

Young Growers tour to NZ

Ross Ord
Horticulture Australia Ltd

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Published and distributed by:
Horticulture Australia Ltd
Level 7
179 Elizabeth Street
Sydney NSW 2000
Telephone: (02) 8295 2300
Fax: (02) 8295 2399
E-Mail: horticulture@horticulture.com.au

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Know-how for Horticulture™

Young Australian Growers Tour to New Zealand

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2007



Executive Summary

AUSVEG in cooperation with Horticulture New Zealand arranged an educational tour of vegetable growing facilities, farms and related activities in New Zealand for ten young Australian Growers. The costs of the tour were substantially sponsored by the vegetable levy.

The tour had the following aims:

- Expose growers to a range of on and off-farm business practices
- Develop networks of growers
- Introduce participants to technological innovations and latest farm techniques and practices
- Provide forums to discuss topical issues with their New Zealand counterparts

The fully-escorted tour departed on 27 July and returned to Australia on 4 August 2007. It included farm visits in the Canterbury and Nelson regions of the South Island and attendance at the Horticulture New Zealand annual conference in Christchurch.

Pre-tour administration was handled by AUSVEG, Horticulture New Zealand and Quadrant Australia travel agency. Through these organisations the selection of the participants was conducted and a detailed relevant itinerary was developed to maximise learning and appeal.

The tour was a fantastic experience for the young Growers involved. The tour generated a great deal of discussion over growing techniques, labour issues, industry future, generation y and z, new technology, business practices, water and many other pertinent topics. The young Growers took home a wealth of new ideas and innovations from New Zealand to implement on their farms.

The following recommendations have been drawn from the tour:

1. It is recommended that further international tours for Australian Growers are investigated and promoted to the industry. These tours are a fantastic opportunity for growers to learn about alternative on and off farm business practice and observe the latest technological innovations/techniques. Growers are also able to openly discuss important issues with their overseas counterparts and successfully explore international and domestic networking opportunities.
2. It is recommended that some tours are purely dedicated to Young Growers as they will be the future leaders of the industry and have the most potential to adapt, expand and promote Australian Horticulture.
3. Future tours should seek to visit a balance of different growers/growing methods to ensure that all participant interests are catered for.
4. Ensure that (when possible) different areas of importance/interest are visited to gain different perspectives and a broad understanding of the industry visited.

Young Australian Growers Tour to New Zealand

27 July - 4 August 2007

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-Report-

1.0 Background

AUSVEG in cooperation with Horticulture New Zealand arranged an educational tour of vegetable growing facilities, farms and related activities in New Zealand for young Australian Growers. The costs of the tour were substantially sponsored by the vegetable levy, each participant was asked to only contribute seven hundred dollars.

The tour had the following aims:

- Expose growers to a range of on and off-farm business practices
- Develop networks of growers
- Introduce participants to technological innovations and latest farm techniques and practices
- Provide forums to discuss topical issues with their New Zealand counterparts

Based on a selection process, ten young vegetable levy payers were chosen to take part in the tour and gain first-hand experience from their New Zealand counterparts. Refer to appendix A for the full details of the touring party.

The fully-escorted tour departed on 27 July and returned to Australia on 4 August 2007. It included farm visits in the Canterbury and Nelson regions of the South Island and attendance at the Horticulture New Zealand annual conference in Christchurch.

2.0 Itinerary

The tour included farm visits in the Canterbury and Nelson regions of the South Island and attendance at the Horticulture New Zealand annual conference in Christchurch. Three days were allocated towards field trips and three days were spent at the conference; this provided a healthy mixture stimulating activities.

For the full itinerary refer to appendix B.

3.0 Farm and Related Activity Visits

3.1 Saturday 28 July – Christchurch Area

Cole Property

Our first visit was to a grower by the name of Rob Cole. The Cole property largely grows 'fancy lettuce' varieties, which are prepared and sold as salad mixes. The farm is set up to grow hydroponic lettuce under plastic, over an area of 8,000 sq meters. Currently the Cole property supplies just fewer than half the hydroponic lettuce in the South Island, making them one of the largest growers in the region. It seems that growers in the North and South Island don't send product to the other Island as cost becomes a major factor. Rob grows a mix of red and green coral, red and green oak, cos lettuce, mizuna, rocket, (these are grown to make a basic salad mix). The price he gets is about \$8.50 kg in summer and about \$10.50 in winter, he also sells individuals head lettuce at a \$1.00. The farm produces about 400- 500 kg of lettuce a day. Varieties of lettuce are a big part of his business – it is important to grow the right varieties, which are resistant to disease and aphids and all sorts of eating and sucking insects.

