

Spring 2024 | RRP \$20.00

N&G NEWS

NURSERY & GARDEN INDUSTRY NSW & ACT

**STAND OUT
FROM LARGE
RETAILERS**

'Ramm Botanicals'
*pictured on cover Has bred
the perfect plants for
spring blooming!*

Including a
how-to poster
on treating
snake bites



**Nursery & Garden Industry
NSW & ACT**

SPRING LAWN CARE | CASH FLOW MANAGEMENT | TESTING FOR PHYTOPHTHORA | INTERNAL AUDITS | EMAIL MARKETING



Nursery & Garden Industry
NSW & ACT

NGINA Insurance

Exclusive to Members

Business Insurance
Personal Insurance
Claims Advice
Risk Management
Renewal Reviews
Quotations

Contact us today



02 9929 3637



ngina@lederman.com.au



Lederman
Insurance Brokers



IN THIS ISSUE

4

JOBS BOARD &
CALENDAR

6

EXECUTIVE
SUMMARY

8

ASK AN EXPERT

10

MEMBER VISITS

16

WHY EVERY
BUSINESS
SHOULD
CONDUCT
INTERNAL AUDITS

18

SPRING LAWN
CARE IN
AUSTRALIA

21

A GUIDE TO
SPRING
IMPATIENS

22

STAND OUT FROM
LARGE RETAILERS

24

THE POWER OF
EMAIL
MARKETING

26

HOW TO TREAD A
SNAKE BITE

28

CASH FLOW
MANAGEMENT
AND COST-
SAVING
STRATEGIES

30

INDUSTRY
AWARDS AND
GALA NIGHT

32

GIA - THE PATH
TO
SUSTAINABILITY

34

BECOME A
MEMBER

37

INDUSTRY
EVENTS

42

NEW MEMBERS
AND PARTNERS

49

INDUSTRY
PUZZLES

50

FROM PLANT TO
PLATE

Publisher: Nursery & Garden Industry NSW & ACT

President: David Jakobs

CEO: Anita Campbell

Editor: Leisha Jordan

Guest Contributors: Anita Campbell, David Jakobs, Leisha Jordan, Tara Preston, Melissa Meadows, Business Australia, Matthew Laurence - Plant Clinic, Ball Australia, Greenlife Industry Australia, Macquarie University, Steve Rixon, Lederman Insurance Brokers, Evergreen Connect, Vegepod, Indoor Plant Solutions, Learning Sphere RTO 91718, Syngenta Ornamentals.

Address: PO BOX 345, Kenthurst, NSW 2156

t: 02 9679 1472 | **e:** info@ngina.com.au

w: ngina.com.au

Design: Leisha Jordan

Printing: Fishprint, 447 Nepean Highway, Brighton East, VIC 3187. **t:** 03 9596 4807 | **w:** fishprint.com.au



N&G News is published by the Nursery & Garden Industry NSW & ACT (NGINA). The opinions expressed in this publication are those of the authors. They do not purport to reflect the opinions or views of NGINA or its members. Every effort is made to ensure the accuracy and fairness of content, however NGINA and its team accept no liability for material supplied or information published. In addition, NGINA accepts no responsibility for the content of advertisements - all advertisements are accepted in good faith and liability lies with the advertiser.

Follow Us



NurseryGarden
IndustryNSWACT



ngina_nswandact



Nursery &
Garden Industry
NSW & ACT

ENVIRONMENTALLY
FRIENDLY PRINTING



Nursery & Garden Industry

Jobs board

See more jobs and apply here



BOTANIC
GARDENS
OF SYDNEY

Industry Jobs:

Senior Horticulturist Nursery
The Botanic Garden Mount Annan
Mount Annan, NSW 2657

Advertising a job is
free for members!



flowerpower

Plant Pickers

Industry Jobs:

Flower Power
Multiple Flower Power
Locations Across NSW

Cabbage Tree
Nursery

Industry Jobs:

Nursery Hand / Team leader
Cabbage Tree Nursery
Dural, Sydney, NSW

**Vanderley
Nursery**

Industry Jobs:

**General Production
and Nursery Hand**
Vanderley Nursery
Sanctuary, NSW 2446



Country Elegance Gardens & Gifts

Industry Jobs:

**Outdoor Plant Specialist Nursery
Hand / Indoor Plant & Gifts Specialist**
Country Elegance Gardens & Gifts
Dungog, NSW 2420

SCAN HERE



Annual Member Survey! Got a few minutes to help us grow?

We're excited to launch our 2024 Annual Member Survey, and we'd love your input! Your feedback on what's working and what needs improvement will guide us in enhancing NGINA's member services. Plus, everyone who completes the survey will be entered for a chance to win a \$100 Visa gift card.

Prefer to stay anonymous? No problem! Just give our office a call with your details separately, and you'll still be in the draw.

The survey is quick and easy, and your voice truly matters. Let's make our association the best it can be—together!

Survey closes at 5:00 pm on Friday, 13 September 2024.

2024 Events & Training

CALENDAR



January

Wednesday 17 | Sydney Trade Day

Friday 26 | Pulling Back The Shade Cloth

February

Thursday 1 | Board Meeting

Friday 9 | Northern Rivers Event

Wednesday 21 | Sydney Trade Day

Wednesday 28 | Online Member Forum

Thursday 29 | Social Media & Marketing

March

Friday 8 | Intl Women's Day High Tea

Tuesday 12 | Northern Rivers Trade Day

Thursday 29 | Central Coast Event

Wednesday 20 | Sydney Trade Day

April

Thursday 4 | NextGen Event

Thursday 9 | ChemCert AQFIII, Sydney

Wednesday 10 | Sydney Trade Day

Thursday 11 | First Aid & CPR, Sydney

Wednesday 24 | ACT Event

Wednesday 24 | Online Member Forum

Friday 26 | Pulling Back The Shade Cloth

May

Thursday 2 | Pioneers Lunch

Wednesday 8 | Sydney Trade Day

Thurs-Fri 16-17 | AQF4, Sydney

Wednesday 22 | Online Member Forum

Thursday 22 | Mid North Coast Event

Thursday 30 | Board Meeting

Thurs-Fri 30-31 | AQF4, Regional (TBC)

Friday 31 | Pulling Back The Shade Cloth

June

Thursday 13 | First Aid & CPR, Sydney

Wednesday 19 | Sydney Trade Day

Wednesday 26 | Online Member Forum

Thursday 27 | First Aid & CPR, Regional (TBC)

July

Wednesday 17 | Sydney Trade Day

Thursday 18 | Board Meeting

Wednesday 24 | Online Member Forum

Friday 26 | Northern Rivers Christmas in July Golf Day

August

Wednesday 21 | Sydney Trade Day

Wednesday 21 | AQF3, Port Macquarie

Thursday 22 | AQF3, Sydney

Monday 26 | Board Meeting

Tuesday 27 | Port Macquarie Trade Day

Wednesday 28 | Online Member Forum

Wednesday 28 | AQF3, Sydney

Friday 30 | Pulling Back The Shade Cloth

September

Tuesday 10 | Northern Rivers Trade Day

Thursday 12 | Board Meeting

Wednesday 18 | Sydney Trade Day

Wednesday 25 | Online Member Forum

Friday 27 | Pulling Back The Shade Cloth

October

Thursday 10 | Board Meeting

Wednesday 16 | Sydney Trade Day

Wednesday 23 | Online Member Forum

Tuesday 24 | NextGen Event

Friday 25 | Pulling Back The Shade Cloth

November

Wednesday 20 | Sydney Trade Day & AGM

Wednesday 27 | Online Member Forum

Friday 22 | Industry Awards & Gala Night

Thursday 28 | Retail Sales Master Class

Friday 29 | Pulling Back The Shade Cloth

December

Friday 6 | Central Coast Christmas Party

Wednesday 11 | Sydney Trade Day

Thursday 12 | Board Meeting

Friday 13 | Sydney Group Christmas Party

PLEASE NOTE: The dates provided for the year are approximate and may be subject to adjustments. Training dates are flexible based on expressions of interest and participant numbers. Feel free to reach out to us for more information!

Executive Summary

The word on the street is that winter has been particularly challenging this year for many of our members. As well as above-average rainfall for NSW, the cost-of-living pressures have weighed on household spending and slowed growth in the NSW & ACT domestic economy. Our retail members have reported a general reduction in foot traffic along with a decline in average spend per customer.

The initial driver of these pressures was high inflation. In particular, growth in the prices of essential goods and services has continued to outstrip price growth for discretionary items. Within essentials, insurance and financial services, housing, education and health saw the highest price growth through the year which has no doubt constrained households' purchasing power, particularly for discretionary items.

The economics of the nursery and garden industry in Australia is not just shaped by economic conditions. Thankfully consumer trends, technology and the commercial market also have a huge impact on the outlook for the sector:

CONSUMER TRENDS

- **Growing Interest in Sustainability:** Consumers want to contribute to environmental sustainability, reflecting a growing awareness of the impact of their actions on the planet. Nurseries should promote eco-friendly products and sustainable practices, encourage water conservation and offer educational resources. Consumers are increasingly mindful of their food miles, leading many to prefer locally-sourced produce, especially fruits and vegetables. This shift in preference is likely to benefit numerous members of our retail community.
- **Urban Gardening:** With more Australians living in urban areas, there's a growing trend towards balcony and small-space gardening. This is driving demand for compact and versatile gardening products.

TECHNOLOGICAL ADVANCES

- **E-commerce Growth:** The rise of online shopping has impacted many retail sectors, including gardening. Nurseries and garden centres are increasingly investing in e-commerce platforms to reach a broader audience and provide convenience for consumers.
- **Smart Gardening:** Technology-driven gardening solutions, such as smart irrigation systems and plant monitoring devices, are gaining popularity. These innovations are appealing to tech-savvy gardeners and can create new market opportunities.

COMMERCIAL TRENDS

- Recent consumer demand has been softer than anticipated; however, the government and larger civil works sectors have remained relatively robust. Many of our larger landscape-oriented members have continued to experience reasonable forward orders linked to infrastructure works.

Overall, while there are economic challenges, the nursery and garden sector in Australia is also experiencing growth driven by consumer trends, technological advances and commercial trends. Adapting to these trends and leveraging technological advancements will be key to thriving in this evolving market.

And of course, we are heading into spring, so we encourage you all to get prepared for what is the busiest time of year for most of our members.

Production nurseries should inspect and clean facilities, check inventory and supplies, train staff and adjust scheduling, and plan and implement marketing strategies to promote your plants for the spring season.

Getting a garden centre ready for spring is a great opportunity to refresh the space and make it inviting for the new season. Garden Centres could declutter and clean, add seasonal décor, freshen up textiles, conduct a safety check and recruit and train additional staff.

DIAMOND

GOLD

SILVER

BRONZE





We know that many members increase their staff headcount during spring to assist with the extra workload. Finding good quality staff can be hard and NGINA is here to help.

NGINA is working with the Learning Sphere, our newest Gold Partner, on a scheme to find jobs in the nursery industry for previously unemployed people. Participants will attend 3 days of training in WHS, manual handling and potting up plants before meeting with some prospective employers. We have also circulated information about offering internships and employment to students who are currently studying agriculture at Western Sydney University. Wollongbar TAFE will also start teaching Nursery Operations in the new year and we have been supporting them with their upcoming open day.

We have also snuck in some training before the spring onslaught. We have recently run first aid in Port Macquarie and chemical training in the Northern Rivers, Southern Highlands, Sydney and Port Macquarie. We will offer the sales masterclass in November as well as a range of short courses through the agskilled program in the new year.

We hosted around 40 people at a Next Gen Trivia night in July and it was wonderful to catch up with so many members at the IGC Conference in Sydney. A huge congratulations to Evan Mueller and his team for running such a successful event.

We have continued to see a good number of buyers attending our winter Sydney Trade Days. To support our industry during this challenging period, we are trialling six months of free entry for buyers, offering free breakfast for members, and have not increased permanent stand fees. In July we welcomed 50% more buyers compared to the same time last year. However, 40% fewer stand holders participated, which was disappointing for those who attended. We need continuity and support from our Trade Day community. We are looking forward to huge Sydney Trade Days over the spring months and can't wait to attend the Port Macquarie and Northern Rivers Trade Days.

We also encourage all of our members to consider entering our industry awards. Entering awards can be highly beneficial for a business, providing a range of advantages such as increased visibility and credibility, a competitive edge, improved employee morale and recognition, networking opportunities, business improvement as well as marketing and promotion opportunities. By entering awards, you can leverage these benefits to enhance your market position,

recognise and motivate your team, and drive overall growth and success.

Awards will be bestowed in the following categories:

- Best Large Retail Nursery
- Best Small Retail Nursery
- Best Large Production Nursery
- Best Small Production Nursery
- Best Allied Supplier
- Employer of the Year
- Best Trade Day Stand
- NextGenner of the Year
- Apprentice of the Year
- People's Choice Award

Winners will be announced at our Industry Gala Dinner on 22 November to be hosted by Costa Georgiadis.

We continue to support GIA in their lobbying linked to the mandated conduct for all large corporate retailers that sell greenlife products. Dr Emerson's final report into the Food and Grocery Code acknowledges the issues growers can have with the big box retailers but does not propose bringing them into the Code. Instead, it makes the following recommendation:

The Review considers that more work is needed to better understand the market failure that might exist in relation to the issues raised by stakeholders, and the best regulatory instruments that could be used to address any identified market failure. This work is beyond the scope of the Food and Grocery Code Review since the relationships described do not directly include supermarkets. However, the Review considers that as a starting point, Greenlife Industry Australia and Bunnings might agree to work together to develop a document, drawing upon relevant provisions in the Code, setting out expectations relating to the supply of nursery plants. Progress in the relationship could be reviewed in 2 years' time.

GIA will start the process of developing a Nursery Code of Conduct. NGINA will support them in this work, and we will report on progress and seek appropriate industry consultation.

Thank you to all our members who engage in our many activities, and as always, we ask that you reach out if there is anything we can help you with.



David Jakobs
PRESIDENT



Anita Campbell
CEO

ASK AN

Recently an apprentice asked how to test for Phytophthora. We asked Dr Matthew Laurence who is the Plant Clinic Manager at the Botanic Gardens to explain current and future testing techniques.

What do the Irish Potato Famine and dieback in our gardens, urban forests, and natural ecosystems have in common? The answer is the microorganism *Phytophthora*! The name "*Phytophthora*" is derived from Greek, meaning "Plant Destroyer," and this tiny yet devastating plant pathogen causes root rot, leading to symptoms that mimic water stress and nutrient deficiencies. This root loss can cause plant dieback and eventually lead to death, especially in water-stressed environments.

