

What's Growing On



Nursery & Garden Industry
South Australia

WINTER|2020



Excellent displays
Barossa Nursery



Eco-friendly products promoted
Morgan Park Garden Centre



Expert advice
Glynde Mitre 10



Excellent product descriptions
Barrow & Bench Malvern Mitre 10



Great environmental practice
Newman's Nursery



Excellent merchandising
Garden Grove Supplies



Innovation
YorkKreation Garden Centre



Nursery & Garden Industry
South Australia

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admin@ngisa.com.au

On the cover

These photos are examples of the attributes of an AGCAS accredited garden centre. AGCAS is a recognition of excellence in garden industry retailing. See story p13.

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NGISA acknowledges the support of our industry sponsors

PLATINUM



GOLD



SILVER



BRONZE



EDITORIAL

What an interesting couple of months we have all been having!

Back in Autumn 'What's Growing On' suggested the nursery and garden industry had a vital role to play in the unprecedented times ahead of us.

Reflecting now (now that hopefully the worst of the pandemic is behind us) the facts that gardening is one of the most enjoyable things to do around the house, provides relief from stress and tension, provides some light and sometimes heavy exercise and it's fun all pointed to gardening being one of the best ways for people to spend their time during the 'Stay at home' rule.

After the initial 'panic' buying of vegetable seedlings and packet seeds (somewhat like the toilet paper fiasco!) old - and new - customers kept coming into garden centres or calling up to buy plants, pots and anything gardening.

Surprisingly and importantly, the interest during March, April and May has continued right through June. Some members have been reporting record sales for June, saying business has been like spring. For growers this has also put them under pressure with stocks depleted across the board as demand has continued for a wide variety of plants.

Our governments state and federal, while not deeming garden centres as essential, did recognise that gardening was playing an important role and allowed the industry to continue trading. This was greatly helped by NGISA and the national body, Greenlife Industry Australia, keeping in contact with relevant politicians plus garden centres doing the right thing, regarding social distancing, maximum numbers of people instore and other COVID 19 requirements.

As the member surveys story indicates (see next page) one of the most exciting things to come from the period is that most retailers think there has been a *whole new group of people who have become gardeners* because of the COVID 19 situation.

Whether these people simply bought an indoor plant or two, planted out vegetables for the first time, or revamped their whole garden, let's hope they have enjoyed the experience like many others have before them and realise that growing plants is not that hard and is one of life's simple pleasures.

The other comforting aspect of the situation is the number of people who have come to garden centres wanting good advice. The knowledge and expertise of owners and staff is vital to the ongoing success of garden centres - let us all hope that those people will have success because of that and become loyal customers of the future.

COVID 19 and beyond

"We should be proud of the role we played, as well as being thankful for the business that was created during the COVID 19 situation."

There is now no doubt that plants and gardening are one of the best tonics when it comes to stressful times in our society.

Surveys of members of NGISA show that business was up considerably during the last three months, because of the stay at home restrictions on families throughout Australia.

Across industry through these extraordinary times a third of retailer garden centres reported sales up between 20 and 50%, while another third said they were up by 50% or more!

The production/allied result reflected that of the retailers - 45% up over 20% with two up over 50% on usual autumn trading. 40% said supply was going okay, but faced a significant shortfall on orders soon if stock runs out.

What has been most interesting is that 30% think they will be busier in spring as **there are now more people gardening**. (See following story for results in more detail.)

NGISA and Greenlife Industry Australia, the national body, were quick off the mark when the crisis hit and for three weeks there was concern that garden centres and possibly growers would have to close down like other sectors.

"At a national level we were represented at meetings with the Federal Minister for Agriculture, David Littleproud to ensure the importance of gardening was recognised and at a local level we wrote to State Primary Industries Minister Tim Whetstone, then 'met' with him online to highlight the role our industry was playing in the mental and physical health of the community during the stay at home period," said NGISA President David Eaton.

"Executive Officer Dannielle fielded many enquiries from members at the height of the crisis and our office maintained a flow of information to ensure members were kept up to date with any requirements."

"From this extraordinary situation both our community and our industry have benefited and let's hope that these benefits continue to be enjoyed by all," David added.

Member surveys show impact of COVID 19

It certainly has been extraordinary times for garden centres in the last few months and to keep in touch with our members NGISA surveyed retail garden centres during the COVID 19 crisis three times and allied/production nurseries once to gauge the impact.



The first two surveys of retailers were conducted during the height of the crisis and while business was strong, particularly for vegetable seedlings and seeds. There was an air of uncertainty, not knowing when they might be closed down, which also would have impacted growers and allied traders.

In the end, it was 'business as unusual' for the industry and Survey 3 of garden centres and one of production and allied traders in late May showed some interesting results.

Retail – 24 garden centres responded to the questionnaire.

