

What's Growing On



Nursery & Garden Industry
South Australia

SPRING|2020



A Day in the Life of WPP



Nursery & Garden Industry
South Australia

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On the cover

Featuring in 'A day in the Life' this issue is Gold Sponsor Wholesale Plants & Products. Seen here are managing director Sharon Norman and manager Jeremy McMutrie. See story page 12.

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PLATINUM



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Executive Officer's Report

After an interesting and very different year with Covid-19, it is wonderful to see how busy our industry remained as people spent more time focused on their gardens during the lockdown period. Leading into the warmer months, it is positive to see that this momentum is continuing and we will work hard to maintain it in the longer term - especially with those that have taken a new interest in gardening.

Over the last few months, we have been working hard behind the scenes, ready to implement new systems such as transitioning our accounting system completely online as we move toward a paperless office.

We will look to be hold some face to face industry and social catch ups with members in the near future, once the restrictions in public venues ease further. I will be visiting businesses in the coming months regularly to catch up and meet some members I haven't had the opportunity to meet in person as yet.

Membership renewals have been sent for the 2020/2021 year. If you are not a member of NGISA as yet and would like to find out more about what we can offer your business, please don't hesitate to contact me via email dannielle@ngisa.com.au or mobile 0408 822 753.

The Spring edition of the SA Life Gardens & Outdoor Living Magazine is on sale now and available at all member garden centres. It includes an article on #PlantPals - a new gardening resource for gardeners starting out or wanting to expand their knowledge that the industry has been promoting nationally. Have a look at plantpals.com.au

All the best for Spring and happy gardening!!

Dannielle Chapman

STOP PRESS

Just at time of going to print the sad news came through - Hans Van Schaik, founder of Van Schaik's Bio Gro, has passed away. Our condolences to all of the Van Schaik family and friends. A tribute to Hans will be in the next What's Growing On.

NGISA *Awards* of **Excellence**

Nominations open now!

The NGISA Awards of Excellence are on again and we are not going to let COVID 19 stop this important way we recognise the best of our industry each year.

Nominations are now being called for the categories that have been agreed by the Awards Committee for this year. For 2020 there will be one major award for each of Retail Garden Centre and Production Nursery in South Australia, with others for smaller garden centre and smaller production nursery. Two awards will be made for Allied Trader – best Commercial and best Consumer.

Other awards will be:

- ★ Apprentice or Trainee of the Year
- ★ Outstanding TAFE Horticulture Student of the Year
- ★ SA Water Young Leader Award
- ★ Best New Plant
- ★ Best New Product
- ★ Best Marketing Award
- ★ Outstanding Staff Member
- ★ Best Supplier of Greenlife to the Landscaping Industry

Every member in our industry is invited to put forward nominations and the Awards Committee will be tallying up the votes and finalists will be declared. Members will be sent nomination forms directly.

Judging of the garden centres, production nurseries and allied traders will be done in person and NGISA will soon announce judges who will personally assess the finalists.

Judges will be looking at the improvements and performance of the businesses during the last year and this will be very interesting in light of the impact of COVID 19.

Winners will be announced at a gala dinner at the Stamford Grand Adelaide Hotel at Glenelg on February 19, 2021. The dinner date has been set - hopefully - to be well clear of COVID 19 restrictions and at a good time to suit the industry.

Our sponsor once again of this important night will be Brunnings Garden Products. Following on from last year's dinner there will be a theme for the evening (last year it was 'Be bright on the night') – this will be announced in the summer issue of What's Growing On.



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NGISA Annual General Meeting for 19/20

NGISA had its Annual General Meeting as a stand-alone event in August for the first time for many years, due to the COVID 19 situation.

In past years it has been held in association with the Spring trade day but this year the event was cancelled.

The AGM was conducted on Wednesday August 25 at the Hyde Park Tavern with all members invited to attend and enjoy a meal following. Apart from all of the Board members present there were over a dozen other members in attendance.

The only change to the Board was the retirement of Jeff Clarke from Craighburn Nursery operated by Minda Inc. Jeff had just left the organisation due to a restructuring.

The good news was that President David Eaton reported that NGISA had moved from a small loss the year before to a profit in 2019/20.

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The year that was!

NGISA President's Report to the AGM for the year 2019-20



The past year has been one of change and unpredictability for the country but as an industry we have stood strong and adapted to those changes, and we have benefited not only financially but also in putting our industry in front of government and public as being essential for product and people's wellbeing.

The coronavirus pandemic certainly changed the way we had planned the remainder of the membership year, but regardless of this, our industry has boomed as people turned to their gardens whilst in isolation. We are working hard along with Greenlife Industry Australia, and our counterparts in other states to keep the momentum going as we get closer to returning to our normal way of life.