Rob had great tips on selecting new varieties to grow and it was very interesting to see the way he markets his product and manages the price. Sourcing the same/similar varieties in Australia would be a worthwhile exercise. NZ does not have the competition that we do in Australia.

Jornas Nursery

Jornas Nursery is a family run business that has been operating for 15 years. The business grows different plants for the home gardener to the serious farmer. Currently they grow lettuce, celery, flowers, grafted tomatoes, broccoli, cabbage, capsicum and a huge range of ornamentals. The original property consists of a growing area of 8,000sq metres, but they have just opened a new glasshouse nursery with a growing area of 20,000 sq metres, which is situated down the road from their original property. The new site is highly automated; they are able to recycle nearly all their water. The floor of the nursery has been designed so it is self-flooding; the water comes up through port holes in the floor to water the plant roots, after sufficient water has surfaced the water escapes back down the port hole and is recycled so that it may be used again throughout the nursery without wasting a drop, the whole cycle takes 7 minutes. This is a great design, which could be adopted by Australian growers as water is a very valuable. The Nursery uses a very efficient batch coding system and PDA's as a reference for stock and dispatch.

Jornas will go a long way in the future, as they are very dedicated in what they are doing, highly innovative and a great example of what can be achieved.

Island Horticulture

Dave Barton from Island Horticulture is the largest telegraph cucumber grower in the South Island. He grows telegraph cucumber under plastic on 2.5 acre. The hot houses are heated by coal to maintain the best growing climate as it is very cold down the South Island. The farm operates all year round and produces 3 crops a year. In summer the farm produces 20 – 24 tonne a week of telegraph cucumber. The average prices he gets

for his cucumbers are \$1.20 in summer and \$2.50 in winter; prices have changed very little in 10 years.

Island Horticulture is a very good clean operation, they have a small pack house that wraps the cucumber in plastic before a sticker is placed on it the produce. It's a simple operation but very efficient. The conditions in the hot houses where the cucumbers were grown and harvested were very interesting.

The Chilli Company

The Chilli Company produces capsicum and chilli production under 3000 square metres of plastic hot-houses. The plants are delivered as seedlings and grown hydroponically in coconut fibre blocks. The hot-houses are heated by coal furnaces, temperature is constantly monitored; if it drops by a degree, heat is automatically pumped into the houses to retain a nominal temp of 18 – 19 degrees.

After two weeks plants are trellised to the roof, and are currently being fed three times a day. A PRIVA system is used to control the feedings and the humidity of the houses. Ten plants grow from each row are monitored weekly for their height, growth rate, head size and flower strength. Harvest time is for 10 months of the year, producing colours – red, green yellow and orange, all sold through markets on the south island.

The Galaxy Range

Kevin Petrie operates in a co-operative called the Galaxy range which consists of eight growers. They grow hydroponic tomatoes in three different categories:

- 500gm small to medium in size (10 pack)
- 700gm bag, medium size
- 10kg box, medium to large

The Galaxy Range receives tomato seedlings already grafted from Jornas Nursery in Canterbury. Fifty five days from transplant, tomatoes are ready for harvest and are picked on a daily basis. They are grown in coconut fibre and also operate under a PRIVA system to automatically feed the product; PRIVA also monitors the temperature and humidity of the Nursery.

The farm operates under six thousand square metres of glass houses which are heated by coal furnaces. Two to three plants per square metre is the average and the farm is currently producing two tonne of produce per week in the winter period and twelve to fourteen tonne during peak summer production. 60,000 litres of water are used per day to feed his plants in mid-summer. The Galaxy range is marketed to both north and south islands of New Zealand.