Asked how busy they were 30% said they were 50% or more up on their usual Autumn trading, 33% said they were between 20 and 50% up and the others were all up to 20% busier.

Three of the centres said they were up 100% and one said it had been the busiest Mother's Day period 'in history'

Importantly when asked what changes you are likely to make as a result of the COVID 19 situation 14 or 60% of them said they would be taking more card payments and handling less cash, 25% would be offering more online through their website and **34% of them said they would be moving to an online 'click and collect' service**.

Two garden centres said they were already doing more than 25% by phone or online ordering and two said more than 10%.

50% said more home deliveries will be occurring and 40% said they would put more emphasis on offering expert service.

After the initial rush on vegetable seedlings and seeds, different product categories were all equally busy from potted colour to trees and citrus (as one person said, "I honestly don't know where all the citrus trees keep going - we sell so many of them!"). At the top of sales were shrubs and trees, suggesting that people were doing more landscaping at home, and indoor plants – the boom continues. At the bottom was giftware which could be expected as everyone was told to stay at home.

Garden centres reported that most people had followed the COVID 19 guidelines, **but 60% of them said customers needed to be reminded of the social distancing rules in the store**.

cont. p7

President's Report



On behalf of the Board and Executive of NGISA, I hope life and business are treating you well during these unusual times.

The coronavirus pandemic certainly changed the way we had planned the calendar for 2020, but because of it our industry has boomed as people turned to their gardens while in isolation.

Your association was fast-acting and kept members up to date when the pandemic restrictions hit.

We are now working hard along with our national body, Greenlife Industry Australia, and our counterparts in other states to keep the momentum going as we return to our normal way of life.

While garden centres, growing nurseries and allied traders have all been busy in recent months we have been keeping the industry informed through our new Facebook page, Nursery Notes with important news and Clippings to industry and our friends in SA.

As restrictions ease we look forward to our big day on Wednesday August 26 for Trade Day, our NGISA AGM and our industry Summit. I do hope we see as many members along as possible.

The great news is that we have a board who have all re-committed to serve another term and this is really appreciated. Your association is led by these members who volunteer their time (usually whilst busy running their own businesses) and members should be thankful for their support and commitment.

At a recent Board meeting a small 2% increase in fees for 2020-21 was unanimously ratified and noted the past few months as a good example of the value in being a member. Our office did keep members informed and was able to respond to questions that came in regularly about impacts of COVID 19.

While the situation did force the cancellation and postponement of several industry events, the first half of 2021 is looking very busy with our Awards of Excellence dinner planned for February, the first State Conference now to be held in June 2021 and hopefully a trip to the South East before that.

After Trade Day we are hoping to have a members' dinner later in the year, and a possible second Trade Day for 2020 in November.

I wish you all a prosperous financial year that's now underway and I look forward to seeing many members on August 26.

David Eaton,
NGISA President



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South Australia



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Our industry kick starts again

Wednesday August 26

Our Trade Days return! The Early Spring Trade Day is planned for Wednesday August 26 at Morphettville Racecourse (subject to any government requirements). The Board of NGISA made the decision at its recent meeting and hopes it will provide an occasion for the industry to reconnect after the last few 'business as unusual' months.

"We may have to meet certain guidelines and we certainly hope that South Australia remains in the current position of being virus free," said NGISA President David Eaton.

"We may be down a little on stand numbers with the situation that has evolved in Victoria. But our local growers and participants are keen so it should be a great morning."

So put it in your diary now - 8am start for NGISA member buyers and 9am for all others.



Nursery & Garden Industry
South Australia

NGISA AGM

This will be held immediately after Trade Day on Wednesday August 26 starting at 11.30am. All NGISA members are invited to attend. RSVP and apologies to admin@ngisa.com.au

At time of going to print there will be no board vacancies or the need for any elections.

Refreshments, compliments of Poplar Grove Wholesale Nursery, will be served before and after including lunch.

NGISA SUMMIT

Our second Summit was originally scheduled to be held after Autumn Trade Day back in March but will now follow the AGM.

This Industry Summit will now provide a great opportunity to reflect back on the past few months. It will be a chance to discuss what the industry has learnt from the experience and what we can do into the future to grow the love of plants and gardening.

The Summit is being sponsored again by NGISA Gold sponsor Wholesale Plants and Products and will include a light luncheon at the start. Friends of the industry are invited to attend as well as members - but RSVPs will be essential for catering purposes.

RSVP to admin@ngisa.com.au



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Sponsors continue support

Several of NGISA's sponsors support us through the financial year from July through to June 2021 and we are absolutely delighted that the following sponsors are back on board:

GOLD



Native Plant Wholesalers. They are returning as a Gold Sponsor and you will see their name associated with several events during the year. Thanks to owner Phillip Dowling, nursery manager Jason Dawe and their team at Mount Gambier.



