

NGIA CLIPPINGS

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This month's Nursery Paper... Insurance in the nursery & garden industry

Relying on Mother Nature to earn a living can be unpredictable and risky, regardless of the size or location of your business. Businesses in the Nursery Industry require robust risk management plans, tailored insurance products and services and the support of their Industry Association to guide them through the myriad of issues. In this Nursery Paper, we take a closer look at insurance and risk management advice and the benefits to your business.



NGIA FISHING DAY AND COMPETITION

Are you the best fisherman in the Industry?



What better way to kick off the 2010 Nursery & Garden Industry National Conference and Awards than with a fishing day!

The 2010 NGI Conference is to be held in Darwin from April 19 to 22, 2010. The Fishing Trip will be held before the Conference officially begins on Monday the 19th.

Trophies are sponsored by Dracaena Farm Nursery and will be presented for:

- The heaviest fish (offshore)
- The longest combined meters of fish

Due to the popularity of fishing trips and limited numbers of boats in Darwin at this time of the year we need to book the boats now! Therefore we are asking you for your expression of interest in being a part of the NGI fishing day.

If you would like to take part in the fishing competition please email natalie.walker@ngia.com.au to receive a payment form by August 14, 2009. The day will cost around \$150 per person (prices may change subject to final numbers) Payment is required by August 31, 2009 and will guarantee you a spot on the boat and the chance to be named best fisherman in the industry.



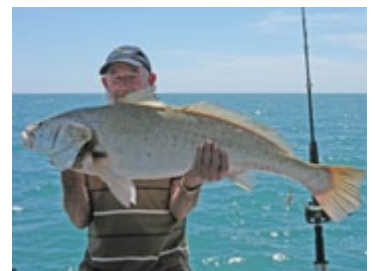
Darwin - April 19 - 22, 2010



Noel Mansfield, Mansfield's Propagation Nursery



Bryan Hillier, Dracaena Farm Nursery



Robert Harrison, Greenhills Propagation Nursery

If the propagators can catch fish this size, what could the growers catch?

National Invasive Plants Survey – get involved!

NGIA is conducting a national invasive plants survey to help us address the level of awareness of growers and retailers regarding the plants they sell, and we need you to help us by taking part.

The survey will occur in two stages. Stage one is currently underway and will examine annual production lists nationwide for recognised invasive plants.

As part of stage two, a survey will be conducted to collect data from production and retail nurseries nationwide. This will gauge how familiar businesses are with invasive plants and determine if these are still offered for sale.

With an increasing focus on environmentally sound business practice, it is vital that you participate in this project.

All information gathered will be kept private and used only for research purposes. Business details will not be disclosed in the final report.

If you would like to know more about this project or to forward your list, contact Del Thomas ph/fax (02) 6557 2727 or email delwyn.thomas@ngia.com.au

Take part in the industry publications survey

NGIA is in the process of reviewing our publications. To help us with this, we are conducting a publications survey.

You should have already received this survey via fax or email. Please assist us by filling it in and faxing/emailing it back to us, this way we can ensure we are delivering the information you require in the publications we provide for you.

For queries about this survey, or for a copy, please contact Sarah McMahon at NGIA ph (02) 9876 5200, email sarah.mcmahon@ngia.com.au

Great opportunities at the Nursery & Garden Industry Conference, Darwin 2010

The 2010 Nursery & Garden Industry National Conference will be held in the beautiful Northern Territory from April 19 to 22, 2010.

A fantastic social schedule and conference program are being developed by the Conference Committee. To complement it, NGIA has developed a supporters program that will allow you to promote your business and your products throughout the Conference.

Although an exhibition has not been included in the 2010 Conference, there are many practical ways to get involved and promote your product or service to the industry.

Past supporters of NGIA events are being offered a 10% discount on Bronze Conference packages. This is a saving of \$350.00 and includes a full registration to the Conference among many other great benefits.

Promotion begins later in the year and you are encouraged to get on board early to maximise your involvement.

Darwin is a unique and exciting destination. It will deliver a positive educational and developmental experience – as well as a lot of fun!