Harbour Head Growers

Harbour Head Growers grows capsicum under 7000 square metres of plastic hot houses. The houses are fired by coal furnaces and circulated by fan forced radiators and pipes. Seedlings are purchased for Jornas and transplanted into coconut fibre blocks, then they are placed in a plastic bag of sawdust and are drip fed hydroponically three times daily in winter and up to twenty five times per day in summer with a high calcium content. A PRIVA system is in place to control the feeding and the humidity of the hothouse, which is kept at 19 degrees twenty four hours a day.

Plants are trained to a three stemmed system, trellised to the roof and grow up to a height of three metres. Harvest is ten months of the year, colours produced are red, green, yellow, and orange which are marketed four different ways:

- Loose by weight
- Loose by count
- 4 pack – same colour
- 3 pack – traffic light

All are sold within New Zealand. Each plant produces up to 7kg of fruit.

3.2 Monday 30 July – Christchurch Area

Dianne Fullelove joined the field trips today. Dianne is the People Development Coordinator for AUSVEG. This was an opportunity for Dianne to communicate to the young growers about a new program that aims to deliver business skill development to the industry. It is a program that was identified from VegVision 2020 to encourage participation of growers in their industry.

MG Marketing

The tour group travelled to MG Marketing and met Mr Richard Cameron. The reception was cool as the temperature in the main sales and distribution room was kept at 10 degrees. The product lines are kept separate and broken into similar commodity groups for which there are specific salesman to deal with each product group.

The majority of produce is delivered in returnable plastic crates. Crate costs are included in the sale price until the buyer returns the crate to the crate company and is refunded the bond cost of \$10.00 per crate.

There is no separate distribution centre and product is delivered straight to the retailer. Price is set on supply, demand and quality with quotes being made to the retailer from the wholesaler based on orders estimated from the buyer. There is no contact between different wholesalers as this style of collusion is illegal and strictly policed. Wholesalers are paid on a commission basis of 15% for under \$100,000 gross turn over and 10% for over \$100,000 gross turnover per grower. A supply contract based on orders contain the terms of trade. Buyers pre-order the day before and fine tune the order on the day of delivery. Daily returns are advised to the grower on a set form that is included in the terms of trade.

MG Marketing own nine markets on the South Island of New Zealand and under the name Lamana they own four markets in eastern Australia along with Fruitology in Perth. There are agreements between Australian agents on imports into New Zealand. Additional cleaning of imported produce occurs at the markets under certain guidelines such as around the stalks of capsicums.

This visit has considerable application in the illustration of, how a closer relation between the grower, agent and retailer can enhance the supply chain. With strict rules surrounding the transaction method significantly improving accountability, parties to the supply chain feel confident with their involvement.

Crop and Food Research

The tour group traveled to Crop and Food Research and meet Mr. Stuart Berryman. The research company has a 50 million dollar annual budget and employs 350 staff. There are five main research areas and they include:

- Sustainable Land and Water Management
- High Performance Plants, including, biomaterials, plastic from plants and pharmaceuticals
- Personalised Foods such as individual specific diets
- Soil, Crop and Pest Management
- High Value Marine Seafood Plants

Funding can come from commercial and industrial sources, Government, licensing and royalties.

An example of outcomes from this style of research can be seen in a project called the Potato Calculator. The calculator is a mathematical formula used to accurately predict water and fertilizer needs of any type of crop. Initially designed to address the needs of potatoes it is now being rolled out for a wide range of crops. The calculations are based on measurements including the amount of sunlight, leaf coverage and soil tests. All results indicated a drastic reduction in the use of nitrogen.

Up to half of nitrogen used on previous crops was used after the introduction of the Potato Calculator. The savings possible to Australian horticulture are enormous. Indications also include the potential increase in production through the more timely and efficient application of water and all fertilizer types across the life of the plant. The future introduction of this and other applicable technology into Australian Horticulture should be encouraged and pursued by those with the connections and ability to do so for the benefit of all farmers across Australia.

Potato Storage Facility

The visit to the potato grower consisted of a tour of their storage facility. They send all of their potatoes (10,000t/yr) to McCains to be processed for McDonalds and potato wedges. The factory is a couple of hours drive away from the storage facility, but conveniently located for growers.

In the past when harvesting started, they were always having the problem of not being able to find enough trucks to allow the harvesting to work efficiently. In cooperation with McCains they decided to invest in a storage facility close to their farms so that about half of the potatoes can be stored for about 4 months. The bulk facility is temperature (9°C) and humidity controlled. The storage facility is treated as a separate entity to the farm with the income being generated by McCains paying a storage fee, which they can justify as it provides continuity of supply.