Garden City Plastics. A strong supporter of our industry, State Manager Graham Brown says GCP are happy to back and they will be supporting one of our Trade days, among other activities.



Brunnings Garden Products. Our long-time sponsor of our premier night, the Awards of Excellence dinner, returns as a Gold Sponsor again. Thanks to owner David Kirk, manager Simon Galpin and the whole team at Brunnings.



Wholesale Plants & Products. It has been three hectic years of growth since owner Sharon Norman took the reins after the sudden death of NGISA legend Craig Norman. Sharon has renewed their commitment as a Gold sponsor, sponsoring again the important industry think-tank, the NGISA Summit in August.



Heyne's Wholesale Nursery. After a big 150th year of birthday celebrations last year, Carl Heyne has committed to continue their industry support as a Gold sponsor, focusing on supporting activities for young people in our industry.

SILVER



Poplar Grove Wholesale Nursery. Owners Jason and Lisa Scoop have been strong supporters of industry events and will continue their association at Silver Sponsor level. Let's hope their fantastic trials can happen again next year.



Jong's Nursery. Jongs have been a Silver sponsor for several years now and it is great to see them continue. Thanks Peter, Nico and families!

Sponsors of NGISA are vital to the ongoing success and stability of the association. Apart from membership fees, their contributions are one of the key income sources for NGISA.

DIARY DATES

August 26

Trade Day, NGISA AGM & NGISA Industry Summit

2021

February

Awards of Excellence Dinner

March

10 Autumn Trade Day (dates tbc)

June

NGISA State Conference (dates tba)



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COVID 19 and beyond cont.

Asked what had been the feedback from customers, 80% said people were happy that they remained open and 70% reported that gardening had become one of the main pastimes of their customers. Nine garden centres reported that indoor plants had become more of the focus as the weather cooled down going into winter.

What is your outlook for the winter period ahead? The votes were evenly divided between **'business tapering off as people return to work but will continue at a steady pace'**, and **'business will be busier than past years'**.

Comments from retailers since the survey suggest the latter has been the case. Some members have said they believe that between 20 and 25% of new customers are returning and are now converts to gardening.

Looking further toward spring, the vast majority of the respondents were optimistic and evenly divided between **'I think we can expect a busy spring as usual, dependent on weather of course'**, and **'I think business will be busier than past years – we now have more people gardening'**.

When asked what they had learnt from the situation comments included:

- *'There are a lot of people just discovering gardening. Confinement has been good for us'*
- *'In times of uncertainty people look to nature and enjoy more of the simple things in life'*
- *'We would have never thought that we would be so busy. One of the strongest trading periods of our 30 years of being in business.'*
- *'They not only discovered we are much larger than they thought, but also discovered plant stock to be superior and the staff knowledge to be helpful. We have a lot of repeat business as a result.'*
- *'We are in a great industry when times are tough.'*

Production nurseries and allied business – 18 members responded to the questionnaire

Of the 18 respondents 13 were at least up to 20% busier than the same time as last year, and four were equal or down at the start of the period. This could be attributed to some garden centres ordering less because of the uncertainty of staying open.

Asked how they were coping with orders, 40% of them said *'Going okay, but face significant shortfall on orders soon as stock runs out'* and 40 said *'business busier but generally able to supply on orders'*. Two said they had completely sold out at the time and had a backlog of orders to fill.

Most reported that garden centres were maintaining good stock levels to meet the demand and five of them thought orders were returning to normal (This didn't prove to be the case in the end!).

The production and allied people had similar responses to the outlook for both winter and spring.

Six thought business would taper off and return to normal

while the majority (8) thought business would be busier than in past years.

Like the retailers they also reported when look forward to spring that we could expect a busy spring as usual while a third thought that it would be busier now that more people were gardening.

Has COVID 19 changed the way you do business and how? Seems from the supply end not that much has changed as 40% said 'no, no real changes' and 60% said they were having less direct contact with customers and more email and phone exchanges (largely forced by COVID 19 rules). But 80% of them said they expected the changes would not be ongoing.

More than 90% of them all said that they felt that the national industry and NGISA had handled the crisis well.

And one respondent summed up what all of industry has been feeling: **'Been great to see an increase in retail for the industry - hope this continues and the general public get more into gardening.'**



Nursery & Garden Industry
South Australia

MEMBERS it's soon time to renew your membership!

NGISA provides a range of benefits and events for our members and works with our national body, GIA, to represent the nursery and garden industry on matters of importance to us all.



COMMUNICATIONS

Facebook, Clippings, Nursery Notes
and What's Growing On



EVENTS

Trade Days, Awards of Excellence, Annual Dinner,
Industry Summit



PROFESSIONALISM

AGCAS accreditation for garden centres, NISASA,
workshops, State Conference.