Although *Phytophthora* resembles a fungus, it is more closely related to brown algae, making traditional fungicides ineffective. This genus of pathogen has an extremely broad host range and thrives in aquatic or waterlogged environments, where free water is essential for its dispersal and lifecycle. When conditions dry out, the pathogen produces thick-walled survival spores that can remain dormant in the soil for years, making it impossible to eradicate once established in a site.

The broad host range of *Phytophthora* can alter entire plant communities, triggering a ripple effect that impacts the flora, fauna, birds, and insects that rely on healthy vegetation. Unfortunately, it's becoming clear that urban forests serve as reservoirs of *Phytophthora* diversity, acting as "bridgeheads" for the introduction of these pathogens into natural ecosystems. The presence of *Phytophthora* in urban forests is linked to human activity, with the live plant trade being the primary pathway for its spread. The Botanic Gardens recently conducted a survey on the incidence and diversity of *Phytophthora* in amenity tree nursery stock earmarked for urban greening programs and found an overall positive rate of 22.6%, with individual nurseries ranging from 2.5% to 32% incidence (Laurence et al 2024).

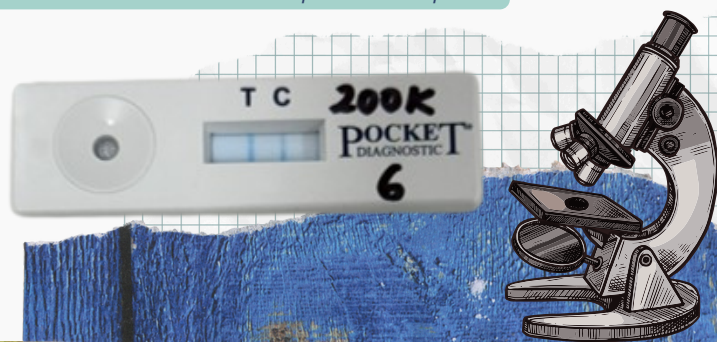
In nurseries, the main sources of *Phytophthora* are inefficient hygiene practices, such as reusing non-sanitised growing containers, recycling irrigation water, and introducing infested planting and propagating materials. Since *Phytophthora* is invisible to the naked eye and root rot may not cause above-ground symptoms in optimal growing environments, infestations can often go unnoticed and can easily spread. Therefore, testing is the only reliable way to detect and manage *Phytophthora*.

There has been extensive research on testing methods resulting in a variety of available techniques. Due to its microscopic size and patchy distribution within a water body or soil column, detection of *Phytophthora* involves two main stages: capture/concentration and detection/identification.

Capture methods range from baiting the zoospores, which swim toward chemical attractants, to filtering water through membranes that capture the zoospores. However, since zoospores are only 5µm in size, filter blockage is a significant challenge, especially when filtering large volumes of water.

Once the pathogen has been captured there are also numerous detection methods, varying in cost and complexity, including traditional agar plating with morphological identification, DNA PCR/qPCR, Rapid Antigen Tests, Next-Generation Sequencing, and even scent dogs! Each method has its pros and cons, but the biggest challenges are time and cost per plant.

*A zoospore is a type of spore that is capable of movement, typically using flagella, which are whip-like structures that propel the spore through water or moist environments. Zoospores are asexual reproductive cells that play a crucial role in the life cycle of these organisms, allowing them to spread and colonise new areas, particularly in aquatic or damp conditions. In plant pathology, zoospores are particularly significant because they are involved in the dissemination of waterborne plant pathogens, such as those in the genus *Phytophthora*, which can cause diseases in crops and other plants.*



EXPERT

The PlantClinic at the Botanic Gardens of Sydney has been working on an automated, field-deployable batch leachate method to reduce testing costs and address these challenges. This method can be applied to plants, bulk soil, and quarry products. It uses an irrigation computer to deliver a precise amount of water, as determined by Swiecki et al. in California, to trigger the release of zoospores. The zoospores flow with the leachate and are concentrated near agar baits that contain chemicals known to attract zoospores. The infected baits are then tested for Phytophthora using a Rapid Antigen Test, similar to the tests used for COVID-19. This system is currently being validated, but early results suggest that the method is highly sensitive and capable of detecting Phytophthora in a batch of plants to a dilution of 1:4 million (equivalent to one millet seed in 20kg of soil!).

Our aim with this system is to reduce the incidence of Phytophthora to zero, especially in ecologically sensitive restoration nurseries. We know this is possible as the USA based Nursery Phytophthora Best Management Practices (NPMPs) were highly effective, with no Phytophthora detected in compliant nurseries over four years of testing (Swiecki et al., 2021). This US case study demonstrated that Phytophthora can be kept at a low incidence through strict practices, and similar approaches should be considered for nursery accreditation programs in Australia.



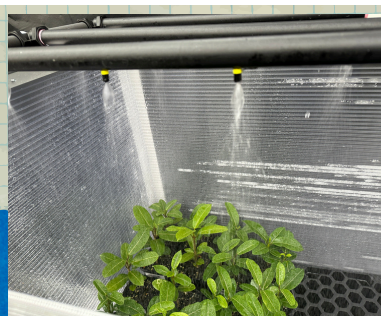
Bunya National Park, QLD 2022



Photo: Stuart Johnson QPWS



Photo: Louise Shuey, DAF, QLD Government





MEMBER
SERVICES
MANAGER

NGINA

MEMBER

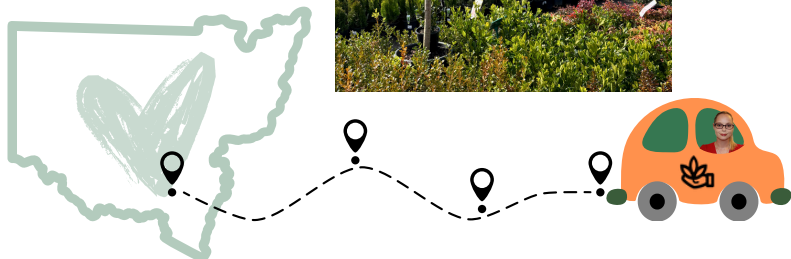
SITE

VISITS

WITH TARA



TOGETHER WE GROW! →



Tara, our dedicated Members Services Manager, is your go-to resource for offering both technical and business assistance to the NGINA's wide-ranging membership base. Tara is your ultimate problem solver – just pose your query, and she will deliver the solution you need! Beyond that, the Membership Services role plays a vital role in facilitating new connections and strengthening existing industry bonds among our members. Tara thoroughly enjoys engaging with staff on a diverse range of topics during these visits, fostering valuable discussions including:

- Training courses (chemical, forklift, first aid, social media, retail sales, leadership and truck driving)
- e-News, N&G News Magazine and member blogs
- Business HR Advice Line
- Free recruitment job advertising on NGINA's website, social media and LinkedIn
- Sydney, Northern Rivers and Port Macquarie Trade Days
- Apprenticeships
- Biosecurity, plant hygiene, weed and pest and disease management
- Staff management and retention and HR
- Social media, content creation, photo editing and customer emails
- Networking and learning events at regional group meetings including NextGen, Central Coast/Hunter, Northern Rivers, Mid North Coast and Sydney.



MEMBER VISITS



Cabbage Tree Nursery

For over 40 years, Jon and the team at Cabbage Tree Nursery has been the go-to for high-quality plants, supplying the landscape and development trade. From natives and exotics to rainforest plants and succulents, they've got it all! Their range includes many unique plants like Justicia, Strobilanthes gossypinus, Aechmea, Beleperone, Costus, Crucifix, Muehlenbeckia, and a huge range of Salvias. In partnership with Ozbreed, they've introduced game-changers like Lomandra Shara, Trachelospermum Flat Mat, Viburnum Dence Fence, and Quick Fence. Plus, they offer contract growing and can source plants for your landscape project Australia-wide.



Parklea Pots and Plants

Located inside the bustling Parklea Markets, Parklea Pots and Plants is a long-established, family-run retail nursery that has been serving the community for over 25 years. Find them between entry 5 & 6, both inside and outside the market. Linda, Michael and the rest of their expert staff are always ready to assist with all your gardening needs. They are open seven days a week from 9 am to 5 pm, and offer convenient delivery services across a wide area.



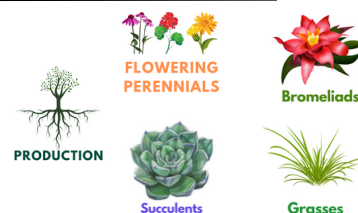
A Greener View Gardens

Justin and his team can help transform your outdoor space with his holistic approach to garden maintenance. Their expert horticulturists provide comprehensive services, including pruning, pest control, fertilising, and irrigation ensuring your garden thrives year-round. Get tailored advice with their professional on-site analysis, offering insights on plant health, placement, and maintenance. They also offer custom landscape design and installation services. Whether a simple refresh or a complete overhaul, they create beautiful landscapes that enhance your property. With 15+ years of experience, they are your trusted partner for residential, commercial, and strata projects.



Glenfield Wholesale Nursery

Founded in 1979 by Mal and Jan Morgan, Glenfield Wholesale Nursery has grown significantly under the expertise of Mal Morgan, John Oates, and Graham Brown, who collectively have 150 years of breeding experience. The nursery now offers over 500 varieties of plants, with a particular focus on breeding new succulents. The company specialises in the wholesale distribution of nursery and florist stock. Their comprehensive range of branded products includes groundcovers, succulents, grasses, perennials, flowering lines, and flowering baskets.



NuFlora International

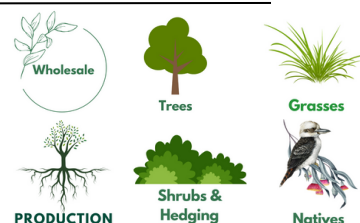
In 2000, Mal Morgan established NuFlora International in conjunction with the University of Sydney and Graham Brown. NuFlora International is a leader in ornamental horticultural plant breeding, known for combining traditional techniques with advanced breeding technologies. They focus on developing resilient plants that require less water, fewer chemicals, and have higher disease resistance. NuFlora has introduced numerous innovative crops, including Argyranthemum, Delosperma, Lavenders, Mandevillea, Double Gazania, Abutilon, Dianella and Westringia, and reinvests 75% of their royalty revenues into research and development to continuously advance their breeding technology.

They maintain strong international partnerships to maximise the commercial potential of their products. NuFlora International specialises in developing and commercialising ornamental plant cultivars for domestic and international markets. They work predominantly with vegetative annuals, perennials, dwarf shrubs and potted vegetables.



Andreseans Green

Andreseans Green, a family-owned Australian business, has been a leader in the nursery industry for over 40 years, providing high-quality plants to commercial and residential landscape sectors, including local councils. With four advanced growing sites, they lead in sustainable horticulture. Their sales team offers quotes for landscape projects within one business day and can pre-grow large quantities for bigger projects. Their Kemps Creek Trademart offers a wide range of landscape plants, including exotics and natives, as well as mulch, mix, and fertiliser.



Mojay Pots

Mojay Pots is a leading supplier of high-quality pots and planters for gardens and interiors with over 40 years of experience. Daniel, Amanda and the rest of the Mojay Pots team offer an incredible range of stylish and durable pots that add a touch of elegance to any space. From contemporary designs to classic styles, there's something to suit every garden and home decor. With their cutting-edge Augmented Reality (AR) feature, Mojay Pots offers the ultimate "try before you buy" experience. This allows retail nursery customers to visualise pots in their own home and office spaces, ensuring the perfect fit in style, colour, and size for any project.





Trusted Partners in Horticulture
GARDEN CITY PLASTICS
New Product

Introducing our New Anti-Spiral Range



Root Protection & Health

Prevents root circling and promotes a fibrous root system through aerial root pruning



Versatile Use

Ideal for starting plants and growing orchids



Eco-Friendly & Local

Made from recycled materials, 100% recyclable, and manufactured in Australia



Product Code	Size (Ømm)	Capacity (L)	Tray Compatibility
P143SP	143	1.6	TRSH140
P190SP	190	3	TRSH180
P300SP	300	10	WRF300SPACE15
P420SP	420	28	WRF400SPACE6



To order online,
scan the QR CODE
or reach out to any of the
GCP team to get started.



Available from all GCP offices nationwide, enquire now!



gardencityplastics.com



1300 695 098



sales@gardencityplastics.com

MEMBER VISITS!



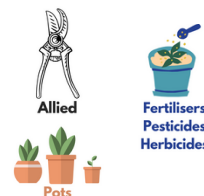
Leppington Speedy Seedlings

Leppington Speedy Seedlings and Supplies is a family owned and operated seedling growing business located in Southwest Sydney. The business began growing seedlings in the mid-70s and they now produce almost 300 million fruit and vegetable seedlings annually, which are for sale to commercial growers. It supplies major national supermarkets like Coles and Woolworths, as well as independent greengrocers, food processors, local markets and for export overseas.



Garden City Plastics

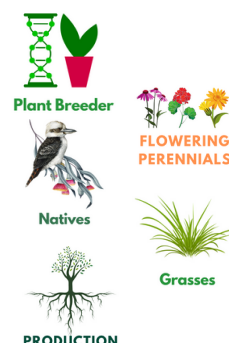
Garden City Plastics is a leading manufacturer and distributor of horticulture supplies in Australia and New Zealand, offering a wide range of products including pots, containers, plant health solutions, and substrates. Established in 1975, they are known for their reliable and sustainable practices, including a circular recycling program for PP5 plastics. They provide custom plastic moulding services and agronomic support, leveraging advanced technology and a strong distribution network to meet the needs of the green life industry.



Ramm Botanicals

Ramm Botanicals, a pioneer in plant breeding and horticultural innovation, is based in on the Central Coast of NSW and is renowned for its exceptional range of Australian native plants and ornamental varieties. Ramm Botanicals has over 30 years of experience and is dedicated to the research and development of new plant varieties that thrive in diverse climates. Owner Ryan and his teams commitment to sustainable horticultural practices ensures their plants are not only beautiful but also resilient and environmentally friendly.

Their product lines include the amazing colour range in their Bush Gem, Tall n Tough and Kings Park Kangaroo Paw Collections, Bushel 'n Berry and other varieties of blueberries, their perennial range bred by NuFlora International including Aloha Mandevilla and Federation Daisies, Ozbreed grasses including Dianella 'Tasred' and Lomandra 'Shara' and ground covers favourites such as Casuarina 'Cousin It' and Goodenia 'Gold Cluster'.