The current Board has led the association over the past two years now and we are grateful for their dedication, commitment and contribution to the industry. The entire Board volunteer their time (usually while busy running their own businesses) and I am thankful for their support and commitment.

cont. p5

The year that was!



David Eaton Ball Australia (l)
and Jason Dawe, NPW.



Jason Scroop Poplar Grove (l)
and Jeff Clarke, retired!.

During the year we welcomed Dannielle Chapman as our new Executive Officer who has now settled into her role and brought fresh inputs, views and experience to improve our offerings to members, the most visual being the improved Awards Dinner. Neville Sloss continues to keep our industry well informed through Clippings, What's Growing On and input into the SALife Gardens & Outdoor Living magazine.

Some of our achievements and initiatives over the past year have included:

- Trade Days (although Covid19 has caused cancellations of 2 this year)
- Improved NGISA Awards with personal judging of finalists
- A much improved Awards dinner
- Establishing a new office and meeting room at Urrbrae
- Facebook group for members only
- Relationship building with government departments and Ministers
- Advocacy on behalf of industry
- Continuing our partnership with Solstice Media to produce the SALife Gardens and Outdoor Living magazine for the benefit of our members and the SA gardening community.
- 'Go to' meetings set up for Board, Executive and sub-committee meetings for when we can't get together.

Dannielle and Neville both attended the GIA National Conference in Perth in March along with a number of our members showing good support for NGISA. During the conference I was involved in a meeting of the states' presidents where it was decided to work closer together and share things amongst each other to stop duplication.

There are two sub-committees set up for the Awards of Excellence (Amy Woollard, Sharon Norman) and Marketing and Membership (Amy Woollard, Haidi Sutherland), both committees have given excellent support and I would like to thank those members for their time and contributions.

Dannielle, Neville and myself are also on those committees.

NGISA is in a strong financial position as you will see in the audited financial report and the budget has been approved for the year ahead which will maintain this position.

I was invited by PIRSA to represent the SA Nursery and Garden Industry on the Stakeholders Committee for the

new SA Biosecurity Act which I accepted and have been discussing with GIA National Biosecurity Officer John McDonald to make sure what I put forward is in line with our needs.

The new Act will include many industries that may affect Plant Health. I have attended 4 meetings so far and I believe this has given them a better understanding of our industry. This is also in line with being the SA representative for the GIA National Biosecurity committee.

Being a strong community that members feel a part of and able to not only share with the office but also other members is important to us and we are working on building this relationship. This is a strong view of Jason Scroop. Dannielle and I had planned back in February to do member visits but these were cancelled because of hot weather and then Covid19 hit. This will be back on the agenda along with more frequent phone calls to members which Dannielle has started along with feedback as to what members prefer with frequency, etc.

My sincere thanks to all our valued sponsors who are so important in delivering extra benefits to members for the financial year 2019-20. The good news is that almost all of our sponsors at time of going to print have renewed for this current financial year,

Once again, I want to thank Dannielle and Neville for their support along with the Executive - Chris Simon and Amy Woollard and the rest of the NGISA Board Jason Scroop, Jason Dawe, Mark Telford, Laela Bland, Haidi Sutherland, Peter Jong and Jeff Clarke for continuing to work to benefit NGISA members and our industry.

I look forward to working with the Board, Dannielle and Neville over the next year to continue progressing and providing member's needs.

Thank you,
David Eaton,
President of NGISA

NGISA Board members 2020-21

Executive

President
David Eaton,
Ball Australia
Vice President
Chris Simon,
Morgan Park
Garden Centre
Treasurer
Amy Woollard,
Adelaide Tree Farm

Other Board Members

Jason Scroop, Poplar
Grove Wholesale Nursery
Jason Dawe,
Native Plant Wholesalers
Mark Telford,
Van Schaik's Bio Gro
Laela Bland,
Crafers Garden Centre
& Landscaping Supplies
Haidi Sutherland,
Adelaide Plant Growers
Peter Jong
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Toni with past CEO's of NGISA, Grant Dalwood (l) and Geoffrey Fuller.

Thanks Toni Mullins!

You might say who's Toni Mullins? But she has been the person helping to manage the finances of NGISA for the last 18 years.

Toni has just retired from the role - "it's time to move on" Toni says.

Behind the scenes Toni worked with the association's CEOs Geoffrey Fuller and Grant Dalwood and Nursery Industry Development Officers (IDOs) when grants had to be managed over the years.