Watch out for your renewal notice soon and if you are not a member and would like to find more about NGISA, call 8271 1012 or email admin@ngisa.com.au

Indoor Plants Are In

By our roving reporter Simon Delaine



Peter Jong holding Philodendron White Princess.

Indoor plants are the new normal - or at least that's how it seems after visiting four Adelaide wholesale nurseries putting a lot of effort into growing them. Jong's Nursery, Adelaide Plant Growers, Lewis Horticulture, and Fairview Plant Wholesalers, are some of our members now growing plants for the indoors.

The popular uptake of indoor plants has seen these nurseries adapt and pick out existing plants well suited to indoor environments. David Obst of Fairview reckons around 70% of their business is now indoor plants, but others put this figure at around 30-40%.

Referencing the indoor plant trend of the 70s Peter Jong said, "Every time I go to an older nursery person now and I say I have something new, they go 'oh, I'd seen that 30 years ago, or 40, 50 years ago'."

Jong's Nursery uses their current strengths to take advantage of the new 'trend', which started about two years ago. Jong's fortunately already had setups catering to plants liking warmth and shade, such as the Phalaenopsis (Moth) Orchid; a good flowering, indoor plant. As a single line, the Moth Orchid is Jong's biggest selling indoor plant. What's more popular now, though, is foliage rather than flowers.

"When the green foliage indoor trend sort of started up, we had the ideal section ready to go and we just starting dabbling in it a little bit," Peter said.

"We want to use that warmth that we're already generating and really pump that into a few other things. To have a facility like that, not everyone has that available. So, we have a point of difference."

Chris Physentzou of Adelaide Plant Growers noticed the Bougainvilleas were slowing down in sales and so, three or four years ago, they converted tunnels to try indoor plants – he says it's the best thing they've ever done.

"We made that decision before the indoor house plants went up. So, it was just lucky timing really. We were looking for something else to grow, and it fell in our laps," Chris said.

Adelaide Plant Growers now specialise in dwarf sansevierias of gold, green, and silver varieties. Chris doesn't think this is a trend. "I think it will just keep going- the health benefits of having indoor plants have been publicised now," he said.

Lewis Horticulture is adding a boiler to expand their heat capacity and boost production next to an enclosure that can house 60,000 indoor-specific plants.

"The demand's been very strong, I haven't been able to grow fast enough. Which is a good problem!" Scott Lewis said. "...having the cycles right is important and having this extra demand which we haven't normally had, whilst very pleasing, is making it a bit harder to keep up with everything."

Lewis Horticulture's range isn't the broadest, Scott said, but it's relevant and they're looking at products they can grow in volume. So far, the two biggest are pothos and monstera. But they also offer peperomia, philodendron, aphelandra, and others - totalling about 40 different genera.

"I think it (the 'trend') is going to continue for a while. You've got a whole new generation appreciating the types of plants that are available to grow in an indoor or patio type area," Scott said.

"You've got social media - which we didn't have in the past - promoting that type of experience and I think that's positive. We're continuing to get high-density living, bigger houses on smaller blocks, multiple multi-story dwellings, and people want that connection with nature."



APG Chris holding Philodendron Black Cardinal.

Indoor Plants Are In cont.



Fairview's David Obst holding a plant from the bay indoor range.

Fairview Plant Wholesalers began growing indoor plants in July 2019. David said it wasn't originally their decision to move heavily to indoor plants, but it's the best push they've ever had. Fairview used the rising popularity of indoors to create a new label; 'Indoor SA'.

Being a distribution centre as well as a nursery, they also now grow a range of what's called 'baby indoor' and 'indoor five-inch' plants, after their Queensland suppliers began delivering these exclusively to Bunnings. A Zanzibar Raven will also join Fairview's stock later in the year, which is expected to sell for a handsome price.

Jong's Nursery plays it safe by only growing indoor plants to contract orders. "We're pretty lucky that whatever we do have there is locked in and is guaranteed sales. So, it's not a big risk that we're taking," Peter said.

The other three nurseries seem more confident indoors will remain popular for a long time, for many reasons: their health benefits; increased congested living; and David of Fairview pointing to my phone and saying, "because of that!"



Fairview's 'Indoor SA' label range.



Monstera Deliciosa growing on at Lewis Horticulture.

"The younger generation now is into indoor plants... they can Google, they can tweet, they can search whatever they want and have it delivered," he said.

"There's a lot of exciting things that are happening out there. And the business can only move forward so it's an opportunity to grab it and run with it.

"The younger generation will keep us going for years."



Jong's assorted foliage indoor plants.

Greenlife Industry Australia (GIA) has been working with NGISA and other member NGI associations and Garden Centres of Australia (GCA) to deliver an eight week member orientated, local consumer engagement campaign called Plant Pals.