Sprint Horticulture

Sprint Horticulture, founded by Craig Bryson in 2001, is a family-owned business on the Central Coast of NSW. They specialise in distributing ornamental young plants across Australia, partnering with global plant breeders to bring innovative products to market. With over 20 years of experience, their climate-controlled greenhouses and dedicated team ensure the highest quality plants year-round.

Their range includes Agastache 'Morello' & 'Poquito', Leucanthemum 'Double Angel' & 'Sweet Daisy Christine', Fuchsia 'Electric Lights', Alstroemeria Little Miss, Calla Unforgettable, Hibiscus Flamenco, Tea Time Hydrangeas, Sempervivum Chick Charms, Mangrove, Begonia Inner Beauty, Alocasias, Fittonia, Homalomena, Monstera, Zamioculcas 'Jungle Warrior', Cordyline 'Electric Pink', Dianella, Podocarpus 'Mood Ring' and Viburnum 'Coppertop'.



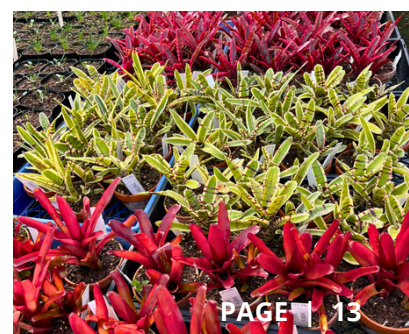
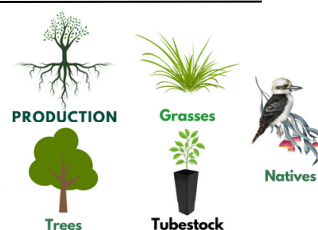
Sydney Plant Market

Sydney Plant Market is a leading retail destination for plant enthusiasts in Sydney, offering an extensive selection of high-quality plants, including indoor and outdoor varieties, herbs, succulents, and more. Located conveniently in Annangrove, the market provides a one-stop shop for gardeners, landscapers, and hobbyists. Beyond plants, they offer a wide range of gardening supplies, pots, and decor to help customers create the perfect garden space. With a strong commitment to customer service, Sydney Plant Market ensures a friendly, knowledgeable shopping experience, making it a favourite among locals and visitors alike.



Undercover Nursery

Undercover Nursery is a commercial wholesale nursery specialising in native Cumberland Plain species, focusing on provenance seed collection and propagation. They support environmental projects by providing native stock for revegetation, particularly in riparian and wetland zones. Their services include contract growing to ensure future stock availability, ecological restoration, and vegetation management, offering a cost-effective and sustainable planting solution tailored to the Sydney Basin area.

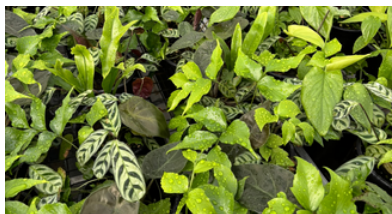


MEMBER VISITS!



Mother Earth Nursery

Mother Earth Nursery, with locations in Kenthurst and Cranebrook in Sydney and Point Clare on the Central Coast, is a well-established, family-owned garden centre dedicated to providing top-quality plants and expert gardening advice. Renowned for their wide selection of plants, including natives, exotics, and indoor and hard to find varieties, they also offer a comprehensive range of garden supplies, pots, and garden décor. Their knowledgeable team is passionate about helping customers create beautiful and sustainable gardens, whether they are novice gardeners or experienced horticulturists. Mother Earth Nursery also prides itself on fostering a welcoming and inspiring environment, making it a go-to destination for all gardening enthusiasts. Mark and the team at their Kenthurst location has just opened a cafe so make sure you stop by they have excellent coffee and food.



WAITING ON A VISIT? WE
WOULD LOVE TO COME
AROUND. EMAIL US!
TARA.PRESTON@NGINA.COM.AU



Tables and benches, tiered and circular displays **plus** much more!

Make sure you're ready for
the **Spring stampede!**

With the busiest time of the year
fast approaching, it's time to prepare...
Do your garden displays look good?
Can they handle the Spring traffic?
If not, then call Detail Retail today!

Talk to us about our cost
effective modular garden
display solutions.

Detail

03 9555 3351
detailretail.com.au/shop/plant-stands





FOR SALE

ALDERWOOD NURSERY
GLENQUARRY | SOUTHERN
HIGHLANDS NSW

FOR SALE **\$3,950,000**

TYPE WHOLESALE PRODUCTION NURSERY

SIZE 2 HECTARES | 5 ACRES

DiJONES



PROPERTY OVERVIEW

Alderwood Nursery Glenquarry | Southern Highlands NSW is a wholesale production nursery specialising in cool climate perennials, shrubs and trees. Stock is grown to a retail level of presentation with a proud reputation as a supplier of good quality and well established plants.

This opportunity involves acquiring a coveted idyllic country retreat, complete with a main residence and guest cottage, currently run as a successful Airbnb.



6

Bedrooms



4

Bathrooms



1

Bore & Large Dam



4

4 Bay Shed



5

Garage Space



4

65,000Ltr Water Tanks

TO ORGANISE A PRIVATE INSPECTION

CONTACT US



KATE MCCULLAGH
0411 411 244



BRADLEY COCKS
0432 300 193



ANA CALVERT
0458 628 948



Why Every Business Should Conduct an Internal Audit

The NGINA's Audit and Risk Committee recently completed its second internal audit of NGINA.

Why should your business do one?

WHAT IS AN INTERNAL AUDIT?

An internal audit is a systematic, independent evaluation of a company's operations, processes, and controls. The goal is to ensure that the organisation's risk management, governance, and internal control processes are functioning effectively and efficiently. The word 'audit' is derived from the Latin term 'audire', meaning 'to hear'. The role of the auditors is therefore to listen and then help identify areas where improvements are needed and provide recommendations for enhancing the overall performance and compliance of the organisation.

By Anita Campbell

01. Risk Management:

Internal audits help identify and assess risks that could impact the organisation's objectives. By evaluating risk management practices, they ensure that risks are properly identified and mitigated.

02. Compliance:

They ensure that the organisation adheres to laws, regulations, and internal policies. This can help prevent legal issues and penalties associated with non-compliance.

03. Operational Efficiency:

Internal audits review processes and systems to identify inefficiencies or redundancies. Recommendations can lead to streamlined operations and cost savings.

04. Financial Accuracy:

They help ensure that financial statements are accurate and that financial reporting processes are reliable. This can prevent fraud and errors in financial reporting.

05. Internal Controls:

Audits evaluate the effectiveness of internal controls and recommend improvements to safeguard assets, prevent fraud, and ensure the accuracy of financial information.

06. Governance:

They provide an independent assessment of governance practices and help ensure that management is effectively addressing key issues and strategic goals.

07. Continuous Improvement:

Regular internal audits promote a culture of continuous improvement by encouraging the organisation to assess its processes and adapt to changing conditions.

08. Accountability:

They provide assurance to stakeholders (e.g. board of directors, members and staff) that the organisation is being managed effectively and that resources are being used appropriately.

02. Fraud Prevention and Detection:

By examining financial transactions and processes, internal audits can help detect and prevent fraudulent activities before they escalate.



NGINA'S INTERNAL AUDIT

NGINA's Audit and Risk Committee is Chaired by John Walsh (NGINA Director and Country Manager, Australia and New Zealand at ICL). Anna Hulme (Chief Financial Officer at Grange Growing Solutions) and Julie Wokes (Chief Executive at Paterson Fern Nursery) sit on the committee with John. NGINA is incredibly grateful that they spent 2 days conducting an internal audit of the association.

Firstly, all NGINA staff were asked to contribute to a risk matrix of the association. 19 different risks were identified and for each one a risk priority rating was assigned, there was discussion about how the risk is currently being mitigated and recommendations made for further actions.

For example: there is a risk that the office may become unusable due to a fire. The potential implications might be that staff lose access to key documents and infrastructure and the office would cease to run smoothly. While not considered very likely to happen the risk is mitigated by insurance and having documents and files stored on the cloud and backed up. A further recommendation might be to conduct an insurance audit to determine the association has adequate coverage.

The auditors then interviewed the NGINA staff members and examined all the internal policies and procedures of the office. The committee presented their draft report to the Board of Directors which contained 14 recommendations around human resources, internal policies, grievances, the Delegation of Authority, asset register, IT, banking and our regional groups.

We are incredibly grateful for John, Anna and Julia's time and consideration.

In essence, internal audits are a crucial component of a robust corporate governance framework. They help businesses operate more effectively, comply with regulations, and achieve their strategic objectives. All businesses, no matter their size, should conduct regular internal audits.

Hot House for Lease

Located in Peats Ridge, NSW, this automated greenhouse has 2,800 m2 of production floor with roller benches, a separate office controller room, and semi-trailer access.

The price will be made available to those who apply.

Email enquiries to admin@luhrmann.com.au



Whisper Ridge, 71 Brieses Road,
Peats Ridge, NSW 2250. Phone: +61 2 9484 5700

SPRING LAWN CARE IN AUSTRALIA:

A COMPREHENSIVE GUIDE FOR GARDEN MAINTENANCE PROFESSIONALS AND RETAIL NURSERIES

Written By: Tara Preston

As spring unfolds across Australia,

Garden maintenance professionals and retail nurseries find themselves at the threshold of one of the most critical times for lawn care. The season heralds a period of rejuvenation, offering a prime opportunity to ensure lawns are healthy, vibrant, and well-prepared for the summer months. This guide is tailored to help you become a lawn care expert, sell more lawn care products, and offer exceptional lawn care services to homeowners.

● Assessment and Preparation

Soil Testing and pH Adjustment

Conduct a soil test to determine pH and nutrient levels; adjust with lime or sulphur as necessary to achieve an ideal pH of 6.0-7.0. This promotes lush, green lawns that are more resistant to pests and diseases.

Aeration

Aerate compacted soil using manual methods or mechanical aerators to reduce compaction, improve water absorption/infiltration, nutrient availability and uptake, break down thatch and promote deeper root growth and increased soil microbe activity for a robust lawn.

Debris Removal

Remove winter debris like leaves, twigs, and dead grass to reduce the risk of disease and pest infestations including brown patch, dollar spot and army worm, ensuring improved airflow, reduced damp conditions and enhanced sunlight penetration allowing for unobstructed growth for new grass.



● Feeding and Fertilising

Choosing the Right Fertiliser

Feeding lawns with a balanced, slow-release fertiliser is essential for maintaining healthy, lush grass. The primary nutrients needed are nitrogen (N), phosphorus (P), and potassium (K), often referred to as NPK. Nitrogen promotes vigorous growth and a rich green colour, phosphorus supports strong root development, and potassium enhances overall resilience to stress, disease, and drought.

Application Timing

Apply fertiliser early in spring when grass grows actively, and follow up in late spring for sustained nourishment, ensuring continuous growth and health throughout the season.

Organic Options

Use organic alternatives like compost or well-rotted manure to improve soil structure and microbial activity, supporting long-term soil health.



● Watering Practices

Irrigation Systems

Check and repair irrigation systems to ensure even water distribution. Use drip irrigation, low flow sprinkler heads or soaker hoses and consider installing tap timers and smart irrigation controllers to conserve water while maintaining soil moisture, saving time, water and money.

Schedule

Water early in the morning while it is cooler to minimise evaporation and maximise absorption, promoting deep root growth and reducing water loss/use.

● Mowing and Edging

Mower Maintenance

Service lawn mowers regularly, ensuring sharp blades to avoid tearing grass. Torn grass leaves create larger wounds that are more susceptible to disease infection and give the lawn a ragged, unattractive appearance. Clean cuts help prevent pathogen entry and maintain a neat, lush look.

Mowing Height

Set mower height to 6-8 cm to promote deep root growth and shade soil to suppress weed growth, leading to healthier, more resilient grass that is more drought resistant. Mowing turf too short/scalping stresses the turf making it more susceptible to diseases, pests, and environmental stressors like heat and drought.

Mowing Frequency

Regular mowing, about once a week/fortnightly in the warmer months, maintains a neat appearance and encourages thicker growth, promoting even growth and preventing thatch build-up.

Edging

Use trimmers or edgers to define borders and prevent grass from encroaching into garden beds, giving a polished look and keeping garden beds distinct from the lawn.

● Weed and Pest Control

Weed Management

- Broadleaf lawn weeds to look out for include cats ear, bindii, white clover, dandelion, fleabane, flick weed, onion weed and creeping oxalis. Grass weeds to consider include winter grass, nutgrass, crab grass, Mullumbimby couch, Paspalum and summer grass.
- Apply pre-emergent herbicides in late winter/early spring to prevent weed germination. Use selective post-emergent herbicides for existing weeds, ensuring effective weed control for a cleaner, healthier lawn with less competition for nutrients and water.



Pest Monitoring

Regularly inspect lawns for pests like grubs and caterpillars. Use targeted insecticides to prevent lawn damage and promote healthy growth.

● Lawn Repair and Renovation

Overseeding

For couch or kikuyu lawns that have thinned over winter, you can use the related seed to fill in thin patches and thicken the lawn, leading to a more robust and attractive appearance.

Topdressing

Applying a thin layer of topsoil or compost to the lawn improves soil structure and fertility, promoting deeper root growth and healthier grass. It also helps level the lawn surface, reduces thatch build-up, and enhances the lawn's resilience to environmental stresses.

Patch Repair

Use lawn repair kits or a mix of soil and seed to fill bare patches, keeping these areas well-watered until new grass establishes, ensuring no unsightly bare spots and a uniform, attractive lawn. If it is a buffalo lawn you can get rolls of turf to do the patch repair as buffalo seed is not available to purchase.

● Sustainability Practices

Water Conservation

Promote rain water tanks, grey water use and water-wise gardening techniques to reduce water usage, lowering water bills and supporting environmental sustainability.

Integrated Pest Management (IPM)

Implement IPM practices to minimise chemical use, favouring natural predators and organic solutions, reducing chemical exposure and supporting a healthier ecosystem.

SELLING YOUR EXPERT LAWN CARE SERVICES

To effectively market lawn care services for garden maintenance businesses, focus on highlighting the comprehensive nature and benefits of your offerings. Emphasise soil pH testing as a foundational service that ensures optimal lawn health and vibrancy. Promote aeration services by explaining how they enhance deep root growth and lawn resilience. Position debris removal as an essential spring clean-up service that prepares lawns for the growing season.

