Bowden's North East Road property at Modbury.*



# Reusing SA Water Across Adelaide

South Australians produce millions of litres of sewage each day, but did you know SA Water works to reuse around a third of this water for a range of applications across Adelaide?

Our role in helping the community to recycle revolves around turning the water we all flush down the toilet or sink into something productive, something that helps 'grow' our state.

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spaces such as the Adelaide Park Lands and sporting fields; for horticultural irrigation north of Adelaide; for toilet flushing and garden irrigation for around 8000 homes in Adelaide's southern suburbs; and even to water bamboo which feeds Adelaide Zoo's giant pandas Wang Wang and Funi.

Reusing water can provide both environmental and economic benefits.

In addition, our Bolivar Wastewater Treatment Plant also recycles the organic material that's produced through the treatment process. These are called biosolids and can be used by farmers to improve their soils and crops such as cereals, citrus or vines. Bolivar has been supplying biosolids for this purpose since the 1960s. For more information on SA Water's recycled water use, visit [sawater.com.au](http://sawater.com.au).



Recycled water being used to irrigate the Adelaide Park Lands.



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# HEYNE'S WHOLESALE

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# Spring Review



South Australian production nurseries are getting stock ready for a great spring ahead and here we preview some of the new releases that we will be available to retailers.

## 'Cider' trees

Balhannah Nurseries has introduced a new range of apple trees that produce apples that are ideal for cider

making. They include Somerset Redstreak, Yarlinton Mill, Improved Foxwhelp, and Kingston Black. They are all traditional varieties for ciders.

## New from Ball Australia

As usual, Ball has some great new releases for the home gardener this spring. They include:

**Bidens - Bee Alive, Firelight, Spotlight, Namid**  
(Botanical: *sutera cordata*)

These four new Bidens have great heat tolerance and produce masses of flowers. They are ideal for gardens, containers and hanging baskets and as an added bonus, they are great pollinator plants.



*Bidens Firelight.*



*Bidens Bees Alive.*

**Salvia Grandstand in six colours: Blue Bi-colour, Lavender, Purple, Red, Red Pink Lipstick, Salmon**  
(Botanical: *salvia splendens*)

Long lasting flowers stand tall on strong robust plants that love the summertime heat. Also Ideal for gardens, containers and hanging baskets.



*Salvia Grandstand Lavender.*



*Salvia Grandstand Red Pink Lipstick.*

## New from Poplar Grove Double Lavenders

Lavish Lavender Musk and Rose have been bred in Australia and are a world first. The flowers are spectacular! Other lavenders have one 'wing' at the top but the Lavish lavenders have many 'wings' all down the side of each flower

head making it extremely fluffy. They have a rounded compact habit, only growing to 50cm by 50cm. The main flowering is in Spring, however you will still get many flowers over winter and summer too. The flowers and foliage are highly fragrant and once established the plants are drought tolerant.



*Lavish Double Lavender.*

## Nemesia Plum and Custard

Nemesias have been a winter favourite forever and with all the new breeding they have come back in fashion in a big way. This year brings even better breeding with the brand new release of 'Plum and Custard' It produces large highly scented flowers that stand up tall above the deep green foliage and withstand all the winter wind and rain. The bicolor flowers are striking- the sunshine yellow lower petals contract perfectly with the deep purple upper petals.



*Nemesia Plum and Custard Flower.*

## SuperCal Crimson Red

SuperCal is a Petunia and Calibrachoa hybrid which has the best of both varieties bred in the one plant. It has large deep crimson red flowers which are produced early spring and cover the plant from summer until autumn. SuperCal is ideal for the hot Adelaide summer as it's heat tolerance is outstanding and will recover quickly from long hot days.



*Supercal Crimson Red.*



# KNOWLEDGE CENTRE

## Urea: Friend or Foe?

Once upon a time, ammonium nitrate was readily available to nurseries. This 'all nitrogen' fertiliser was useful for quickly supplying some additional nitrogen, or for inclusion within fertigation solutions as a major source of nitrogen.

The article on the BioGro website Knowledge Centre explains how ammonium nitrate works. For example, did you know that an ammonium ion to maintain electrical neutrality releases a hydrogen ion (H+) into the growing medium making it more acidic? And when a root takes up a nitrate ion, it releases a hydroxyl ion (OH-) into the growing medium which readily react with hydrogen ions to produce water? Thus the acidity of the growing medium is decreased.

It is still possible to obtain a licence to buy and use ammonium nitrate - under strict government supervision - although the hassle involved is quite considerable.

There are many other potential sources of fertiliser nitrogen - as shown in a chart in the article - but the one that is now most often used is urea.