It has been structured to take advantage of the increased popularity of gardening and greenlife as COVID-19 restrictions ease. The goal of the campaign is to position member retail nurseries and garden centres as the primary destination for garden tips, landscaping advice and consumer purchases of greenlife.

Plant Pals is focussed around a website and tools for businesses to promote the concept on their social media channels.

The campaign will benefit the industry by:

- establishing a movement for growers, landscapers and retailers to share information and advice long after COVID-19 has moved on.
- a retail store locator with a postcode search on the Plant Pals site.
- providing free #PlantPals content to share socially on Facebook and/or Instagram.

- contribute to an increased following of business social pages by boosting those posts directly
- a free 'toolbox' of content and media support to encourage businesses to be the hero of their own campaign.

This hub of information is being hosted on the website www.plantpals.com.au Check it out.



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New appointments at Bio Gro



Group Managing Director of Van Schaik's Bio Gro, Stephen Van Schaik, has announced the appointment of **Paul Beckman** as Group Sales Manager (pictured).

Paul will be based at their Mount Gambier office and was previously manager of the Mount Gambier Mitre 10 store, with more than 30 years' experience in the hardware, timber and gardening business.

Stephen also announced other executive changes:

- **Sage Hahn** has been appointed Victorian Operations Manager and will be based at their Dandenong facility in Melbourne. She was formerly Bio Gro's Sales Manager.
- **Leigh Barry** is the new Chief Operating Officer, who previously spent nine years in Senior Management Roles with Kalari Transport.
- Former Product Innovation and Marketing Manager **Darren Free** has left the group.

NGISA Annual General Meeting

Wednesday August 26, 11.30am

(immediately after Trade Day)

Diva Room, Morphettville Racecourse, Morphett Road, Morphettville.

All members are invited to attend.

Refreshments served, compliments of



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Accreditation

Scheme or AGCAS is a comprehensive review of a garden centre - from OHS and layout through to presentation and marketing.

The scheme rates a garden centre and if it reaches a certain score it becomes an accredited garden centre. The images on this issue's cover reflect different aspects of the accreditation and SA's garden centres work hard to maintain the standards they have met.

We have 13 centres in South Australia who have been recognised. The latest round of annual accreditations have recently concluded and it is congratulations again to Morgan Park Garden Centre at Victor Harbor, Glynde Mitre 10, Garden Grove at Golden Grove, Newman's at Tea Tree Gully

and Barrow and Bench Mitre 10 at Malvern.

The others in the scheme are YorKreation at Millicent, Barossa Nursery at Nuriootpa, Semaphore Pets & Gardens, The Garden Depot at Mount Barker, Virginia Home & Garden, Balhannah Mitre 10, Vadoulis Garden Centre at Gawler and State Flora at Belair.

The scheme is undergoing a national review at present to recognise the changes in the industry and in marketing in recent years. NGISA's Neville Sloss who does the audits in SA had input into the review and hopes revisions will encourage more garden centres to participate.

"It is possible a new tiered system will be introduced which will allow centres to come into the scheme and progress until they reach the top level of 'garden centres of excellence'."

Exciting plans for 2021

While 2020 may be generally a 'lost year' for industry events, we are planning to make up for it in 2021!

The big events for the first half of 2021 are:

Awards of Excellence Dinner, February.

Once again this big night will be sponsored by Brunnings Garden Products. This evening will recognise the best in our industry, who will be judged towards the end of 2020. Once again finalists will be personally visited by our judges well experienced in our industry.

While last year's was a great success at the Grand Chancellor, a new exciting venue is being considered. The date and full details will be in the Spring issue.

South East Tour

Delayed because of COVID 19, this tour is likely to go ahead early in 2021. It will include visits to Van

Schaiks Bio Gro and Native Plant Wholesalers and other members in the South East.

State Conference, June.

Now to fall in the alternate year to the national conference, the NGISA State conference will be an event not to be missed. The two-day conference will feature expert speakers for the benefit of both retail and production members, so that it will be a real learning opportunity.

The cost will only be \$100 per member, and each member can bring along 3 people, and they will be encouraged to bring 'next gen' people on their staff.

This is planned to be held at the SARDI auditorium at Urrbrae - dates to be advised.

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A DAY IN THE LIFE: Garden City Plastics

If there is one allied business in our industry that is absolutely vital to our industry it is Garden City Plastics. As the manufacturer of the vast majority of pots and plastic containers that are used by our growers, they are one of the foundation businesses in the nursery and garden industry.

In South Australia, Garden City Plastics has a small dedicated team looking after growers in the state from their premises in Wingfield. Behind the office is a huge warehouse that can hold up to 1,000 pallets of stock at any one time, but stock comes in twice a week on B-doubles from head office in Melbourne and orders go out daily, so stocktaking must be a challenge!