Some industry related topics that were evident today of note included:

- Except for exporting, most produce grown in the South Island is for the South Island; therefore a crate system has developed and is widely used. The producer pays \$1 use fee and an \$11 deposit. The retailer only pays an \$11 deposit to

ensure the return of the crates. This gives substantial cost savings and environmental benefits.

- Attracting labour to the industry is a problem. Their minimum wage is only about \$11/hr. They rely heavily on foreign migrant labour. Our assessment was that they are not critically short of labour because we noticed several instances where an investment should be made to cut labour requirements.
- Because the market in the south island is limited, farmers are generally realistic about the volume they grow and what is required to increase production. The smaller market also means that there is probably a better working relationship with the wholesalers.

3.3 Friday 03 August – Nelson Area

Ewers Farm

We started day eight off in Nelson with a short drive to a nearby farm that was managed by John & Margaret Ewers. The farm consisted of undercover crops and as well as multiple outdoor crops.

The 3 main crops grown all year round hydroponically are 3.3 ha of Truss Tomatoes (varieties: Clarence, Tricia) 2.5ha of green, yellow & red Capsicums (varieties: funkier/derby/farries) and 2.2 ha of continental cucumbers (varieties: Carmen). Grodan master slabs are used in the hanging gutter system and each plant is individually drip fed. Minimal spraying is used due to the fact that they are having great success with an I.P.M program and that bumble bees are used for tomato pollination. They find no need in injecting CO2 in the sheds which other growers opt to do. They use a coal boiler to produce heat to keep the temp in the sheds around 18 degrees at night and a barmy 22 degrees during the day. The farms are managed and run with a combined work force of 110 employees (outdoor / undercover).

Fresh-A-Peel Ltd

The next farm we visited was Fresh-A-Peel Ltd which was owned and operated by Robyn & Gordon Thomas. It's a small operation which has been in business supplying processed vegetables in NZ for the last 13 years.

They have a variety of lines from the salad packs in the summer to the soup packs in the winter. Many different size containers and plastics are used in packaging their products to maintain quality. All of the products are sold by the major food chains and hotels. They use high quality products from local growers and only import a small quantity of tomatoes/capsicums from Australia when the local market is short. Varied machinery is used for chopping/dicing the vegetables and is always cleaned regularly. All benches/tables used are made from stainless steel and workers need to wear protective clothing. The business has 35 employees on the pay roll twelve months of the year and consists mostly of young mums in the preparation sector right through to the experienced truck drivers (1 truck leaves farm every 8 hours). They pride themselves on excellent quality and professional service.

4.0 Horticulture New Zealand Annual Conference 2007

4.1 Annual Conference Day 01

Day 5 saw the beginning of proceedings to the Horticulture New Zealand Conference, including the four specialist Product Groups. The Young Growers Group from Australia attended the Fresh Vegetables Product Group Conference as an introduction to the next 3 days of conferences and meetings.

Firstly, Glenda Gourley from 'vegetables.co.nz' made an informative presentation about the success of last year's initiatives and some exciting prospects for the upcoming year. The website is a great resource for anyone interested in learning more about vegetables and is forever expanding. It has sections for user recipe sharing, resources for school projects to cookbooks and a huge array of images. Plagiarism is also highly encouraged with all resources to help get the information circulating. The '5+ a day' initiative targets children in primary school, delivering a message of healthy eating at home and at school. This is a similar initiative to Australia's 'Go for 2 & 5' and targets our future consumers with goals of creating a strong sustainable future for our industry.

Fellow Australian Phillip Jauncey was invited across the Tasman to speak on his Matilda Farms Queensland operation in the Darlings Down region. The farm exports broccoli and onions by sea container to markets in Singapore, Malaysia and Japan. 60% of their produce is exported and 40% sold on the domestics market where poor prices have made things tough. After heavy investment they ventured into value adding to secure a profitable market at home. Phillip spoke on forced changes due to water shortages and a move in thinking from \$ per hectare to \$ per megalitre of water. Even with this in mind the whole operation is still flood irrigated and runs at about 85% efficiency. The farm is in the process of expanding into Armadale NSW in order to extend their growing season. Labour shortages have also called for a move toward mechanisation and they are currently working on harvesting aids and a machine harvester. There was no doubting that Matilda Farms Queensland had been very successful with their operation and would make a good case study for any business looking to expand.