Market fertilisation services by showcasing the benefits of high-quality lawn fertilisers and offer organic options for environmentally conscious clients. Highlight irrigation system maintenance or installation as a key service for ensuring well-hydrated lawns. Stress the importance of weed management and pest control in maintaining pristine, healthy lawns. Promote overseeding and topdressing as methods to achieve thick, lush lawns, and offer patch repair services to address any bare spots.

Use testimonials, before-and-after photos, and detailed service descriptions to demonstrate the effectiveness and value of your lawn care services, positioning your business as the go-to provider for comprehensive and sustainable lawn care solutions.



SELLING LAWN CARE PRODUCTS IN RETAIL NURSERIES

Encourage customers to unlock the full potential of their lawns with soil testing kits and aeration tools, which promote deep root growth and vibrant, healthy grass. Emphasise the importance of starting fresh in spring by offering debris removal tools and specially formulated lawn fertilisers to nourish the lawn. For eco-conscious customers, organic fertilisers are a great choice, providing an environmentally friendly way to enhance lawn health.

Promote efficient and hassle-free lawn maintenance with upgraded irrigation systems and watering systems and products to maintain their lawn mowers and blades to ensure a clean cut and healthier grass. Sell your customers edging tools to help them achieve perfect edges and a professional look for garden borders. Additionally, effective herbicides and weed control products can keep lawns pristine and free from weeds, while pest control products ensure grass remains healthy through regular monitoring and targeted treatments.

Help your customers boost their lawn density and appearance by offering overseeding products to fill in bare spots and topdressing materials to improve soil quality. Lawn repair kits are perfect for restoring areas with bare patches, ensuring a uniform and attractive lawn. Finally, promote water conservation products to help customers save water and money while keeping their lawns green with water-wise gardening techniques.

To sell more lawn care products in your retail nursery this Spring create eye attracting visual merchandising displays with your lawn products. Consider colour of packaging, repetition, symmetry, using products in the same category but with different heights and shapes and signage.



A Guide to Spring Impatiens

Reliable choices for a great garden favourite... take a look



Impatiens BEACON

Offers High Resistance to Impatiens Downy Mildew!

Spring into the season with NEW Beacon® impatiens for spring and summer sales. This seed grown, walleriana impatiens comes in 7 single colours and 8 mixes. They're disease-resistant for healthier gardens with vibrant, lasting colour in garden beds, containers or hanging baskets. A fast-filling, bedding Impatiens, Beacon® grows into a tidy, mounded plant 25–30cm high and wide. A branded label is available.



Impatiens DOUBLE GLIMMER

Beautiful Rose Like Blooms That Shine!

Glimmer™ is a stunning and romantic new series of double Impatiens with iridescent rose-like blooms. Another variety that has high resistance to Plasmopara destructor, the cause of Impatiens Downy Mildew. Impatiens Glimmer is bringing back Grower, Retailer and Consumer confidence with a much-loved garden favourite! All 8 colours in the Glimmer™ series are well matched for timing and habit and offer well branched, mounded and trailing plants growing to a height of 25–40 cm and spread of 25–30 cm. Glimmer™ is excellent planted in containers or hanging basket. A label for each of the 8 colours is available.



Impatiens SUNPATIENS

The Sun Lovin, Heat Lovin Impatien - Flowers That Flourish!

SunPatians® have the breeding behind them to bring garden success. The 14 single colours in the series have thick petals and tough foliage making them less prone to disease, and their strong sturdy stems tolerate high heat and humidity, rain and adverse weather conditions. Easy-to-plant, easy-to-grow SunPatians® bloom nonstop from spring to autumn. Growing to a height of 30–80 cm and spread of 30–65 cm, SunPatians® are just right for landscapes, hanging baskets and containers. A branded label is available.



why not order now...

How Local Garden Centres Can

STAND OUT FROM LARGE RETAILERS

>>> Part Two

By Tara Preston



Read Part One in the last magazine or via our Member Centre

Stand Out Method Three: Sustainability and Eco-Friendly Practices

Local garden centres have a unique advantage in promoting sustainability and eco-friendly practices, appealing to the growing number of environmentally conscious consumers. By integrating sustainable practices into their operations and product offerings, these centres can reduce their environmental footprint while inspiring and educating customers to adopt greener gardening habits.

Sustainable Sourcing: One way local garden centres can stand out is by prioritising sustainably sourced plants and products. This includes sourcing stock from local growers and suppliers reducing the carbon footprint associated with transportation. Highlighting these practices

through signage and customer communications (including on social media) reinforces the nursery's commitment to sustainability.

Sales Tip: Create Eco-Friendly Product Labels: Clearly label products as "sustainably sourced", "local" or "organic" to catch the eye of eco-conscious shoppers. Use tags, signs, and packaging that highlight these features prominently.

Eco Friendly Practices:

Additionally, implementing eco-friendly practices such as water conservation, waste reduction, and energy-efficient operations can further differentiate local garden centres. For example, installing rainwater harvesting systems for irrigation, using compostable packaging, offering plastic pot recycling and operating energy-efficient greenhouses, equipment and appliances showcases a nursery's dedication to environmental responsibility. Customers are more likely to support businesses that align with their values, making these initiatives a strong selling point.

Eco-Friendly Product Lines:

Offering a range of eco-friendly products can attract environmentally conscious customers. This includes organic fertilisers, natural pest control solutions, composting and biodegradable gardening supplies. Educating customers on the benefits and uses of these

products is essential. Workshops, demonstrations, and informative displays can help customers make informed choices that support a healthier environment.

Sales Tip: Incentivise Workshop Attendance: Offer discounts or loyalty points to customers who attend eco-friendly workshops. This not only educates but also encourages purchases.

Marketing Your Nursery's Sustainability Efforts:

Utilise social media, newsletters, and in-store signage to share success stories, sustainability milestones, and tips for eco-friendly gardening which can engage and inspire customers. Featuring testimonials of customers successfully using eco-friendly products and case studies on sustainable gardening projects can provide real-life examples of the positive impact these practices can have on the environment and will inspire others and validate the effectiveness of your sustainable offerings.

By embracing sustainability and eco-friendly practices, local garden centres can differentiate themselves from larger retailers, contribute to a healthier environment, and foster a loyal customer base. This commitment to sustainability can become a defining characteristic of the nursery, attracting customers who value and prioritise eco-conscious living.

Stand Out Method Four: Community and Customer Relationships

- **Community Involvement:** Local garden centres can strengthen their community ties and build goodwill by actively participating in and supporting local events and initiatives. Sponsoring local gardening clubs, participating in farmers' markets, and hosting community events such as produce swaps, gardening competitions, and seasonal festivals can enhance the nursery's visibility and reputation. Offer special discounts or freebies at these events to attract new customers.

Engaging with the community through social media and local media outlets can also boost the nursery's profile. Sharing gardening tips, showcasing customer gardens, and highlighting community projects

can create a sense of belonging and encourage community support.

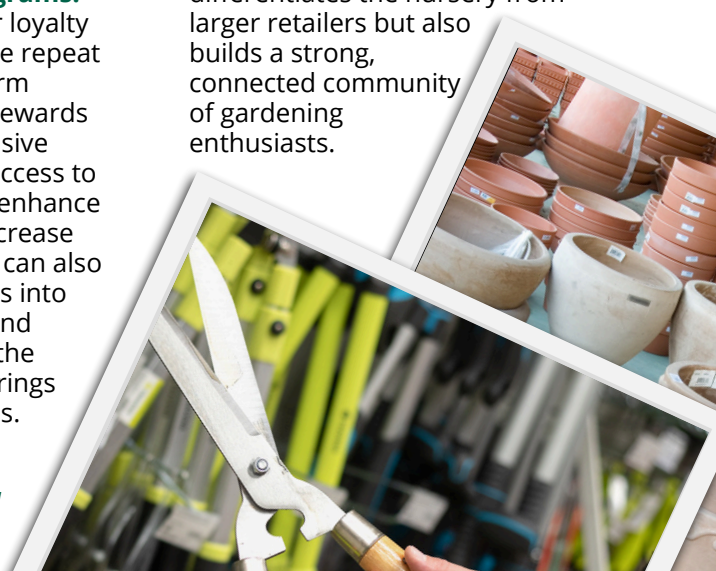
Sales Tip: *Share User-Generated Content: Encourage customers to share photos of their gardens on social media using a branded hashtag. Feature these photos on your accounts to build a sense of community.*

Customer Loyalty Programs: Implementing customer loyalty programs can incentivise repeat visits and foster long-term relationships. Offering rewards such as discounts, exclusive promotions, and early access to new plant varieties can enhance customer loyalty and increase sales. Loyalty programs can also provide valuable insights into customer preferences and buying habits, allowing the nursery to tailor its offerings and marketing strategies.

Sales Tip: *Offer Tiered Rewards - Design a tiered*

loyalty program where customers can earn more rewards the more they shop. This can motivate higher spending and frequent visits.

By focusing on community and customer relationships, local garden centres can create a welcoming, supportive environment that encourages repeat visits and fosters customer loyalty. This approach not only differentiates the nursery from larger retailers but also builds a strong, connected community of gardening enthusiasts.



Help your plants go the distance with HICURE®.
Professional plant biostimulant backed by science.



syngenta.

For more information on HICURE®, visit www.syngentaornamentals.com.au

Syngenta Australia Pty Ltd, Level 1, 2 Lyonpark Road, Macquarie Park NSW 2113. ABN 33 002 933 717.
*Registered trademark of a Syngenta Group Company. TMTrademark of a Syngenta Group Company. All products written in uppercase are registered trademarks of a Syngenta Group Company. © 2024 Syngenta. AD 24-077.

THE POWER OF EMAIL

A Communication Strategy for Horticulturists

By Leisha Jordan

NGINA Communications & Marketing Manager

Email marketing is often underrated, especially in industries like horticulture where hands-on work takes precedence over digital strategies. **Yet, email remains one of the most effective communication tools available, boasting a staggering 40% higher engagement rate compared to other channels like social media.** But how do you harness this power effectively? Let's explore why email is crucial, the best platforms to use, and some actionable tips to make your emails stand out.

FUN FACT



72% of consumers prefer receiving promotional content through email. Compared to 17% who prefer social media.

WHY EMAIL IS A GAME-CHANGER

Email marketing isn't just another way to reach your customers; it's a direct line to their inbox, where they're more likely to engage with your content. The reason email is so much more effective than social media at converting customers because emails feel more personal. It can be highly targeted and reach your audience without the distractions present on other platforms.

For horticulturists and our greenlife members, who often have limited time and resources, email offers a low-cost, high-return way to communicate with their customers, share seasonal stock lists, promote specials and new products.

DO YOU GET OUR EMAILS?

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



CHOOSING THE RIGHT PLATFORM

Sending bulk emails through Gmail or Outlook might seem convenient, but it can lead to your messages being marked as spam. These platforms are designed for personal use and have strict sending limits, typically around 100-500 emails per day. Exceeding these limits or sending emails without proper authentication can trigger spam filters, causing your emails to end up in junk folders. Additionally, without a proper unsubscribe option, required by email marketing laws, recipients may report your emails as spam. Avoid these issues by using a dedicated email marketing platform.

Selecting the right platform depends on your needs, budget, and how tech-savvy you are. Here's a breakdown of popular options:

Email Hosts (Outlook, Gmail)

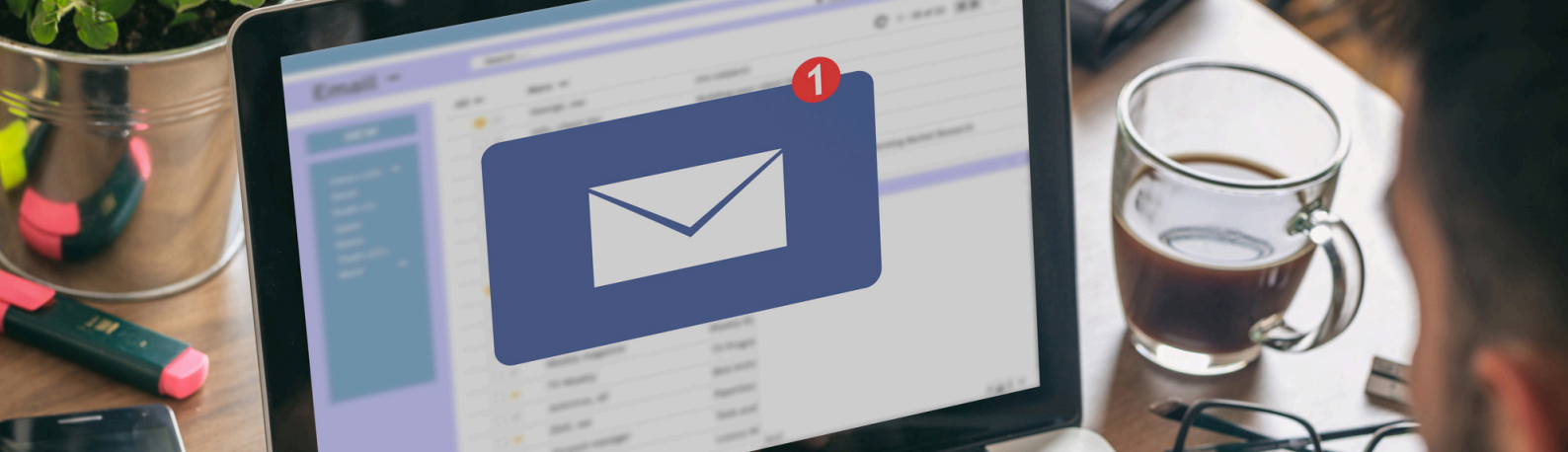
- **Best For:** Simple communication, small lists, internal communication.
- **Cost:** Typically included with your existing subscription (Office 365, Google Workspace).
- **When to Use:** If your email list is small (under 100 contacts) and you only need basic sending capabilities. Ideal for internal updates or quick, informal customer communication.

Mailchimp

- **Best For:** Beginners, those needing easy-to-use templates, automation, and basic analytics.
- **Cost:** Free for up to 500 contacts, then starts at approximately \$39/month for 1,500 contacts.
- **When to Use:** When you want to create more visually appealing emails, automate follow-ups, or track open rates. Perfect for seasonal stock lists and promotions.

ActiveCampaign

- **Best For:** More advanced users, those needing robust automation and CRM features.
- **Cost:** Starts at approximately \$29/month for 1000 contacts.
- **When to Use:** If you're looking to segment your audience heavily, create complex workflows, or integrate email with other marketing tools. Ideal for nurseries with a larger customer base and the desire to personalise communications.