The day starts at 7.30am Monday to Friday when Warren Gabell the storeman gets order sorted to go out that day. Shortly afterwards Rick Grace the driver arrives to load the truck and get ready to do one of the north or south runs that they do several times a week, up to the Barossa or down to Victor Harbor.

Natasha Murro and Robyn Nichol, the administration manager, come in around 8am to make sure all the paperwork for the loads is ready to go and then state manager Graham Brown arrives to begin the day dealing with customers and managing the whole process.

The GCP SA team is one who know each other very well - Graham has been working with Warren and Rick for more than 20 years (they worked together during Masrac days) while Robyn has been with GCP for 17 years. Natasha is the new one - with four years' service in the office role now!

Graham is well known in the nursery and garden industry for over 35 years, supplying pots through Masrac then GCP when they took over the Masrac pot business. Graham is also the immediate past president of NGISA.

"We are much more than a pot manufacturer these days though," says Graham. "While pots remain our core business, allied products now make up about 45% of our sales. Products range from fertilisers to chemicals, from bamboo stakes to cardboard cartons and from secateurs to benches!"

Some of the brands they represent include ICL, Seasol, Jiffy, BASF, OCP, Felco and Yates.

"Along with this diversification, we now have two agronomists on staff to advise on use of products and provide such assistance as nursery hygiene programs and weed management plans."



State Manager Graham Brown with Administration Manager Robyn Nichol.

During the day orders and enquiries are constantly coming in mainly over the phone from growers both in the nursery and garden and the market gardening industries. "About 70% of orders are phoned in and sometimes confirmed in emails. Faxes only account for about 5% nowadays."

Like the rest of industry Graham says the last few months have been extraordinary.

"We have been able to meet our customer orders for the best part and our team has worked throughout. Some of us managed to work from home quite well and I will now be working from home a day or two a week as a result," says Graham (who adds he has no plans for retiring at the moment!).



Behind the GCP office is a huge warehouse which can hold 1,000 pallets of stock at any one time.

A Day In The Life: **Garden City Plastics cont.**

What is most exciting is the company's plans to go online with a shopping cart towards the end of the year.

"We have many thousands of products available so this is a challenge, but I am sure it will be welcomed by many of our customers," says Graham.

Around 4.30pm the GCP office is ready to close for the day with many orders already to go for the next day.

Garden City Plastics is a Gold Sponsor of NGISA - we thank them for their ongoing support.



Robyn and Natasha at the front desk.



Some of the vast array of products in their showroom, above and below right.



In the warehouse, driver Rick Grace (l) and storeman Warren Gabell.



Fruit fly outbreak concern



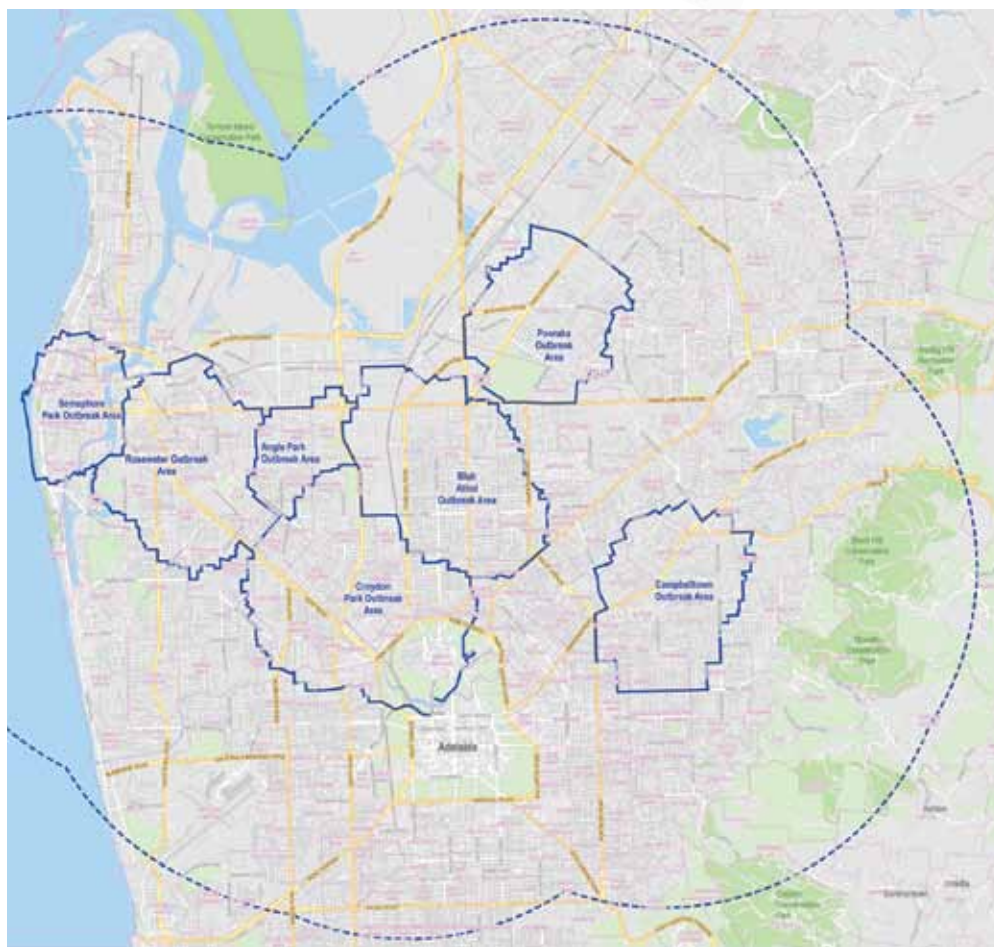
Since mid-December 2019 there have been seven outbreaks of fruit fly in the metropolitan area of Adelaide. They have occurred at Blair Athol, Croydon Park, Angle Park, Rosewater and Semaphore Park and most recently in Pooraka and Campbelltown.