Just before lunch Shaun Slattery from Market Access Solutionz spoke on changes to the Fresh Vegetables Product Group website. The website is accessible to the public but is positioning itself to be a top resource for growers. Changes are including more comprehensive news and events areas, greater access to industry information and statistics. Most importantly news and updates on current research and development projects will be available before you hear about them in the industry newsletter. It was great to see a focus on grower resource websites which help bridge the confines of distance.

The morning's presentations were all interesting and informative. With the advancements in web based information for both growers and consumers educating and securing markets, Horticulture in New Zealand has a bright future. Thankfully we have similar initiatives working tirelessly to secure the sustainability of the Australian Horticulture industry.

After an enjoyable lunch we recommenced conference proceedings on Tuesday afternoon in which we were addressed by Justin Watson, McDonalds Marketing Director. Justin gave us a comprehensive overview of the McDonalds business in New Zealand.

The first restaurant in New Zealand was established in 1976 and today has grown greatly, to 139 restaurants nationally employing over 6000 staff. He went on to add that 90% of products were supplied by New Zealand companies and that 95% of their meat and vegetables are grown in New Zealand, representing \$100 million dollars worth of produce annually.

He focused on 2 main principles, the first being a strong focus on 4 major areas, those being Quality, Service, Cleanliness and Value. This first principle was adopted by McDonald's founder. The second principle relates to a three legged stool in which the three legs represent the supply, franchises, company and the top of the stool being the customers. He stated that McDonalds is a dynamic company that is forever changing with its customer's requirements. This is particularly evident in today's society with healthy foods and a healthy life style, hence the new McDonalds strategy to cater for all consumers.

The afternoon session was titled 'Vegetable Research and Innovation Board' presented by Dr Sonia Whiteman, research and innovation manager.

VRIB was formed in 2005 representing fresh vegetables, tomatoes, potatoes, processing vegetables, The Asparagus Council and Onions New Zealand. The board is made up of grower representatives with an independent chair person.

The board was set up with a strong export focus as this is a significant part of the New Zealand economy. Likewise, environmental issues are another factor of the board particularly relating to the use of Nitrogen fertilizers, with Nitrates entering New Zealand's notable clean water ways.

The board also plays a role in crop technologies like integrated pest management, in the testing and manufacturing of new "softer" chemicals. They are a pivotal part of the container recovery system, which is basically like the Australian Drum Muster.

The last presentation was by Brett Ashley, Woolworths General Manager. The company Progressive Enterprises Pty Ltd has many trading brands like Food Town, Woolworths, Count Down, Fresh Choice and Super Value, of which they have 220 retail outlets nationally. They employ over 18,000 people, have annual sales of \$4 Billion dollars and have an average of 2 Million customers per week entering their stores.

Progressive Enterprises like to perceive themselves as "The Fresh Food People". He indicated that there was a vast array of customers all of which had different habits, likes and trends, and therefore it was vital to the success of the business to cater for all of their requirements. The Progressive Enterprise Group is the largest of its kind In New Zealand.

4.2 Annual Conference Day 02

First up for the day we started with a small concert with some bongo drums that had all attendees drumming away trying to keep up with the host.

Andrew Fenton the president of Horticulture N.Z had a speech on how by 2021 the turnover of Vegies, Fruit, Olives and Berries will be around \$10 Billion up from 2007 expected amount of \$4 billion.

Jim Anderson minister for Agriculture interested the group when he explained that 95% of Agriculture and Horticulture produce was exported to over 100 countries.

GAEÁ Internationals reprehensive Ray Cesea spoke about different global issues affecting our food choices, such as obesity and organics. There are 300 million obese people worldwide placing extraordinary pressure on national economies trying to cover health and weight related illness expenses. In 2009 the Organic Market should be around \$32 Billion on the move up compared to conventional crop, currently Europe is the largest organic producer.

Most of the points that we heard from the speakers were very interesting and should give us something to think about when marketing and promoting our products.