For more information on this offer and all the packages available in 2010 download the sponsorship prospectus from www.ngia.com.au or contact Kobie Keenan on 0410 686 901 or via email: kobie.keenan@ngia.com.au.



Darwin - April 19 - 22, 2010

Awards close soon – get your submissions in!

The 2010 Nursery & Garden Industry Awards close on July 26, 2009 and the countdown is on, so be in quick to take advantage of this invaluable opportunity.

Submissions are coming in thick and fast - make sure yours is one of them!

The Nursery & Garden Industry Awards give businesses the opportunity to promote themselves as industry leaders. By entering the Awards you are inspiring others to strive for excellence and are making a strong statement about your organisation's commitment to the professionalism of the industry.

Taking part in the Awards also means you will receive useful feedback from the judges which will provide the opportunity to analyse where you are at, where you want to go and what you need to do to get there as a business.

Participation is a team effort for your business, getting your staff involved will reward you with improved staff morale and a more successful business.

In order to enter, download an entry form from the NGIA website www.ngia.com.au and follow the steps or contact Natalie Walker ph (02) 9876 5200, email natalie.walker@ngia.com.au



Industry applauds NSW Government for new water rules

NGIA welcomes the lifting of water restrictions in the Greater Sydney area, and the implementation of the new Water Wise Rules, as announced by NSW Water Minister Phil Costa on June 21.

The new rules allow hand-held hoses, sprinklers and watering systems to be used any day before 10 am and after 4pm.

Furthermore, nurseries, market gardeners, landscapers and garden contractors are exempt from these rules and no longer require permits to be granted exemption.

NGIA applauds the NSW Government for implementing the new Water Wise Rules and supports more balanced approaches to maintaining water supplies.

In line with the Industry's Water Policy, the government's water rules are imposing water

conservation methods, not restrictions. This is encouraging, as it emphasises a shift in behaviour, not just a regulatory compliance.

IDO for NSW & Water, Michael Danelon, says residents and businesses in the Sydney, Illawarra and Blue Mountains regions have adjusted to reduced water availability. "The move to Water Wise Rules is due recognition for the savings achieved under an increasingly wiser and responsible gardening community."

However, despite these new rules, NGIA is still encouraging Sydney home gardeners to maintain conscientious water use, and to get down to their local garden centre for help and information regarding water wise gardening.

Check out the new NGIA website!

In June, NGIA re-launched its new industry website, www.ngia.com.au had a total revamp with a new back-end content management system.

The NGIA site has been simplified and provides clear and concise information on the programs which NGIA offers as well as updates on the latest news and upcoming events within the industry. It links through to each of the Nursery & Garden Industry State Associations.

The site is designed to be user-friendly and will be added to over time and updated as programs change and develop. The content

is managed from in-house so updates are instant and completely controlled by NGIA.

The next stage of the website project will be the linking of the industry database. This will give access to a range of other information to enable better, efficient communication to all of industry.

Please let us know what you think about the new site, we welcome your feedback. For queries or comments please contact Sarah McMahon ph (02) 9876 5200, email sarah.mcmahon@ngia.com.au



The new NGIA website

President's Comment

The Nursery Industry has changed dramatically over the past decade. Unfortunately, many industry businesses have failed to adjust to these changes, proving unable to capitalise on opportunities as they arise.

In response to these changes and in consultation with the Industry Advisory Committee (IAC), we have reassessed our activities to ensure a fresh approach to the expenditure of levy funds (the Pot Levy). Your National NGIA Board has worked hard with NGIA CEO Robert Prince to strengthen all operations, including the staff and their roles.

We must remain transparent to our membership as well as to those empowered to monitor the distribution of levy and government monies. This means use of levy monies to achieve their purpose – the increased sale of plants.

In response to this issue we have created a new formula for the distribution of levy funds across the States in line with plant sales, the number of industry businesses, the population and Association membership.

The current Industry Needs Assessment process which is being carried out around the States is a requirement of HAL, and gives every levy payer in Australia the opportunity to voice their opinion. Please participate in this process. We need to hear "warts and all" your individual assessment so we can continue to deliver on the outcomes you require.