Both have been of major concern as the Pooraka one was close to the Adelaide Produce Markets and the Campbelltown one is getting close to the Adelaide Hills and its fruit growing regions.

The suspension zone stretches from the coast across to the Adelaide foothills suburbs to the east and north-east and south to Edwardstown. (See visual) To the north the zone extends to Outer Harbour and Penfield. Home grown fruit and vegetables cannot be moved out of this area, as well as any fruiting plants with fruit on them.

Quarantine areas of 1.5km radius were initiated in which response activities including baiting, intensive trapping and the collection of fallen fruit. Home-grown fruit and

vegetables and fruiting plants cannot be moved within or out of these areas. Meanwhile a National Fruit Fly Strategy 2020-25 is nearing completion. It will provide a blueprint for national cooperation to both prevent and minimise the impacts of fruit fly, as well as to maintain and advance access to domestic and international markets.



The quarantine and suspension zones currently across Adelaide.



News from Next Gen

President Alastair McLean reports...

During this period the NextGen committee have been keeping in contact and we are still in planning for future events.

When restrictions ease and growers feel comfortable we have identified a trip to the Adelaide Hills as our next event.

We also want to congratulate committee member Jack Robins from Poplar Grove Wholesale Nursery who got married under lockdown 'in front of 2 witnesses and a lot of birds'.

However true to form, they couldn't be happier and when you are happy, nothing else matters. Jack and Ceri are looking forward to celebrating internationally with family

Gardens magazine still a winner

Our association with the SALife Gardens & Outdoor Living magazine continues to provide a great marketing resource for our retailers and information resource for the gardening public.

Each issue NGISA commits to producing a number of stories, most of which come from members.

If you have a story idea we would love to hear from you, and our comms guru Neville Sloss, is ready and able to assist you in writing the story if you are willing to give it a go!

And don't forget it is a great opportunity to promote your business or your gardening product - garden centres or others associated with our industry.

For editorial ideas contact Neville on 041456 2010 or email nsloss@ngisa.com.au or advertising call Brooke or Sinead on 8224 1660.



Affordable gardens



During the wetter months our gardens are thriving and green, yet many of us will let them dry out during the warmer months, choosing to limit watering and not maintain their lush state.

It's true that higher water use will increase our water bills. However, adopting an efficient approach to watering can see our gardens continue to thrive through long hot summers. It's also affordable and the rewards are many.

Green space around your home will help to keep it cooler on hot days. In fact, a healthy lawn will reduce air temperatures by up to seven degrees

Celsius. Not only can you get out and enjoy your garden in hotter weather more often, you can open windows for cross ventilation and turn off the air conditioning.

Leafy canopies, shrubs and groundcovers act as effective cooling systems as well and provide shade for your soil and your home. You can also give plants a quick 30 second 'flash watering' to create natural evaporative cooling that lasts for around 30 minutes. A misting system placed around your outdoor entertaining area will have an even greater effect.

There is also real financial value in a having well-established garden. It adds value to your property, particularly in South Australia for the simple reason that we love getting outdoors and spending time in nature. It is also very likely one of the reasons you are living where you now live. It's important we don't forget this when we consider and prioritise our budget, because with water costs, a little really can go a long way.

"Green space around your home will help to keep it cooler on hot days."

When compared with other household expenses, water is one of the least costly components at around \$23 per week for the average Australian household. Electricity and mobile phones will set you back around \$40 a week each, while car costs are more than \$200 a week.

Recent reductions in South Australia for both water use and supply charges mean it's now even more affordable to maintain a green garden throughout summer. Rainfall is wonderful yet our climate simply doesn't always deliver. We're lucky to have reliable, affordable, pressurised

clean water networks throughout our metro areas and beyond.