Seasonal Labour

This session discussed the serious challenges that employers face in finding capable, reliable labour. Within the NZ horticultural industry, there is an estimated labour shortage of around 5000 workers. In response to this challenge, the NZ government has developed the Recognised Seasonal Labour scheme (or RSE). This program assists horticultural businesses to fill labour needs through the use of imported labour. This scheme allows employers to employ workers from various countries, but encourages the use of Pacific Island workers. Imported workers are allowed to work for up to 7 months in an 11 month period, with the option to return the following year.

The benefits are expected to include: a sustainable, reliable labour source; improved farm planning; development of long-term staff; and lower turnover. The major drawback is expected to be the costs involved. Employers must contribute significantly to the airfare, and provide ongoing accommodation arrangements and pastoral care. These costs are expected to limit the ability, particularly of smaller operators, to take advantage of this labour source. This session was very relevant to the Australian situation, as we battle similar labour shortages. At this session, it was noted that Australia will look to implement a similar policy within a few years. Therefore, we should keep an eye on the level of success achieved during the implementation of the RSE scheme, and the main challenges faced. This type of arrangement holds potential to reduce labour shortages however, only time will tell if the cost barrier can be overcome by the majority of employers.

Connecting with Generations Y & Z

This session discussed strategies and techniques that employers can use to attract and retain generation Y & Z workers. Mark McCrindle noted that worker demographics have

changed over the past 10 years we now have an aging workforce worldwide, different worker expectations and difficulty retaining staff, particularly Gen Y workers. This issue is a long-term problem; more workers are leaving the workforce than are coming in.

Gen Y workers have different expectations than the previous workforce. They use different communication methods (i.e. blogs, youtube), and have different priorities than previous generations. Mark suggested several techniques to help attract and retain Gen Y workers: appeal to their emotions, not just logic, be inspiring as a role model, provide fun and variety and shift from command and control management to a more participative approach.

Sue Pickering suggested additional techniques to attract and retain Gen Y workers: provide opportunity for career development, help to change the perceptions about farmers, treat Gen Y's with respect and be a coach. This session was very relevant to the Australian horticultural industry, as we face similar challenges in attracting and retaining the generation Y workforce. Our industry must adapt to the different characteristics of the younger workforce if we are to be successful in moving the industry forward. Sue Pickering noted an important point about the perception of farmers amongst Gen Y. Industry-wide there is a need to promote the lifestyle benefits, career opportunities, and the degree of variety and interesting work that is offered by working in the horticultural industry.

4.3 Annual Conference Day 03

The morning session on day 3 was the final part of the Horticulture Conference and saw different product groups complete the program with their Annual General Meeting and other administrative duties. This was interrupted by Jolene Brown who gave a presentation on 'The top 10 things families do to break up their business'. This informative and humorous speech was very relevant as most farming operations are run by families and their unique relationships.

Before the close of the day Alvah Simon an adventurer presented a slide show on a recent escapade he and taken along with his wife. The quest witnessed many harrowing events as they attempted to wedge their small boat into the Northern Ice Cap and experience the desolation and the harshness of this unsympathetic environment. The whole adventure was a fine line between bravery and insanity.

5.0 Tour Administration

Pre-tour administration was handled by AUSVEG, Horticulture New Zealand and Quadrant Australia travel agency. Through these organisations the selection of the participants was conducted and a detailed relevant itinerary was developed to maximise learning and appeal.

The tour itself was fully escorted by AUSVEG. The carefully constructed itinerary ran smoothly without any hiccups thanks to its detailed information and the willing participants keeping to schedule.

6.0 Summary – Overall Value

The tour was a fantastic experience for the young Growers involved. The tour generated a great deal of discussion over growing techniques, labour issues, industry future, generation y and z, new technology, business practices, water and many other pertinent topics. The young Growers took home a wealth of new ideas and innovations from New Zealand to implement on their farms.

The itinerary was extensive and thorough; allocated timings for visits were generous while being flexible. However, while all farm tours were information and educational, there was a heavy lean towards visiting hydroponic growers. A more even balance of other growing methods should be sought in future tours. Also on this occasion it would have been very suitable to visit some of the large growing companies located on the North Island to gain a different perspective.

The young Growers involved were attentive, intelligent and considerate; a great representation of the Australian Industry.