Finally, be sure to make the most of these last few weeks before spring. People are spending more time at home and there has been a huge growth in the Grow Your Own trend. This provides our industry with the opportunity to ride out the storm with strength. Please don't sell yourself or your enterprise short. If you are looking for tips on marketing ideas contact your State Nursery & Garden Industry Association or go to the NGIA website www.ngia.com.au



Geoff Richards, NGIA President

Upcoming events

July 14, 2009

NGINA Dubbo Trade Day

Dubbo, NSW

Contact: Robert Lee

Ph: (02) 6548 2472

Email: merriwa.nursery@hunterlink.net.au

www.ngia.com.au

July 28, 2009

Spring Green Expo

Gold Coast Convention Centre

Gold Coast, QLD

Contact: Sarah Manser

Ph: (07) 3277 7900

Email: info@ngiq.com.au

www.ngiq.asn.au

July 28, 2009

NGINA Trade Day, Wagga Wagga

Wagga Wagga, NSW

Contact: Geoff Rapley

Ph: (02) 6922 5746

www.ngia.com.au

July 31, 2009

Climate Change – Farm Building Resilience & Farm Profit

Gold Coast, QLD

Contact: Green Planet

Ph: (02) 6622 1226

Email: greenplanet@optusnet.com.au

www.farmready.gov.au

August 4, 2009

NGINA Trade Day

Rouse Hill, NSW

Contact: Kay Vargas

(02) 9679 1472

Email: info@ngina.com.au

www.ngina.com.au

August 4, 2009

NGIV Trade Day

Melbourne, VIC

Contact: Susan Okah

Ph: (03) 9576 0599

Email: ngiv@ngiv.com.au

www.ngiv.com.au

August 11, 2009

NGINA Dubbo Trade Day

Dubbo, NSW

Contact: Robert Lee

Ph: (02) 6548 2472

Email: merriwa.nursery@hunterlink.net.au

www.ngia.com.au

August 18

NGIQ Toowoomba Trade Day

Toowoomba, QLD

Contact: Sarah Manser

Ph: (07) 3277 7900

Email: info@ngiq.asn.au

www.ngiq.asn.au

New tool for Industry employers



Along with the revamped NGIA site, the brand new Green-life Careers website was launched in June. This website promotes careers and employment in the Nursery & Garden Industry – and it's not just for school leavers.

The website is the best way for industry personnel to:

- Stay current on industry employment issues
- Access state and national workplace relations resources
- Locate Apprenticeship and Traineeship information
- View a list of eager employment seekers
- List your positions vacant
- Find state and national industry training and events

Green-Life Careers is the only website dedicated to providing career and education information for the Nursery & Garden Industry.

Green-Life Careers. Dedicated to our industry's future.

www.greenlifecareers.com.au

For further information contact Fiona Kelly, National Training & Recognition Manager, NGIA on (02) 9876 5200 or careers@ngia.com.au



Get involved with Industry Careers Project

The Green-Life Careers project is so much more than just one website. It includes involvement with national careers networks / educators / government bodies; national advertising campaigns; DVD releases; marketing material; national expos and more.

Looking closely at the material that has been placed on to the dedicated website, you will see that a major objective of the project is to supply school leavers, parents, career advisors and mid-life career changers the most current and detailed information on the opportunities available within our sector of the industry.

Now, here's where you come in..... Who can give the best information on jobs within the industry? The simple answer is 'YOU'!

If you are one of those people concerned about the future of the industry and the shortage of new and enthusiastic personnel, then this is one way to make a simple contribution.

We would like to include on the various sector pages of the website a 'real-life' description of a job, what you love about it, how you got there etc. And, if you would like to become more involved, you can even include your contact details for any questions a future NGI person may have – of course, that is optional.

A standard questionnaire template is available from the Employer Assistance page of the website www.greenlifecareers.com.au or via mail/email by contacting Fiona Kelly, National Training & Recognition Manager, NGIA on (02) 9876 5200 or careers@ngia.com.au

Green-Life Careers. Dedicated to our industry's future.



July edition of NGIA Clippings compiled and edited by Sarah McMahon, NGIA Communications & PR Coordinator.



This symbol tells you that the project, activity or event you're reading about is funded by your Nursery Industry Levy dollar.