Green spaces, both in our homes and throughout our communities, are valuable, not only to our properties, but to our overall wellbeing. It's important we understand how valuable as we plan and manage our gardens, because achieving what we want, and what we value, may be more affordable than we realise.



SA Water is a major sponsor of NGISA. We welcome their commitment to the importance of gardens in our lives and our living.

Sophie helps bushfire recovery



Fruit trees donated by Balhannah Nurseries ready to be collected by KI residents.

As bushfires ripped through the Adelaide Hills on 20 December last year on the same day lightning strikes ignited fires on Kangaroo Island that eventually burned 200,000 hectares, or 45% of the island. Residents in both regions lost their homes and businesses.

Since then the impacts largely disappeared from the media because of the COVID 19 situation, but fortunately there have been activities happening to help in recovery.

Helping in both areas, local gardening media 'guru' Sophie Thomson has been involved in workshops to help gardeners rebuild their gardens and has been actively getting involved in some of the activities.



One happy KI resident, Kaylene Graham, hugging her new tree.

In the Hills Sophie has conducted two workshops and on Kangaroo Island she has been helping with the rebuild of the Parndana Community Garden and residents' own gardens, and conducting talks and workshops.

She has asked us to say thanks to several members who donated plants and soils to help with rebuilding including Living Colour, Poplar Grove Wholesale Nursery, Peats Soils, Jeffries Soils and Briarwood Farms Nursery.

But we also want to thank Sophie on behalf of all those she has assisted, giving her time and even driving her own ute over to KI loaded with the giveaway plants. Thanks Sophie!

industry SNIPPETS

Wage increases from February 2021

The national minimum wage has been increased by 1.75% to \$753.90 per week (\$19.84 per/hour) effective 1 July 2020 for some industries.

For those under the Nursery Award 2020 the 1.75% wage increase does not start until the first full pay period on or after 1 February 2021.

"The Modern Award rates are yet to be published by the Fair Work Commission but rest assured as soon as they are made available we will notify all current members," says Arvin Bisbal from Workplace Partners.

All employers should check their payroll obligations to ensure that you are meeting the minimum wage obligations under the Fair Work Act 2009 and Modern Awards.

For more information, please contact NGISA Associate Member, Arvin Bisbal of Workplace Partners on 1300 116 400 or email support@workplacepartners.com.au

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Autumn Festival moves to Spring!

The SA Autumn Garden Festival is now going to be held on Sunday October 18. (subject to any government requirements).

It is likely to be the very first autumn garden festival in the world that has been held in spring! It is held at the Clare Showgrounds, two hours north of Adelaide, every year and is supported by NGISA. Sponsors include SA Water and Van Schaik's Bio Gro.

The Spring Garden Festival at Mount Pleasant normally held in September has been cancelled for 2020 due to COVID 19.

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Support sustainable packaging in horticulture

Today, you can visit www.pp5.com.au and in less than two minutes *take the industry pledge* to harmonise the use of PP5 plastic for all plant packaging and labelling in Australian horticulture.

Industry stakeholders who would like to be a signatory to the *Open Letter to the Horticultural Industry calling for packaging sustainability* will first be required to sign the pledge and while doing so, will be able to nominate their commitment to the Open Letter.

The *Open Letter to the Horticultural Industry calling for packaging sustainability* is open for signatories until 31 July, after which, signatories will be collated and the final letter will be launched publicly in early August. This will be accompanied by a communications campaign, to raise awareness around the recycling scheme and encourage wider sectoral participation to establish a national recovery and reprocessing program.

More information on how to participate in getting the message out, will be provided to participating businesses, closer to the launch date.

GCP POT CARRYING SYSTEM

NEW SHUTTLE TRAYS



- 6 Cells spaced for full foliage
- Available with or without handle



CODE: TRSH125-140



CODE: TRSH125-140HF

SUITABLE POTS

The one tray can be used for a variety of pots and is designed to carry our most popular pots

- 125mm to the 143mm round pot range



FEATURES

- Built-in stabilisers - pots are held securely in place
- Display label slots - one at each end (TL)
- Width 568mm x Length 370mm (see specs. above)
- 6 Cell tray with strong rib moulding
- Larger spacing between pot cells (approx. 18cm)
- Reinforced base for long term use
- Perfect for use in automated fill lines
- Bundles of 12 | Pallets of 252

SPECIFICATIONS & PACKAGING

Code	Description	Cell Type	Cell Qty	Length	Width	Pack Qty	Pallet Qty
TRSH125-140	6 cell (TL) with handle	round	6	330	568	12	252
TRSH125-140HF	6 cell (TL) handle-free	round	6	330	568	12	252



Trusted Partners in Horticulture

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Using sustainable forestry residue along with other organic resources to supply to the horticulture and landscape markets

Supplying the Nursery and Garden Industry Victoria for over four decades with quality products and technical services



TRANSPORT
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ORGANIC
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