This tour to New Zealand achieved all its objectives.

7.0 Recommendations

1. It is recommended that further international tours for Australian Growers are investigated and promoted to the industry. These tours are a fantastic opportunity for growers to learn about alternative on and off farm business practice and observe the latest technological innovations/techniques. Growers are also able to openly discuss important issues with their overseas counterparts and successfully explore international and domestic networking opportunities.
2. It is recommended that some tours are purely dedicated to Young Growers as they will be the future leaders of the industry and have the most potential to adapt, expand and promote Australian Horticulture.
3. Future tours should seek to visit a balance of different growers/growing methods to ensure that all participant interests are catered for.
4. Ensure that (when possible) different areas of importance/interest are visited to gain different perspectives and a broad understanding of the industry visited.

8.0 Appendix

8.1 Appendix A – Participants List

Dates:	Friday 27 July to Saturday 04 August 2007
Route:	Melbourne – Christchurch – Nelson – Sydney
Passengers:	Damien Armistead Andrew Bulmer Wesley Copeland Cameron Gow Timothy Harslett Tally Mathews Brock Shields Brent Story Jamie Trandos Bradley Vogrig
Tour Leader:	Matthew Wickham (AUSVEG)

8.2 Appendix B – Full Itinerary Summary

Friday 27 July	Travel from Melbourne to Christchurch.
Saturday 28 July	Christchurch Field Trips, Troy Matthews (Guide)
9.20am	83 Walters Road – Farm tour presented by Rob Cole. This farm grows a variety of lettuce under plastic greenhouses
10.05pm	Jorna’s Nursery – Farm presentation from Paul. Jorna’s are propagating a variety of seedlings on two different sites
1.00pm	Island Horticulture, Dave Barton – Largest Telegraph cucumber grower in the South Island
2.00pm	Troy Matthews – Growing Chilies & peppers
3.10pm	The Galaxy Range, Kevin Petrie – Tomato Grower
4.00pm	Harbour Head Growers, Chris Sinnott – Growing Capsicum & Egg Plant
Sunday 29 July	Free day
Monday 30 July	Christchurch Field Trips, Nigel McCartin (Guide)
8.30am	MG Marketing, Richard Cameron – Produce wholesaler
9.35am	Crop & Food Research Limited, Stuart Berryman – Food research discussion
10.45am	Tony Norton – Growing glasshouse tomatoes 1.3 hectares
12.15pm	Oakleys Premium Fresh Vegetables, Robin Oakley – Growing Broccoli, cabbage, cauliflower, broccoflower, potatoes
2.35pm	Leaderbrand, Mike Arnold – Growing Broccoli
Tuesday 31 July	Horticulture New Zealand Annual Conference 2007 – day 1
Day	Fresh Vegetable Product Group Conference Potato Product Group Process Vegetable Product Group Fresh Tomato Product Group Exotics Forum NZ Agrichemical Education Trust AGM

	Summer-fruit NZ Executive Meeting
Evening	2007 Young Horticulturist Dinner
Wednesday 01 August	Horticulture New Zealand Annual Conference 2007 – day 2
Morning	Address by Andrew Fenton, President Horticulture NZ Address by Ray Cesca, GAEÁ International, USA Address by Debbie Perkins, Managing Director, Radobank International
Afternoon	<i>Breakout Sessions</i> 1. Seasonal Labour 2. Connecting with Generations X & Y 3. Strategies for success in the International Market
Evening	Conference Awards Dinner
Thursday 02 August	Horticulture New Zealand Annual Conference 2007 – day 3
Morning	NZFF AGM Vegfed AGM Address by Jolene Brown, USA 5+ a Day Update Horticulture NZ AGM
Afternoon	Address by Alvah Simon, Adventurer Andrew Fenton – Wrap Up Close
Evening	Transfer to Nelson
Friday 03 August	Nelson Field Trips
9.00am	Ewers Farms, John and Margeret Ewers – Undercover crops and multiple outdoor crops
11.30am	Fresh-A-Peel, Robyn & Gordon Thomas – Inspect and discuss their vertically integrate and value adding operation
2.00pm	Robie and Cheryl Conning – Outdoor growing operation
Saturday 04 August	Return transfers from Nelson to Sydney