"It was tough for many years when the industry was hit by the 10-year drought. Members were struggling and some closed, but Geoffrey did an amazing job to keep the association afloat. And some of the IDOs were great characters as well, Ray Conlon and Kath Laurie for example.

Toni added that "it was great then to see the association grow to a much bigger organisation over the years."

Geoffrey Fuller was full of praise for the professional role played by Toni over the years.

"Toni diligently made sure our accounts were in order every month and she was a delight to work with all along the way. And a lovely lady to boot too!" he said.

New appointment

To take on Toni's role, the NGISA Executive has now appointed Voumard Beare and Associates, a boutique accounting practice in the Adelaide Hills.

The firm provides business advisory, accounting and taxation services to a broad range of clients throughout South Australia. They say "we specialise in supporting small to medium enterprises across a variety of industries including horticulture, professional services, retail, travel, printing, construction and trade."

Sponsors return

Last issue we were pleased to report that the majority of our sponsors have continued their support of NGISA and now we can confirm that Van Schaik's Bio Gro will be a Gold Sponsor for 2020-21. Van Schaik's have been long time supporters of NGISA in everything we do and we hope to be having the postponed visit to the South East and to their facilities in the not too distant future.



Rising from Bronze to Silver Sponsor is Plant Access who do a great job in distributing the SALife Gardens & Outdoor Living magazine out to all of our members.

We thank both Van Schaik's and Plant Access for their ongoing support for NGISA.

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

Van Schaik's
bio gro helping the community

Growing Media, Mulches & Composts



Andrew and Kelly Fogden with Bio Gro's donated mix.

Van Schaik's Bio Gro recently donated Premium & Native Potting Mix to properties located in the Adelaide Hills and on Kangaroo Island. These locations were impacted during the disastrous Cudlee Creek and Kangaroo Island bushfires during South Australia's recent 2020 summer.

These Bio Gro products are being used to rebuild and update existing community gardens. The donation will help to revitalise community gardens in Parndana, Kingscote and the surrounding areas of Cudlee Creek in the Adelaide Hills.

As many people are still rebuilding their homes, the Kangaroo Island Garden Club have been using Bio Gro's media to cultivate supplementary plants, which will be available to the community from March 2021. Additionally, many home gardeners have been using Bio Gro's planting media to pot and develop their own vegetation.

Sophie Thomson who organised the reGrowth Garden Recovery Project said, "This significant gesture from Bio Gro is just one way in which the South Australian community can support people who are taking new steps towards rebuilding their lives".




cuphea

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A beautiful new trailing cuphea that is very heat & drought tolerant. Bright red tubular flowers with green and yellow highlights literally cover the plant. Blooms all summer long in full sun or part shade. Use as a container plant or en masse in landscapes and is a real showpiece in hanging baskets. A wonderful food source!




To order or find out more contact: David Eaton
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Australia

Garden Centres of South Australia on tour



Jason Scroop (l) taking the group through the growing process.

To coincide with their August group meeting, members of the Garden Centres of South Australia took the opportunity to visit three nurseries close to each other south of Adelaide.

There were 14 people representing 10 of the 14 member garden centres in the group who attended and first of the visits was to Protea World at Yundi.

Richard Gibson from Protea World gave the group a tour around the nursery and talked about the propagation process of their proteas and leucadendrons, as well as the growth of the nursery over the past 20 years.

A family owned business, Protea World used to supply mainly cut flowers for the florist market, but in recent years has moved more into growing plants for sale and not only to local garden centres, but also to buyers across Australia via online sales.

Like many other production nurseries nowadays Richard told the group he could sell every plant he grows but holds back on some so he has bigger stock to offer garden centres.

After Protea World the group travelled to Jong's Nursery, less than a kilometre away.

There Peter Jong showed the group through the nursery and their controlled temperature shadehouse where the imported Phalaenopsis orchid plugs get established before being moved out into the main shadehouses.

Peter said that they grow a significant number of cymbidium orchids as well with about 90% of them being sent to other states. He also talked about their move into growing more indoor plants to meet the market demands. The final nursery to be visited before the group's meeting

was Poplar Grove Wholesale Nursery back down on the Adelaide Plains at Sellicks Beach.

Jason Scroop and Hayley Simon led a tour around the nursery and Jason indicated they had planted more stock out than they ever had before to meet the increased demand forecast for the spring ahead.

The group also had the chance to see how some of the plants in the Poplar trials were continuing to perform.

After the tours the group adjourned to the Victory Hotel at Sellicks Hill for their group meeting. The group now includes 13 garden centres in South Australia plus one in Broken Hill, Pots N Plants. It was formed after the Plants Plus brand ended five years ago.