WHEN TO UPGRADE

If you're still using Outlook or Gmail for all your customer communication, it might be time to upgrade. Here's when you should consider switching to a dedicated email marketing platform:

You Need Automation: If sending personalised emails or reminders is becoming a hassle, automation tools like Mailchimp or ActiveCampaign can save you time.

Your List is Growing: Once you hit around 100-200 contacts, managing lists manually can be cumbersome. Email marketing platforms offer list management features that simplify this process.

You Want Analytics: Platforms like Mailchimp and ActiveCampaign allow you to track how many people open your emails, click on links, or make a purchase as a result. This data is invaluable for refining your strategy.

TIPS FOR EFFECTIVE EMAILS

To ensure your emails resonate with your audience and drive action, consider these tips:

Keep it Simple and Visual

Use clean, easy-to-read layouts. Include high-quality images of your seasonal stock and keep the text concise.

Personalise Your Content

Use customer names and tailor content to their preferences. For example, if a customer bought native plants last season, recommend similar species this year.

Include a Strong Call to Action

Whether it's to visit your nursery, purchase online, or download a catalogue, make sure your call to action is clear and easy to follow.

Test and Analyse

Send yourself a test email and read it on different devices. After sending, review metrics like open rates and click-through rates to improve future campaigns.

Email isn't just an add-on to your marketing strategy; it's a crucial tool that, when used correctly, can significantly boost your customer engagement and sales. By choosing the right platform and following best practices, even the most tech-averse horticulturist can create compelling, effective emails that resonate with their audience.

THE IMPORTANCE OF TESTING AND REVIEWING YOUR EMAILS

Before you send out your email campaign, it's crucial to thoroughly test it to ensure it displays correctly and functions as intended:

Preview in the Email Editor

Most email marketing platforms, like Mailchimp or ActiveCampaign, offer a built-in preview tool to check how your email looks on desktop and mobile. Ensure alignment, image loading, and font consistency are correct.

Send Test Emails to Different Devices and Clients

Send a test email to yourself and colleagues using various devices (smartphones, tablets, desktops) and email clients (Gmail, Outlook, Apple Mail). This helps catch any layout issues that might not show up in the editor preview.

Check for Broken Links and Buttons

Ensure all links and buttons are clickable and lead to the correct destinations. Broken links can frustrate recipients and lead to lost engagement.

Review for Spelling, Grammar, and Tone

Proofread for spelling and grammatical errors, and ensure the tone matches your intended message—whether it's professional, friendly, or urgent.

Look Out for Load Times and Image Issues

Monitor how long your email takes to load, especially images. Slow load times can cause recipients to close the email before it fully loads. Compress large images if needed.

Test Your Email's Deliverability

Use tools to check if your email might be marked as spam. Adjust content, subject lines, or sender information to avoid spam filters.



Want more?

Check out this blog I wrote on "Tips for Creating Effective Seasonal Stock List Emails"

Businesses using automated welcome emails see 320% more revenue on average than those that don't!



FUN FACT

HOW TO TREAT SNAKE BITES

THE ESSENTIAL GUIDELINES

Snake bites can be a serious medical emergency requiring prompt and appropriate action. Understanding the correct first aid procedures can significantly improve outcomes for the bitten individual. The following guidelines align with the NSW & ACT guidelines provided by St John Ambulance and the Poisons Information Centre.

1. IMMEDIATE ACTIONS

Ensure the area is safe for yourself, others and the patient.

Stay Calm and Reassure the Victim:

Do not panic: Keeping the victim calm is crucial as increased heart rate can spread venom faster.

Keep the victim still: Movement can also facilitate the spread of venom.

Call Emergency Services:

Dial 000 immediately to seek professional medical help. Provide clear information about the location and nature of the bite.

2. PRESSURE IMMOBILISATION TECHNIQUE

This technique is vital in delaying venom spread and should be applied as follows:

Apply a Pressure Bandage: Use a broad, firm bandage (10–15 cm wide, like an elasticised bandage) to wrap around the bite site.

Start from just above the bite and wrap down the limb, then back up to cover the entire limb. The bandage should be tight but not so tight that it restricts blood flow completely. It should be as firm as for a sprained ankle.

Note: If an elasticised bandage is not available, use clothing or other material.

3. IMMOBILISE THE LIMB

Use a splint to keep the bitten limb still. Ensure the victim remains still and does not walk or move around.

4. MARK THE BITE SITE AND RECORD TIME

Write down the time of the bite and when the bandage was applied.

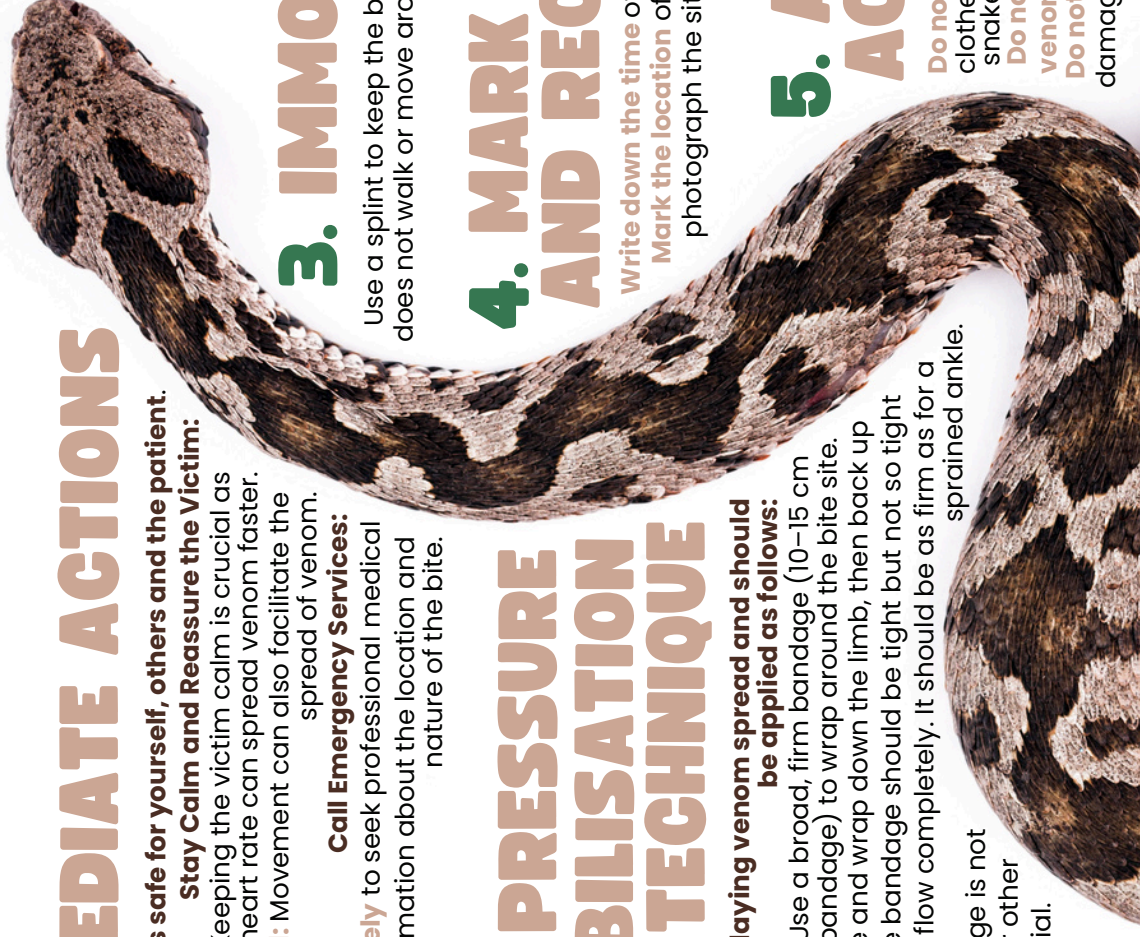
Mark the location of the bite site (if known) on the skin with a pen, or photograph the site.

5. AVOID HARMFUL ACTIONS

Do not wash the bite area: Venom on the skin and clothes can help medical professionals identify the snake species.

Do not cut the wound or attempt to suck out the venom: These actions can worsen the situation.

Do not apply a tourniquet: It can cause severe tissue damage.

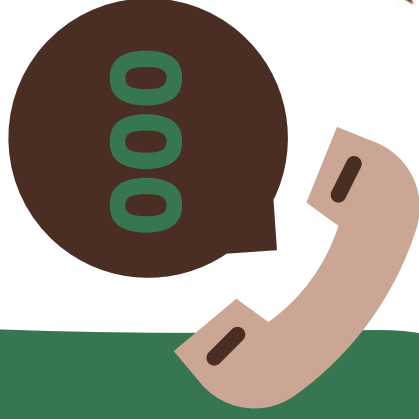




Treating snake bites promptly and effectively can save lives. By following these NSW & ACT guidelines on pressure immobilisation and other first aid measures, you can provide crucial support to a snake bite victim.

Always seek professional medical assistance immediately and stay calm throughout the process.

Following these steps can make a critical difference in the outcome of a snake bite incident.



6. MONITOR AND SUPPORT

Keep the victim lying down: This helps in slowing the spread of venom.

Monitor vital signs: Be attentive to breathing, heart rate, and consciousness level.

Stay with the victim: Provide reassurance and keep them as comfortable as possible until medical help arrives.

SIGNS AND SYMPTOMS OF SNAKE BITES

Snake bite symptoms may not appear immediately and can vary depending on the type of snake. **Look for:**

- > Immediate or delayed pain at the bite site
- > Swelling, bruising, or local bleeding
- > Bite marks that may vary from puncture wounds to almost invisible scratches
- > Swollen and tender glands in the groin or armpit of the bitten limb
- > Faintness, dizziness, nausea, vomiting headache, abdominal pain
- > Oozing of blood from the bite site or gums
- > Double or blurred vision, drooping eyelids, difficulty in speaking or swallowing
- > Limb weakness or paralysis, difficulty in breathing
- > Occasionally, initial collapse or confusion followed by partial or complete recovery

EFFECTIVE CASH FLOW MANAGEMENT AND COST-SAVING STRATEGIES IN THE NURSERY AND GARDEN INDUSTRY

By Tara Preston

To ensure long-term success, businesses must not only manage their cash flow effectively but also implement practical cost-saving measures.



Cash flow management is the lifeblood of any business, and in the nursery and garden industry, where seasonality plays a significant role, it is particularly crucial. This industry faces unique financial challenges due to the cyclical nature of sales and expenses. To ensure long-term success, businesses must not only manage their cash flow effectively but also implement practical cost-saving measures. Below, we explore key strategies to optimise cash flow and reduce expenses in the nursery and garden industry.

1. UNDERSTAND THE SEASONAL NATURE OF THE BUSINESS

The nursery and garden industry experiences pronounced seasonality, with peak sales occurring in spring and early summer. However, operational costs such as labour, utilities, and maintenance are incurred year-round. Understanding these seasonal trends allows businesses to anticipate cash flow fluctuations and plan accordingly.

Actionable Tips:

- **Forecast Sales and Expenses:** Create detailed cash flow forecasts that account for the seasonal peaks and troughs. Regularly update these forecasts to reflect actual performance and changing market conditions.
- **Build a Cash Reserve:** During peak seasons, set aside a portion of profits to build a cash reserve, which can be used to cover expenses during slower periods. Consider having this cash reserve in an interest-bearing bank account to earn interest on money that would otherwise just sit idle.

2. OPTIMISE INVENTORY MANAGEMENT

Inventory is a significant investment in the nursery and garden industry. Overstocking can tie up valuable cash, while understocking can lead to missed sales opportunities. Balancing inventory levels is key to maintaining healthy cash flow.

Actionable Tips:

- **Just-in-Time Inventory:** Adjust purchasing and production schedules to align with sales forecasts, ensuring you have enough stock to meet demand without overcommitting resources.
- **Bulk Purchasing:** Negotiate discounts for bulk purchasing but avoid overstocking to prevent tying up cash in inventory.
- **Negotiate with Suppliers:** Work with suppliers to negotiate favourable payment terms, such as extended payment periods or discounts for early payments, to improve cash flow flexibility.

3. MONITOR RECEIVABLES AND PAYABLES

Managing receivables and payables effectively is essential for maintaining positive cash flow. Delays in collecting payments from customers or making payments to suppliers can strain cash resources.

Actionable Tips:

- **Establish Clear Payment Terms:** Set clear payment terms with customers and consider offering discounts for early payments to encourage timely payment.

- **Follow Up on Overdue Invoices:** Implement a system for regularly following up on overdue invoices. Automated reminders can help ensure timely payments. Consistent and proactive communication often ensures that your invoices are prioritised for payment.
- **Stagger Payments to Suppliers:** Arrange payment schedules with suppliers to avoid large outflows of cash at once, helping to maintain more consistent cash flow.

4. CONTROL OPERATING EXPENSES

Operating expenses, such as utilities, labour, and rent, can significantly impact cash flow. Monitoring and controlling these expenses is crucial for financial stability.

Actionable Tips:

- **Regularly Review Expenses:** Conduct regular reviews of your operating expenses to identify areas where you can reduce costs without compromising quality or service.
- **Flexible Staffing:** Hire seasonal or part-time workers during peak seasons to manage labour costs more effectively. Cross-train employees to perform multiple roles including marketing, merchandising, delivery, logistics, POS use, potting up, watering and more to reduce the need for additional hires and cover staff absences in different departments.
- **Invest in Energy Efficiency:** Switch to LED lighting, install solar panels, and automate irrigation systems to reduce energy and water usage, leading to long-term cost savings.
- **Contact Choice Energy:** Their complimentary obligation-free energy bill health checks (electricity and gas) can save your business thousands.

5. PLAN FOR CAPITAL EXPENDITURES

Investing in new equipment, technology, or expansion can be a significant drain on cash flow. Careful planning and financing can help manage these expenses without jeopardising day-to-day operations.

Actionable Tips:

- **Schedule Capital Expenditures:** Plan major capital expenditures during periods of strong cash flow or when financing options are favourable.
- **Explore Financing Options:** Consider leasing equipment or obtaining loans to spread the cost of capital expenditures over time. Buying used equipment can also reduce initial costs.

6. UTILISE FINANCIAL TOOLS AND SOFTWARE

Modern financial tools and software can greatly assist in managing cash flow. These tools offer real-time insights into your financial position and help with forecasting and decision-making.

Actionable Tips:

- **Adopt Cash Flow Management Software:** Use software that integrates with your accounting systems to automate many aspects of cash flow management, such as forecasting, invoicing, and payments.
- **Regular Financial Review:** Schedule regular financial reviews to assess cash flow performance and adjust your strategies as needed.