When urea is added to moist growing media, it is rapidly converted to carbon dioxide and ammonia which dissolves in the water in the growing medium to give ammonium ions (NH<sub>4</sub><sup>+</sup>).

There are some precautions (which are outlined in the article) to take if urea is to be fully effective in releasing nitrogen into the potting media. As long as attention is paid to recommended actions, urea is considered to be a good source of nitrogen for plants in production nurseries.

To read the full article about urea and other articles, visit the Bio Gro website at: [www.biogro.com.au/knowledge-centre/](http://www.biogro.com.au/knowledge-centre/)

Or for more information contact Bio Gro on 1800 BIO GRO to speak with a grower services representative.



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## Citrus Canker - now in WA

Following the confirmation of Citrus canker on plants at three properties in Western Australia including two retail businesses in Kununurra and one property at Wyndham, the WA Department of Primary Industries initiated a quarantine area around the towns of Kununurra and Wyndham to stop the movement of citrus material and limit the spread of citrus canker.

This detection follows tracing and testing of nursery plants imported from Darwin. In April this year, citrus canker was found at two retail outlets in Darwin. Currently the disease is limited to nurseries and residential properties. Surveillance of citrus production areas so far has not detected citrus canker. A nationally agreed response plan is in place with the aim of eradicating known infections, putting movement controls and quarantine measures in place, and determining the extent of the outbreak. These activities are underway while we gather information to determine if the disease can be eradicated. This response plan is being revised following the detection in Western Australia.

## Hanging baskets comp on again

Apart from the Plant Life Balance Promotion at the Show this year, we will be holding the Gardening in Small Spaces competition again, for garden centres and community groups. Entries were largely in hanging baskets last year, but pot and other unique containers were used as well. Garden centres are being encouraged to enter, and to also get one or two community groups involved in the community section. Full details will be coming directly to you very soon!

## Greenwell improved

After nearly 20 years in the marketplace, one of SA's global success stories in water management, the Greenwell, is now coming out in new improved versions.

Inventor Brian Measday says the improvements will broaden its appeal to commercial buyers like developers and councils for street trees.

It has a new locking clip, dripline holders and depth marker indicator and of note is planning for new biodegradable versions which will have a variable life depending upon potential use. More details from HR Products.

## DIARY DATES

### Wednesday August 22

Spring Carnival Trade Day & NGISA AGM  
- Morphettville Racecourse.

### Friday August 31 to Sept 10

Royal Adelaide Show Plant Life Balance Promotion & Gardens in Small Spaces competition.

### Friday November 23

Awards of Excellence Dinner, venue TBC.



## Heyne's Nursery Tour

Next Gen SA held their most successful education event yet at the well-known Heyne's Wholesale Nursery, despite the weather taking a turn for the worse just before the event was due to start.

The attendees were treated to a comprehensive demonstration of the production facility along with a tour of the growing area. The committee would like to thank Carl and Garry Heyne along with their wonderful staff for opening their facility to our members.



Some of the Next Gen group at Heynes with Carl Heyne (third from right).

## Committee structure

Next Gen has a new committee structure. Firstly we would like to thank our outgoing committee members and hope to build on the excellent foundations laid by them, namely Carrie Prettejohn and Matthew Van Schaik. Secondly we would like to welcome our new committee members, Imogen Owen and Jack Robins.

**President:** Alastair McLean

**Vice President:** Chris Simon

**Secretary:** Ashley Burns

**Treasure/industry liaison officer:** Peter Jong

**Social Media:** Imogene Owen and Ashley Burns

**General Committee Member:** Jack Robins

## New members and event ideas

We encourage you to share our group with colleagues and staff to help promote and encourage youth and future leaders in our industry. Also please feel free to send though any suggestions for future events to our email or facebook page.

**Facebook:** @nextgensouthaus

**Email:** nextgensouthaust@gmail.com

*Congratulations to Alastair McLean  
who got married in May!*



## The Mankar line of sprayers can help you reduce labour and herbicide costs.

- Mankar's patented segment atomisers create evenly-sized, evenly-spaced droplets which allows high-concentrate products to be used without dilution.
- Through the use of hoods, atomisers and a non-pressurised delivery, Mankar sprayers boast excellent drift control.
- No need to mix the chemical with water, therefore you benefit from less downtime (no filling tanks, measuring, etc) and carrying a lot less weight.

**Mankar Roll-2 110 Flex**  
Trolley Sprayer with  
front wheel.  
**MANKARTWO110**



**Mankar Carry-HQ-45**  
Hand Held Unit.  
(Oval spray hood)  
**MANKARHQ45**

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about the Mankar Spray Systems  
See the video available on our website

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