Peter Jong at Jong's Nursery showing the group around.

cont. p9



(l to r) Tim James from Serenity, Richard Gibson from Protea World and Simon Collins from YorKreation.

Members include Vadoulis Garden Centre at Gawler, Serenity Garden Centre at Murray Bridge, Barossa Nursery at Nuriootpa, Whyalla Garden Centre, Kallinyalla Garden Centre in Port Lincoln, YorKreation at Minlaton, Clare Garden Centre, The Earthworks at Berri, Crafers Garden Centre, Garden Grove at Golden Grove, Morgan Park Garden Centre at Victor Harbor, McCourts Garden Centre at Millicent and Hutchison's Garden Centre at Naracoorte.

Chair of the group, Tim James from Serenity, said the group is working well, producing seasonal and indoors sales catalogues as well as advertising as a group.

"While each centre is quite independent and 'does its own thing', our GCSA group gives us combined buying power and economies of scale when it comes to promotions such as sales catalogues.

"All of us are family-owned businesses and we really enjoy getting together two or three times a year to share information. This meeting there were smiles all around the table as people reported on the amazing last six months of trading," Tim said.



Tim James, Serenity and Laela Bland from Crafers Garden Centre.



Stephan and Leonie Ebert from Kallinyalla Garden Centre in Port Lincoln.



Bruce Liebelt from YorKreation, Dianna Marshall from The Earthworks in Berri and Laela Bland.

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Growing Kadina



The mural from emerging Narungga artist Tamika Gollan-Wanganeen.

Since the beginning of 2020, more than 300 locally-sourced native plants have sprung to life in Kadina on the Yorke Peninsula, as part of a landscaping project to enhance the area's visual amenity, improve dust suppression and demonstrate water-efficient gardening methods that can be easily replicated at home.

Working together with local Aboriginal business Stone Environmental and Northern Yorke's branch of the Australian Plants Society, the SA Water team designed the garden using 34 species of local native flora which were carefully selected for their heat tolerance and adaptation to the area's alkaline soils.

Vegetation Services Specialist Shaun Kennedy said the rejuvenated space will inspire the community to adopt similar principles and help create more inviting streetscapes.

"Our Kadina depot is situated in the heart of the town which provided an exciting opportunity to showcase gardening with native plants, helping to educate the local community and beautify the surrounding area," Shaun said.

"Maintaining a garden can be more challenging here on the Yorke Peninsula with calcrete sub-soils and lengthy, warm summers intensified by the northerly winds sweeping through.

"While some residents in the area maintain lush gardens despite these challenges, many others are opting to pave their yards or lay artificial turf instead, leading to gradually hotter and less attractive streetscapes.

"The use of native flora and considered irrigation can, over time, provide important shade cover to help reduce urban heat effects."

The depot's yard was separated into garden beds to demonstrate three gardening styles, including a small courtyard garden, a shady woodland garden and a semi-arid garden – which all consist of interesting plants with broad ornamental appeal.

A range of native plants, including the Mallee Blueflower, Austral Bugle and Sturt's Desert Rose, were sourced from

the Northern Yorke Australian Plants Society and planted by local business Stone Environmental, drawing on the team's years of experience in native revegetation.

To complement the revegetation planting, one of the depot's external walls is now home to artwork dedicated to sharing and celebrating the significance of water to the region's Traditional Owners, the Narungga people.

The centrepiece of the mural is Narungga totem, the butterflyfish, with sacred fishing spots and techniques passed down through generations, making coastal waters a key part of Narungga identity.

SA Water's Reconciliation Action Plan Coordinator Sarah Smith said this artwork helps to tell the Narungga people's water story and provides an opportunity to foster the career of a young local artist.

"The Kadina mural was created and painted by emerging Narungga artist Tamika Gollan-Wanganeen under the mentorship of established Aboriginal artist Samantha Gollan," Sarah said.

"Our commitment to Reconciliation involves building relationships and increasing the wider community's understanding of the value and importance of Aboriginal people's knowledge and history, and I think a really beautiful and powerful way of doing this is through art.

"We manage a large amount of infrastructure across the state, and as part of our Reconciliation Action Plan, we look forward to working with more emerging and established Aboriginal artists to turn some of these blank canvases into vibrant and culturally-significant pieces of art."

For more information about how you can replicate a native garden at home visit sawater.com.au



Lachlan Stone and District Leader Shane Whelan.





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A DAY IN THE LIFE: Wholesale Plants & Products



WPP sales people (l to r) Sonia Lindfield, Aaron Daniel, Matt Palmer and Eiren Lyons.