7. REDUCE WASTE AND INCREASE EFFICIENCY

Minimising waste and improving operational efficiency can lead to significant cost savings, which in turn, benefits cash flow.

Actionable Tips:

- **Composting:** Compost green waste on-site instead of paying for its removal.
- **Recycle Materials:** Reuse or recycle pots, trays, and other materials. Offer customers discounts for returning used pots, which can then be cleaned and reused.
- **Rainwater Harvesting:** Install rainwater collection systems to capture and store rainwater for irrigation, reducing water bills.
- **Recycle Irrigation Water:** Capture and treat your irrigation water to reduce cost of using town water.

8. SUPPLIER AND MARKETING STRATEGIES

Cost savings can also be achieved by working strategically with suppliers and marketing efforts.

Actionable Tips:

- **Source Locally:** Where possible, source materials and plants from local suppliers to reduce shipping/freight costs and support local businesses.
- **Attend NGINA Trade Days:** Pre-order stock to pick up from one of our trade days to save on freight and avoid having to meet large minimum order quantities for each supplier
- **Leverage Social Media:** Use free or low-cost social media platforms to market your business instead of relying on expensive traditional advertising methods.
- **Collaborative Marketing:** Partner with other local businesses for joint marketing campaigns, sharing resources to reduce costs while increasing reach.

9. UTILISE TAX DEDUCTIONS AND GOVERNMENT INCENTIVES

Taking full advantage of available tax deductions and government incentives can provide financial relief and improve cash flow.

Actionable Tips:

- **Apply for Government Grants:** Research and apply for government grants or incentives for energy efficiency upgrades, sustainable practices, or small business support.
- **Maximise Tax Deductions:** Work with an accountant to ensure you are taking full advantage of all available tax deductions from your assessable income, such as those for:
 - business expenses including interest and fees on business loans, vehicle usage costs, regular maintenance and repairs of machinery, vehicles and equipment and marketing costs
 - depreciation of capital equipment including trucks, greenhouses, irrigation systems and other machinery,
 - instant asset write-off options
 - labour costs including employee wages, superannuation contributions and staff training costs



Nursery & Garden Industry
NSW & ACT

Creating a colourful world



**BEST LARGE
PRODUCTION NURSERY**



**BEST SMALL
PRODUCTION NURSERY**



**BEST LARGE
RETAIL NURSERY**



**BEST SMALL
RETAIL NURSERY**



**BEST ALLIED
SUPPLIER**



**BEST TRADE DAY
STAND**



**NEXT GENNER
OF THE YEAR**



**APPRENTICE OF
THE YEAR**



**EMPLOYER OF
THE YEAR**



Sponsorship Opportunities

Please contact us at the NGINA office for more information on the following sponsorship opportunities we have available for the awards night.

Cocktail Sponsors

Elevate your brand as one of 2 Cocktail Sponsors. Design and name a signature cocktail for the pre-dinner canapés, something that reflects your brand and ensures that your name lingers on the tip of everyone's tongue.

Awards Category Sponsors

Showcase your commitment to excellence by sponsoring an awards category that resonates with your brand's values.



Hosted by

GARDENING AUSTRALIA'S
COSTA GEORGIADIS

Costa Georgiadis is more than just a familiar face on television; he is a true champion of nature's vibrant beauty. With a deep-rooted passion for plants and people, Costa has inspired Australians to cultivate their own colourful worlds, one garden at a time. Since 2013, he has been the heart and soul of ABC's Gardening Australia, a Logie award-winning program that has encouraged communities to embrace the wonders of gardening.

As someone who shares our commitment to nurturing a greener, more colourful world, Costa's dedication to sustainability and his infectious enthusiasm make him the perfect ambassador for our industry. We're thrilled to have Costa, a true advocate for the transformative power of plants, join us as we celebrate the Nursery & Garden Industry NSW & ACT's mission to colour the world with nature's finest.

WIN \$200 BY VOTING FOR THE BEST GARDEN CENTRE IN NSW

Do you have a favourite garden centre or nursery? Your vote can make a difference! Last year, nearly 3,000 passionate gardeners cast their votes, celebrating the best in our industry. By participating in the 2024 People's Choice Awards, you not only show your appreciation for your chosen garden centre but also stand a chance to win a \$200 voucher, redeemable at your selected people's choice. Don't miss the opportunity to support your local green haven and potentially walk away with a fantastic prize!

SCAN HERE TO VOTE



PEOPLE'S CHOICE
GARDEN CENTRE
OF THE YEAR



Ngina
Partners



Learning
Sphere
RTO Code 91718



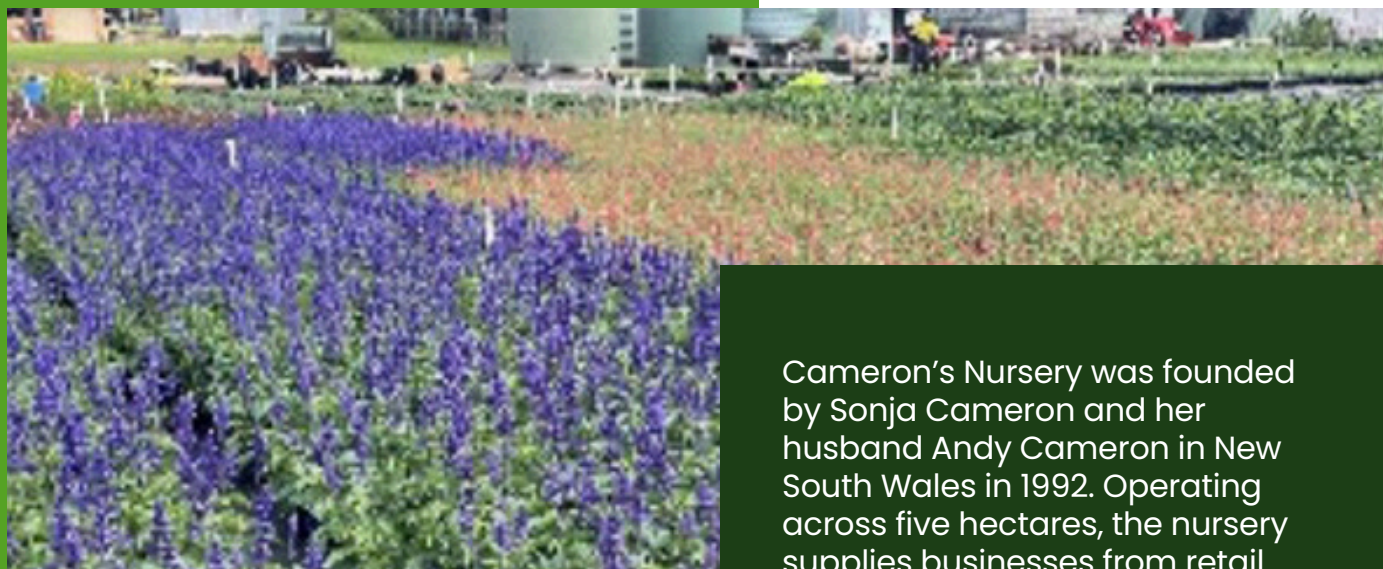
Bali
Australia



syngenta.



CAMERON'S NURSERY PIONEERING SUSTAINABILITY



The path to sustainability

The nursery was an early adopter of environmental practices, pioneering sustainability in the early 90's. These days, Cameron's implements the APPS programs to keep the business at the cutting edge of plant health and sustainability. The nursery maintains Nursery Industry Accreditation Scheme (NIASA), BioSecure HACCP and Ecohort credentials. The credentials help the business adhere to best practice management and sustainability. Sonja said, "Certifications lift the bar on compliance and quality, ensuring we consistently deliver the best plants for gardens and green spaces."

Cameron's Nursery was founded by Sonja Cameron and her husband Andy Cameron in New South Wales in 1992. Operating across five hectares, the nursery supplies businesses from retail marketplaces to landscape jobs to special events.

Sonja Cameron recently shared the story of her business with Greenlife Industry Australia (GIA) in a case study on sustainable practices and Australian Plant Production Standards (APPS) programs.



FUNDED BY THE
NURSERY LEVY

**Sonja Cameron, GIA Board Director and
Cameron's Nursery Co-founder**

A key focus of Cameron's best practice management has been waste. Recognising that water is a precious resource and their practices early on were wasteful, they researched how drier countries managed water, and put recycling and application methods into practice. When establishing their current site in Arcadia, every decision took sustainability and NIASA standards into account, as well as the local environment and biodiversity.

Sonja said, "As a result, we've continued to build our sustainability credentials, moving from pot recycling to focusing on propagation trays, working closely with our business partners, suppliers and customers to close the loop on waste."

Continued improvement and education

Sonja acknowledges the importance of continuous improvement, industry recognition and education to help the business thrive. All staff are provided with an annual waste report to address issues and find solutions, and management takes time to educate new staff on the rationale behind their practices. Sonja said, "Our commitment to education and rigorous biosecurity measures ensures we undertake meticulous checks that guarantee our customers receive only the highest quality stock."

As a result of Sonja and Andy's dedication, the nursery is a model for sustainability and continuous improvement. Through dedicated, long-term efforts, Cameron's Nursery continues to grow and adapt, ensuring exceptional products and sustainable operations for the future.

To learn more about Cameron's Nursery's journey, read the levy-funded case study here:



www.greenlifeindustry.com.au/camersons-nursery

In the coming weeks you'll be able to dive deeper into Cameron's Nursery with a video case study funded by your nursery levy, so keep your eyes on Greenlife Industry Australia's social media at:



www.facebook.com/GreenlifeIndustryAU

www.linkedin.com/company/greenlife-industry-australia



Lavender at Cameron's Nursery

Credit: Cameron's Nursery



If you're interested in becoming accredited or certified:



<https://nurseryproductionfms.com.au>

-  Greenlife Industry Australia
-  1300 95 95 13
-  info@greenlifeindustry.com.au

Become a member



Nursery & Garden Industry
NSW & ACT

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

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

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

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

NEW

MEMBER INCENTIVES

**\$150 COULD
BE YOURS!**

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



Students

\$50

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



Single Business Owner

\$625

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



Trading

\$1,470

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



Enterprise

\$2,450

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



Corporate

\$4,400

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

Membership periods are calendar year. Rates are charged pro rata for new members joining through the year. Membership pricing valid for 2024.

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



NGINA MEMBER BENEFITS



Growth

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

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



Connectivity

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

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



Knowledge

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

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



Savings

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

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



Recognition

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

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



Representation

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

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

WHAT YOUR COMPANY CAN SAVE BY BEING A MEMBER:

HR & IR Advice line | \$3500

Average cost of an external support line

HR & IR Documents | \$5000

Average cost to create legal company specific HR & IR documents through a lawyer

WH&S Manual | \$5000

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

Jobs Listings | \$225

Per job: Posted on website, Instagram, Facebook, Linked In & eNews

N&G News Ads x 4 | \$6600

Yearly NSW Trade Day Entry | \$250

N&G News x 4 | \$50

Social Media Advertising | \$80

Forklift Training | \$300

Per person

Training Savings | \$150

Members get 10-20% off. Average calculated per person for 3 courses per year

Dell Australia, Choice Energy & Ledermans Insurance Brokers Commercial Member Discounts | \$2500+

Price may vary year to year

Meeting Room | \$500

Full day, fully equipped

GIA Register | \$2500

Non-member listing price

New Member Features | \$1100

Full page article/ad in N&G News, CEO welcome in eNews, Full ad with company links in eNews

Social Media Post | \$80

Recap of our visit and a blurb about your business on our Facebook and Instagram.

Store Locator | \$1000

Be found by the public and other industry professionals on our website store locator.

Website Links | \$500

Member feature on our website with all your contact details including backlinks to your website which assist in boosting SEO.

OTHER INVALUABLE SERVICES:

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

A TOTAL SAVING OF: \$30,515.00*

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

NGINA Insurance

Bringing members customised insurance policies.

We need your help to develop a *NEW* Insurance product



Help us Improve Insurance for Growing Stock!

We are working to enhance the availability of Hail, Flood, and Bushfire Insurance for Growing Stock in Open, Poly, and Shade House structures. To achieve this, we need your help.

We Need Your Input!

We are conducting a survey to gather data on historical events that have impacted NGINA members. Your participation is crucial in helping us understand the challenges you face and how we can better serve you.

Thank you for your support.

Please Complete Our Survey Today!

Scan the QR code or follow the link below to access the survey.

<https://ngina.com.au/lederman>



NGINA Insurance Service is managed by
Lederman Insurance Brokers Pty Ltd | ABN 31 060 666 917 | AFSL 245430
www.ledermans.com.au

MACQUARIE UNIVERSITY AND NGINA NEWSLETTER UPDATE 13/08/2024

Project Update: Storm and Flood Impacts at Production Nurseries

The finish line is in sight! Our water, sediment, and photopoint monitoring efforts are in the final stretch. Over the past ten months, we've been diligently collating all the raw data and processing it. With just a few months left, we're excited to soon share the results with NGINA and its members.

We have successfully completed a comprehensive literature review on contaminants in the nursery production industry. In addition, the water quality fact sheets are also complete and currently undergoing final checks before publication.

To support NGINA members, we've created over 100 nursery maps, which will be released in the coming months. These maps illustrate catchment and landscape positions, hydrology, spatial mapping of flow paths, and flood mapping.

We are currently evaluating inundation risks for NGINA members in NSW using specialised software to simulate rainfall-runoff events. These inundation hotspot maps are created with the aim to support industry management and assist in recovery from future storms and floods.

We look forward to sharing these results with NGINA and its members in the coming weeks/months ahead.

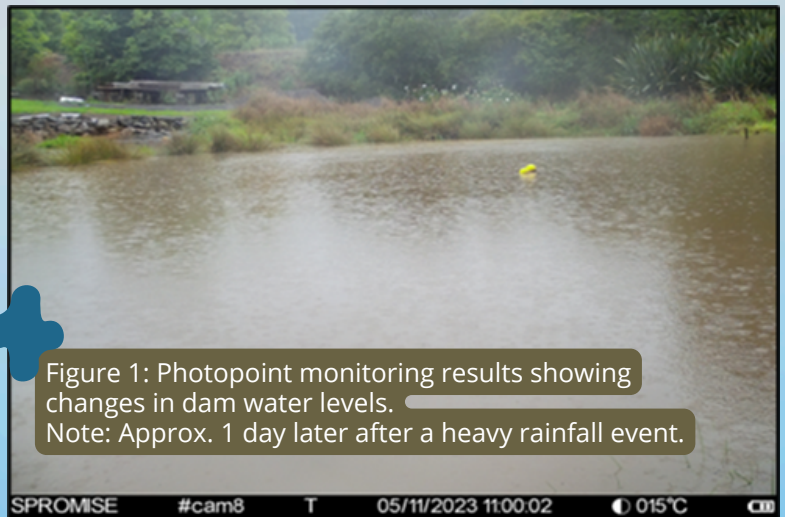


Figure 1: Photopoint monitoring results showing changes in dam water levels.
Note: Approx. 1 day later after a heavy rainfall event.