The day starts at 7.30am at Wholesale Plants & Products (WPP) but staff are usually receiving deliveries and first customers around 7am. On Mondays there are usually semis full of plants from Queensland and Victoria waiting to be unloaded.

These days there are 20 people working at WPP, a business which has grown rapidly over the past three to four years.

The late Craig Norman expanded to the premises next door to the original site at Dry Creek four years ago, just before he died suddenly.

Since then it has remained a family affair, with his wife Sharon stepping in to manage the business, son Hugh who is responsible for accounts and daughter Emily on the phones. (During the interview Sharon announces proudly that Emily is expecting in December!)

Under Sharon's watch she has seen the business grow twice the size in terms of turnover.

A grant from Business SA helped Sharon in the role as she had no prior experience in managing such a business, and her mentor appointed was none other than former NGISA CEO Geoffrey Fuller.

"I get in at 8.30am, but I know that our manager Jeremy McMurtrie will have everything well under control!" says Sharon.

"Every day goes so quickly and the staff like it that way - we have a constant stream of customers and deliveries coming in at any time of the day. For our sales team they are busy right from the start, as they are loading orders first thing every morning that have come in by email or phone."

Sharon says they have another team packing country orders every day as well, boxing them or loading onto pallets. "We are very conscious of looking after our country customers," she adds.

Three people are behind the counter, now separated from customers by a 'hedge' and statues to meet COVID requirements.

"As everyone in our industry knows, the COVID situation has led to major increase in business, with growth in our business being in double figures every month."

"We have been signing on up to 15 new customers every day and with more and more shops selling indoor plants in particular, our customer base is bigger than it has ever been."

WPP has a broad range of customers - from large commercial landscapers to small one-person landscape businesses, from large garden centres to gift shops now carrying a range of indoor plants. Florists have also become an increasing part of WPP's business

as the indoor plant phenomenon has grown. Nowadays indoor plants make up to around 35% of WPP's plant sales.

"All of our customers require an ABN and for plant sales to be a significant part of their business. I am actually very tired of people saying we sell to the public - we don't!" says Sharon adamantly.

The day for WPP ends at 5pm, but during the past nine and a half hours hundreds of sales have been made and processed. With an estimated 250,000 plants at least 'in store' and a huge range of pots and other garden products in stock the logistics of the business are significant.



The main entrance to WPP.

cont. p13

A DAY IN THE LIFE:

Wholesale Plants & Products cont.

"I can only praise Jeremy and all of our team who do such a great job with so much stock going in and out every day," adds Sharon.

WPP is a Gold Sponsor of NGISA and we thank them for their ongoing support.



Sharon and Jeremy checking stock.



Sharon with son Hugh who manages accounts.



One of the sales team Matt Palmer with a happy customer.



It's estimated that there is up to 250,000 plants at WPP at any one time!.



Waiting to serve customers (l to r) Lee Van Soest, David Herbert and Andrew Major.



SPRING NEW RELEASE PLANTS

- Carnation Elites– 7 in the series
- Bidens Elite Bee Boom
- Jamesbrittenia Elite Goldstar
- Cuphea Elite Honey Bells
- Phlox Red Star

To find out more about our new spring plants, phone Hayley on 0416 352 533



Insta @poplargothenursery



industry SNIPPETS

Top 10 Natives for SA Gardens coming soon

SA Water working in conjunction with NGISA and some of our top natives growers have selected a mix of 10 native plants which were originally common to the Adelaide and SA regions and are suited for home gardens.

For this pilot program, Heyne's Wholesale Nursery will be growing on the plants and distributing them to garden centres in summer. Watch for more details soon!

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Plant Pals second phase

Phase 2 of this national promotional program will see the production of an Australian first, Garden Centre Heroes industry video scheduled to launch as this magazine goes out. It has been scheduled in time for lifting of stage 4 restrictions in Victoria, hoping it will be a great launch for Spring nationally but also support Victorian retailers as they emerge from restrictions.

A media marketing package for retailer members of NGISA which includes a professionally written feature story tailored to the businesses, prominent positioning on www.PlantPals.com.au, \$250 of social amplification and broad marketing support is the final element of phase 2.

....

Seasol Gold

There's a 'new improved' Seasol now on the market! The company has just released 'Seasol Gold' which has added calcium.

They say "The added calcium in Seasol GOLD helps provide an extra boost in the growing season to improve plant cell wall integrity and strength during leaf, root and fruit development."

....

DIARY DATES

2020

October/ November

Awards Judging

November

Possible Early Summer
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February 19

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