**TRANSPLANT
SYSTEMS**

PROUDLY
PARTNERED
WITH



CUTTING PLANTER 2500



Scan QR to watch
CUTTING PLANTER 2500
in action!



2,800
cuttings
per hour



Fully
automatic
cuttings



Easy
learning
of plants



Consistent
& uniform
depths



ASSET
FINANCE
AVAILABLE



**AUTOMATE
TO GROW.**

@transplantsystems.au
@TransplantSystems
@TransplantSystems

Partnered
with NGINA



CERTIFICATE III NURSERY OPERATIONS



Image shows trained staff at Cameron's Nursery checking quality, pests and disease of incoming stock

Students from all areas of NSW are now enrolled in CIII Nursery Operations (Retail or Production) qualification being delivered by TAFE Richmond campus. Starting next year Wollongbar TAFE will also start delivering it to local students.

Some students attend Richmond TAFE whilst some are completely off campus and attend classes virtually. Some attend some subjects at their local TAFEs and all have the opportunity to attend block release workshops. More recently students have also had the opportunity to hear from an industry expert directly on the topic of Biosecurity.



By Steve Rixon

Sonja Cameron, Managing Director & Co-Owner, with husband Andy, of Cameron's Nursery, Arcadia NSW, delivered a presentation on the importance of Biosecurity to TAFE NSW, CIII Nursery Operations students.

Utilising the 'Microsoft Teams' platform, students from across NSW learnt about the accreditation processes and the various stakeholders involved in keeping nurseries protected from biosecurity risks. Sonja gave practical examples of incursions such as Myrtle Rust and how its rapid spread has changed parts of the industry permanently.

As the first, BioSecure, HACCP accredited nursery in NSW and holding EcoHort certification and NIASA accreditation, Sonja is well placed to discuss the practical implementations of biosecurity practices and how industry best practice encourages good hygiene, pest monitoring and traceability in the nursery.

Staff and students were actively engaged during the presentation and asked plenty of questions both directly and in the chat.

Students were interested in how hygiene and sanitation practices were implemented at Camerons Nursery and Sonja provided some very practical examples. These ranged from signage to footbaths to checking/monitoring and preventing entry and movement of pests and diseases backed up with record keeping, site surveillance and best management practices.

Sonja also reminded students about water contamination and the need for proper water treatments, drainage and run-off as well as keeping hose nozzles off the ground. The presentation was highly visual and clearly showed biosecurity in action.

Sonja left the students with an extensive list of resources and a copy of her presentation.

Robert Davies, Head Teacher, Wollongbar College, TAFE and Steve Rixon, Head Teacher, Richmond College, TAFE, thank Sonja Cameron for her time and expertise in adding such value to the students learning experience.

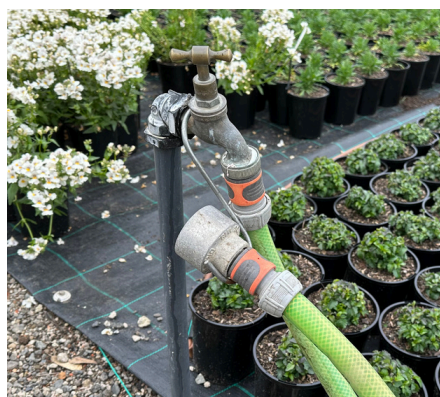


Image shows an 'S' hook keeping a water breaker off the ground.



Image shows clean, debris free beds with drainage designed to move free water away from containers.

INDUSTRY EVENTS

PULLING BACK THE SHADE CLOTH:

A huge thank you to Robert Davies who gave our Northern Rivers Group a campus tour on Friday 31st May showcasing TAFE Wollongbar's teaching facilities, including a visit to a CERT. III Horticulture studying propagation, and a "lesson" on keying out Botanical names of plants.

NEXTGEN TRIVIA NIGHT:

On Wednesday 3rd July, our members came together for an evening filled with fun, laughter, and some friendly competition. It was great to see our NextGenners have the chance to network and have fun while being supported by the rest of the industry. A big shoutout to all participants for their incredible spirit and teamwork - we had some very original team names including The Brussell Sprouts and Root Runners. While the NGINA team came out on top we were glad to hand the winners prizes to one of the teams from Camerons Nursery who were only one point behind! A huge thank you to Alpine Nurseries for sponsoring the event and to all our members who donated prizes including Quality Products, Engalls Nursery, Sustainable Natives, CutAbove Tools, The Green Gallery, Freemans Reach Greenhouses, Greener Growth Nurseries and Swanes Garden Garden Care.

NORTHERN RIVERS GOLF DAY:

The Northern Rivers hosted their Christmas in July Golf Day on Friday, July 26. With perfect conditions—sunny skies and a mild 20 degrees—participants teed off at 1:00pm at the pristine Teven Valley Golf Course. Despite a relaxed vibe advertised, the competition was fierce, especially on the challenging final hole.

The event, supported by businesses like Go-Grow, Rocky Point, and Garden City Plastics, saw 24 members and guests compete for the 'Garden City Plastics Golf Trophy.' Byron Bay Herb Nursery emerged victorious, claiming the trophy for 2024 by just one stroke.

A fantastic day filled with competitive golf, cold drinks, delicious snacks, and great company.



Trade day at Port Macquarie

It was wonderful to catch up with so many members at the Port Macquarie Trade Day on Tues 27 August.

Festivities started the night before at the Pre-Trade Day Dinner and Networking Event held at Abundance Lakeside Café.

The laid-back atmosphere created the perfect networking event allowing everyone to build connections before the main event. Thank you to Carol Vanderlay for organising such a wonderful treat for us all.

Over 100 people shared a scrumptious breakfast before the opening bell of Trade Day sounded at 7:30am.

NGINA Diamond Partner and the event's major sponsor, GCP were accepting PP5 and PP6 plastic for recycling in exchange for a free broom. NGINA Insurance Services was on hand to talk to members, and there was so much wonderful product on display that buyers were absolutely spoilt for choice.

Our Mid North Coast Committee members not only helped organise the event but marked up the stands on the day. A huge thank you to John Vanderlay, Carol Goulding, Keith Hogan and Sandra Gillanders. We would love some more members on the committee. If you would like to join please contact the NGINA office.



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

Upcoming NSW Trade Days

WED 21 AUGUST SYDNEY
TUES 27 AUGUST PORT MACQUARIE
TUES 10 SEPTEMBER NORTHERN RIVERS
WED 18 SEPTEMBER SYDNEY
WED 16 OCTOBER SYDNEY
WED 20 NOVEMBER SYDNEY
WED 11 DECEMBER SYDNEY



**PORT
MACQUARIE**



SYDNEY



**NORTHERN
RIVERS**



Advertise With Us

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

4000+
INDUSTRY
READERS



AFFORDABLE
PRICING
& MEMBER
DISCOUNTS



BUSINESS FOR SALE



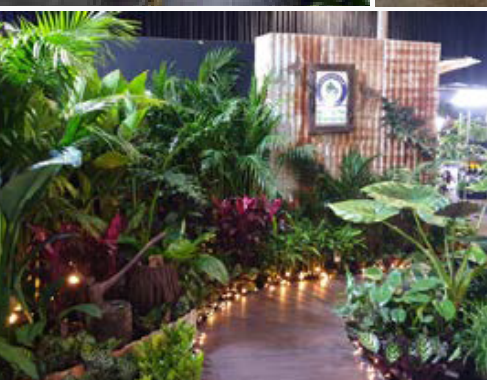
Located on Queensland's Sunshine Coast, the 4.3-hectare property includes 1.3 hectares of irrigated growing areas, with most under hail net or shade cloth. The site features advanced infrastructure, including remotely accessible irrigation and management systems. With a dedicated team of six full-time staff, the business is profitable with room for expansion.

Big Leaf Wholesale Nurseries, a NIASA-accredited nursery and multi-award winner at the NGIQ Green Expo, is for sale at \$1,800,000. Specialising in tropical and subtropical plants in 100mm to 400mm pots, the nursery serves a diverse customer base, including retail and wholesale nurseries, councils, florists, landscapers, and more.

The sale includes all plant and equipment, stock, and a long-term lease is available. The current owners, who are retiring, are willing to assist with the transition. For more information, contact

More Information

✉ accounts@bigleaf.com.au



NEW DIAMOND PARTNER



ABOUT LEDERMAN INSURANCE BROKERS

With over 30 years of experience, Lederman Insurance Brokers is an independent provider of general insurance advice for both private and business clients. As holders of Australian Financial Services Licence 24543, we focus on building long-term client relationships and strategic alliances with insurers to deliver superior insurance products. Our Mission is to simplify policy coverage and streamline the insurance purchasing process. Our Goal is to ensure every client receives the right coverage at the most competitive price.

LEDERMAN'S COMMITMENT

Lederman Insurance Brokers has partnered with NGINA to bring members NGINA Insurance Service. We are working together to deliver a range of insurance products tailored to meet the specific requirements of NGINA Members. To assist with the project, a Member Survey is being conducted to collect data which will assist in the development of policies covering hail, flood, bushfire and storm damage to poly and shade cloth structures, plants inside the structures and plants in the open air. The survey spans all industry sectors, including growers, producers, wholesalers, plant hirers, retailers, and some related product providers.

BACKGROUND

In the early 1980s, the Australian Nurserymen's Association, now known as Greenlife Industry Australia, developed a national members insurance facility. Over time, this facility passed through a number of insurance company mergers and differing corporate priorities saw service standards decline and the withdrawal of many of the nursery and garden industry products, leaving NGINA Members, limited insurance options.

SURVEY PARTICIPATION

Member participation in the survey is vital for the development of these products. Members are strongly encouraged to prioritise completing the survey to ensure the success of the project.

NGINA INSURANCE SERVICE

During the survey period, NGINA Members will have access to a complete insurance service which will offer free advice on claims, renewal reviews and comparison quotations for all business and personal insurance needs.

We welcome NGINA Members enquiries!
Contact:
Gareth Jones
m: 0461 362 650



WWW.NGINA.COM.AU/LEDERMANS-PUBLIC



VISIT OUR DEDICATED
MEMBER ONLY
INSURANCE WEBPAGE

SCAN HERE

CALL OUR INSURANCE HOTLINE: 02 9929 3637 OR EMAIL: NGINA@LEDERMAN.COM.AU



NEW SILVER PARTNER

evergreen CONNECT

STEP
01

CREATE

Availability list in EvergreenConnect



STEP
02

RECEIVE

Orders received via:
• EvergreenConnect portal
• "Click to order" button
• EDI



STEP
03

CONVERT

Convert to order within
EvergreenConnect



STEP
04

ACCESS

Access to Picking lists/delivery
dockets/Delivery Manifests/ invoicing



STEP
05

COMPLETE

Move completed invoices to Xero,
MYOB, Quickbooks or Net Suite via our
API connection or as a bulk upload



At EvergreenConnect, we are committed to partnering with the Nursery and Garden Industry and associated Landscape and Allied industries on a national scale. Always with the aim to improve business efficiency for our customer base across the full range of plant nursery functions. Our technology seeks to drive efficiencies via technological developments throughout our customers business.

Begun over 10 years ago by managing directors Mathew Plummer and Christina Gnezdiloff, EvergreenConnect has enjoyed a steady increase across all facets of the industry and business. Expanding our plant database to over 220,000 plant lines, servicing well over 3500 nurseries and allied business across the country and contributing to many industry committees, events and functions. EvergreenConnect has become integral and synonymous with nursery operations and functionality, evolving past our

core service of plant availability data into full nursery management technology and supporting services. The development of our cloud-based Inventory Management Solution enables versatile planning, providing you with the platform to program your future planting requirements with no limits on batches or dates, or how far into the future you need to plan. Potting records can then be completed directly at the potting station easily and simply, seamlessly integrating between your production and sales teams. With the capability to manage multiple nursery sites at once, it is simple to create your own growing times to determine growing lengths for each crop, adjusting for season and site variability. The introduction of our FIELD APP provides the ability to trace stock from batch to batch during potting up, providing the easy identification of stock allocated to forward orders and sales from your phone in the field.

Our expertise and development extends further into business operations with the introduction of our Sales Management tool, enabling automated data entry for sales ordering and invoicing. Linking directly to the Plant availability list within EvergreenConnect. Nurseries can place orders based on what a grower currently has available through the Click Here to Order button or through a plant search, automatically receiving the order through the EvergreenConnect portal. This then converts to a Sales order within EvergreenConnect, along with all other required sales and dispatch tasks such as allocating to a batch of plants, providing field staff with picking orders and the creation of all dispatch documentation, followed by invoicing, which can be automatically completed within a chosen accounting software package such as Xero. EvergreenConnect also offers a Point of Sale system for retail, flowing between the inventory and sales management options with one software package.

Our technology and efficiency can be implemented at any point within your business, whether you are a wholesale, production or retail business. With an annual subscription there are no cost surprises and we provide free help desk support and all upgrades are free of charge, giving you multiple reasons why implementing EvergreenConnect into your business is a great idea.

Contact Details:

Email: info@evergreenconnect.com.au

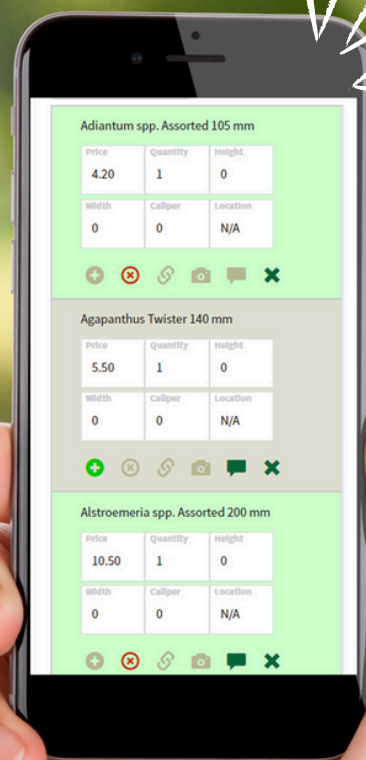
Phone:

Mat: 0407 212 316

Christina: 0419 165 865

Todd: 0484 111 183

Website: www.evergreenconnect.com.au



NEW MEMBER



Grow Your Food

Vegepod is a leading Australian company that specialises in innovative raised garden beds, making gardening accessible for everyone. Their flagship product, the Vegepod Raised Garden Bed, features a unique self-watering design that optimises plant growth while minimising maintenance, making it popular among urban gardeners and those with limited space. This innovation has made Vegepod a popular choice among urban gardeners, small-space dwellers, and those looking for a convenient way to cultivate their own produce.

Committed to environmental sustainability, Vegepod promotes sustainable gardening practices and provides resources to help users succeed. Their durable products support a greener future, and with a growing presence in Australia and internationally, Vegepod continues to expand its impact, encouraging more people to embrace home gardening.

Vegepod's key product lines include:

- 1. Vegepod Raised Garden Beds:** This is the flagship product, available in three sizes—small, medium, and large. These raised garden beds feature a self-watering system, protective canopy, and a durable design that makes gardening easier and more efficient.
- 2. Vegepod Accessories:** Vegepod offers a range of accessories to enhance the gardening experience, including:
 - **Stand:** Elevates the garden bed for easy access and ergonomic gardening.
 - **Trolley:** Adds mobility to the garden bed, allowing it to be moved around easily.
 - **Winter Covers:** Designed to protect plants during colder months by providing insulation.
 - **Insect Covers:** Lightweight covers that protect plants from pests without the need for chemical sprays.
 - **Misting System:** An attachment that automates watering by connecting to a garden hose, ensuring even and gentle water distribution.
- 3. Vegebag:** A portable gardening solution that offers the same benefits as the raised garden bed but in a more compact and flexible format. The Vegebag is ideal for smaller spaces like balconies or patios, and it also features a self-watering design and protective cover.

Contact Details:



1800 428 431



info@vegepod.com.au



<https://vegepod.com.au/>



@vegepodAU



@VegepodAU



NEW MEMBER



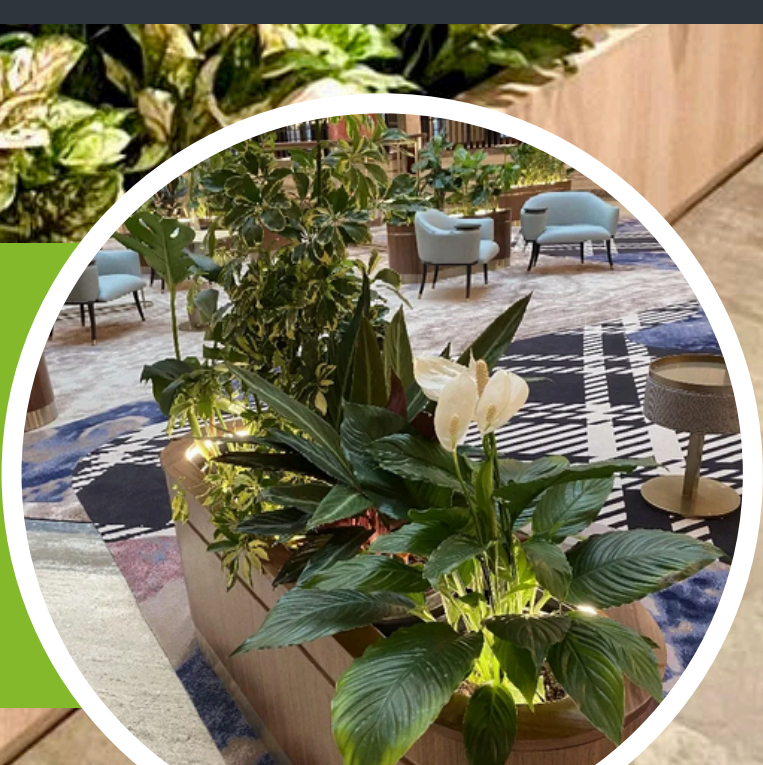
INDOOR PLANT SOLUTIONS

Indoor Plant Solutions is a premier provider of indoor plant services in Sydney, Australia, specialising in offering a wide range of indoor plants for both residential and commercial spaces. Our expertise extends beyond just supplying plants; we provide comprehensive plant hire and maintenance services tailored to enhance indoor environments, promote well-being, and improve air quality.

Core Offerings:

1. **Plant Hire:** We offer flexible plant hire options for offices, retail spaces, events, and other commercial environments. Our services include delivery, installation, and ongoing maintenance to ensure the plants remain healthy and vibrant.
2. **Plant Sales:** We stock a diverse range of indoor plants suitable for various indoor environments. We cater to both individual customers and businesses, offering plants that are carefully selected for their aesthetic appeal and air-purifying qualities.
3. **Plant Maintenance:** We provide expert maintenance services, including regular watering, pruning, fertilising, and pest management. This ensures that plants remain in optimal condition, contributing to the overall ambience and health benefits of the spaces they inhabit.
4. **Consultation Services:** We offer consultation services to help clients select the right plants for their specific needs, considering factors such as lighting, space, and desired aesthetic. We offer customisable containers and pots, hanging solutions as well as green walls.

Our clientele includes corporate offices, hospitality venues, retail stores, residential customers, and event organisers. We are known for our personalised service, ensuring that each client receives tailored solutions that meet their specific requirements.



Contact:

 02 9737 0818

 info@indoorplantsolutions.com.au

 www.indoorplantsolutions.com.au

 111-113 Deakin St, Silverwater, NSW 2128





Learning
Sphere
RTO Code 91718

New NGINA Partner

Growing Your Team's Potential

so your business can blossom

For over 20 years, Learning Sphere has been a leader in training and development, delivering tailored, hands-on training solutions that align with business objectives and enhance social procurement initiatives. As an award-winning Registered Training Organisation, Learning Sphere specialises in creating bespoke programs within our clients' workplaces, ensuring that training is directly relevant to the real work environment.

Specialities

- ✓ Nationally Accredited Training
- ✓ Bespoke Programs
- ✓ Developing Real-World Skills
- ✓ Optimising Government Funding

Specialised Industry Courses

- ✓ Horticulture with a Nursery Focus
- ✓ Business and Administration
- ✓ Leadership and Management
- ✓ Warehousing and Logistics

Learning Sphere helps you grow, enabling businesses to cultivate a diverse, highly skilled workforce. With a focus on optimising government funding and supporting learners with individualised assistance, Learning Sphere connects training with employment opportunities, ensuring exceptional outcomes for both businesses and students.

NEW MEMBER



Ornamentals

Syngenta is committed to partnering with greenhouse and nursery growers to develop innovative agronomic solutions that result in beautifully strong, marketable ornamental plants. This commitment to success is strengthened by Syngenta's plant protection products that provide effective and economical solutions for controlling diseases, insects, and weeds in greenhouse and nursery plants.

Syngenta is currently working on the development of a variety of fungicides, insecticides, and herbicides, ensuring that its portfolio has something for every operation. This is achieved by leveraging the best of the Global R&D and plant-based technologies from around the world, delivering local growers integrated solutions highly suited to the production nursery industry in both Australia and New Zealand. Syngenta products have a proven performance track record, making them the preferred partner to help protect businesses.

On a global scale, Syngenta is a leading agriculture company helping to improve global food security by enabling millions of farmers to make better use of available resources. Through world-class science and innovative crop solutions, Syngenta's 28,000 people in over ninety countries are working to transform how crops are grown. Syngenta is committed to rescuing land from degradation, enhancing biodiversity, and revitalising rural communities. For more information, visit: www.syngentaornamentals.com.au



 **Acelepryn^{GR}**
Insecticide

INSECTICIDE
ACELEPRYN GR
Insecticide

ACTIVE

2 g/kg Chlorantraniliprole
Water Dispersible Granule (WG)

 **Barricade[®]**
Turf herbicide

HERBICIDE
BARRICADE Herbicide
ACTIVE
480 g/L Prodiamine
Suspension Concentrate (SC)

 **Hicure[®]**
Biostimulant

BIOSTIMULANT
HICURE
ACTIVE

Contact:

 1800 022 035

 <https://www.syngentaornamentals.com.au/>



How well do you know your greenlife?

CROSSWORD

ACROSS

- [3] Material applied to soil to retain moisture.
 [8] The medium in which plants grow.
 [10] The process of growing new plants.
 [11] Joining plant parts to grow as one.
 [12] Design and management of outdoor spaces.
 [15] Substances that provide nutrients to plants.
 [16] A tool or person who prepares soil.
 [17] A person who grows and sells plants.
 [19] Chemicals used to control pests.
 [20] Plants that complete their life cycle in one year.

DOWN

- [1] Soil-less plant cultivation.
 [2] A person who cultivates plants.
 [4] Decomposed organic matter used as soil amendment.
 [5] A person who grows flowers.
 [6] The act of trimming plants.
 [7] The upper layer of soil where plants grow.
 [9] A scientist who studies plants.
 [13] Plants that live for several years.
 [14] The method of supplying water to plants.
 [18] A young plant grown from seed.

SUDOKU

LEVEL: MEDIUM

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

Follow Us on Social Media

Let's Get Connected for our Latest News & Updates



in on LinkedIn
@nursery-garden-industry-nsw-act



on YouTube
@Nursery & Garden Industry
NSW & ACT (NGINA)



f on Facebook
@NurseryGardenIndustryNSWACT



on Instagram
@ngina_nswandact



on tiktok
@ngina_nswandact

From plant to plate

With Leisha Jordan

Remember when getting great dumplings meant a trip to a restaurant or searching specialty shops across town? Thankfully, those days are behind us. Now, you can find delicious frozen dumplings at Aldi, Coles, and Woolworths, making them a convenient and tasty meal option. Dumplings are becoming a staple in kitchens everywhere, whether you like them fried, steamed, air-fried, or boiled. If you're anything like me, it's impossible to stop at just one. While they're undeniably delicious, it's easy to find yourself craving something more—something green to balance things out.

Enter the dumpling salad: a total game-changer. It's quick to throw together while your dumplings cook, tastes fantastic, and is endlessly adaptable to whatever produce you have on hand. Personally, I love mine with a kick, but feel free to skip the chilli in this recipe if you prefer a milder version.

QUICK & DELICIOUS DUMPLING SALAD

Prep Time: 15 mins **Serves:** 2 **Make Ahead:** This salad is delicious both hot and cold

Ingredients

- 1 bag frozen dumplings (pick a flavour of your choice)
- 2 tablespoons soy sauce
- 2 tablespoons white wine vinegar (or apple/rice vinegar)
- 1 tablespoon sugar
- 1 tablespoon sesame oil
- 2 tablespoons chilli oil (adjust to taste or leave out if preferred)
- 1 tablespoon garlic, minced
- 1 thumb-sized piece of ginger, minced
- 1 small bunch of fresh coriander, chopped
- 2 scallions (greens only), chopped
- 2 tablespoons sesame seeds
- 3 small cucumbers, chopped
- 250g mixed tomatoes, chopped (or any other vegetables you have on hand, like bell peppers or radishes)
- 250g cucumbers, chopped (or substitute with shredded cabbage, carrots, or any other excess produce)

Method

Prepare the Dumplings: Cooking frozen dumplings is easy and versatile—choose from various methods to get the texture you prefer:

- **Boiling:** Boil water in a pot. Add dumplings, stir gently, and cook for 6-8 minutes until they float and are cooked through. Optionally, add a splash of cold water for extra tenderness.
- **Steaming:** Line a steamer with parchment or cabbage leaves. Place dumplings in the basket, steam over boiling water for 10-12 minutes until cooked.
- **Pan-Frying:** (*My favourite for this recipe*) Heat oil in a pan over medium-high. Cook dumplings flat side down for 2-3 minutes until golden. Add 1/4 cup water, cover, and steam for 5-6 minutes. Uncover and crisp the bottoms for an additional minute.
- **Air-Frying:** Preheat air fryer to 190°C (375°F). Lightly oil dumplings, place in a single layer, and cook for 8-10 minutes, flipping halfway through.
- **Microwaving (for quick steaming):** Place dumplings in a microwave-safe dish with a splash of water. Cover and microwave on high for 3-4 minutes until heated through.

Make the Dressing: In a small bowl, mix soy sauce, white wine vinegar, sugar, sesame oil, chilli oil, minced garlic, and minced ginger until combined.

Assemble the Salad: In a large bowl, combine the cooked dumplings, chopped tomatoes, chopped cucumbers, scallions, and coriander. Toss with the dressing and sprinkle sesame seeds on top.

Thank you to our NGINA Partners



WHY PARTNER WITH NGINA?

By partnering with us:

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

NGINA Partner Benefits can include *

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

Partnership Opportunities

Off-The-Shelf Packages

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

Customised Packages

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

To become a partner or for more information scan the QR code or contact NGINA:

t: 02 9679 1472

e: info@ngina.com.au

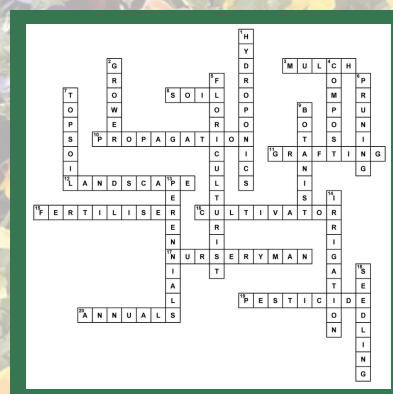


ANSWERS

SUDOKU

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

CROSSWORD











Trusted Partners in Horticulture

GARDEN CITY PLASTICS

Plant Health

Irrigation Line Cleaner & Water Conditioner

Improve the nutrient and water uptake of your plants:

-  Removes bio-film
-  Increases water use efficiency
-  Prevents the build-up of scale from iron and calcium
-  Non corrosive, non hazardous to irrigation systems
-  Completely safe
-  Reduces labour and maintenance costs

AQUAMATE



Order Information

Product Code: AQUAMATE
Product Brand: Advanced Nutrients
Product Size: 20L or 1000L
Ingredient: Organocatalyst & Non-Ionic Surfactants (Patent No. AU 2013267982)



To order online,
scan the QR CODE
Or reach out to any of the
GCP team to get started.



Available from all GCP offices nationwide, enquire now!



 gardencityplastics.com

 1300 695 098

 sales@gardencityplastics.com

Branches in VIC | NSW | QLD | SA | WA – Distribution in TAS | NZ