

NGIA *Xmas* CLIPPINGS

December 2009 Issue no.11

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This month's Nursery Paper... Profit from improved Supply Chain Management

There are a range of intellectual property laws associated with plants, trademarks and associated contracts. Recently, patent law has become more widely utilised providing an additional tool for the nursery & garden industry to assist with the protection of intellectual property involved with the breeding, selection and selling of new plant varieties. In this Nursery Paper, Robert Chin, Nursery Industry Development Officer for Victoria will introduce you to the process of plant patents and how they may affect the way you protect your plants into the future.



2010 Nursery & Garden Industry State Awards



NGIA would like to congratulate all the individuals and businesses who entered the 2010 Awards. All State Winners will now advance to the National Finals. The National Winners will be announced in April at the Nursery & Garden Industry Australia Awards Gala Dinner, held in conjunction with the 2010 Conference in Darwin.

NSW/ACT

Elegant Outdoors
Mittagong Garden Centre
Boyd's Bay Garden World
Engalls Nursery
Jamberoo Native Nursery
Colourwise Nursery
Ramm Botanicals
Yarralumla Nursery
Provincial Plants and Landscapes
Ramm Botanicals
Ramm Botanicals
Mark Engall
Brunnings Garden Products
Ramm Botanicals

VIC

Gisborne Nursery
Riverside Gardens
Van Loon's Garden Centre

Best Small Garden Centre
Best Medium Garden Centre
Best Large Garden Centre
Best Small Production Nursery
Best Medium Production Nursery
Best Large Production Nursery
Best Propagation Nursery
Best Government Nursery
Environment Award
Community Award
Training Award
Young Leader
Allied Supplier Award
Export Award

Best Small Garden Centre
Best Medium Garden Centre
Best Large Garden Centre

Dream-time Wholesale
Speciality Trees
Warners Nurseries
Mansfield's Propagation Nursery
AQIS Post Entry Plant Quarantine Centre
Mansfield's Propagation Nursery
Bulleen Art and Garden
Mansfield's Propagation Nursery
Ben Scoble
Mr Fern Nurseries

QLD

Trevallan Lifestyle Centre
Bay Plant Shack
Nielsen's Native Nursery
Hilliers Horticulture
Dracaena Farm
Birdwood Nursery
Coastal Nursery
Ryan Eaton
Greenfingers Pty Ltd

SA

Wild Mulberry Garden Centre
Semaphore Garden Shop
Vadoulis Garden Centre
Lewis Horticulture
Krystal Eliot
Brunnings Garden Products

Best Small Production Nursery
Best Medium Production Nursery
Best Large Production Nursery
Best Propagation Nursery
Best Government Nursery
Environment Award
Community Award
Training Award
Young Leader
Export Award

Best Small Garden Centre
Best Medium Garden Centre
Best Large Garden Centre
Best Small Production Nursery
Best Medium Production Nursery
Best Large Production Nursery
Best Propagation Nursery
Young Leader
Allied Supplier Award

Best Small Garden Centre
Best Medium Garden Centre
Best Large Garden Centre
Best Large Production Nursery
Young Leader
Allied Supplier Award

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2010 Nursery & Garden Industry State Awards (continued)

TAS

Woodlea Nursery

Medium Production Nursery

NT

Geoff Miers Garden Solutions
Cycad International
Geoff Miers Garden Solutions
Allora Gardens
Dominic Campisi
Yates
Cycad International

Best Small Garden Centre
Best Small Production Nursery
Community Award
Training Award
Young Leader
Allied Supplier Award
Export Award

WA

Australian Native Nurseries Group
Zanthorrea Nursery
Dawson's Garden World Forrestfield
Albany Forestry Research Centre
Alcoa's Marrinup Nursery
Domus Nursery
Alcoa's Marrinup Nursery
Everlasting Concepts
Alcoa's Marrinup Nursery
Ben Mitchell
Yates Australia
Scotts Australia

Best Small Garden Centre
Best Medium Garden Centre
Best Large Garden Centre
Best Small Production Nursery
Best Medium Production Nursery
Best Large Production Nursery
Best Propagation Nursery
Environment Award
Community Award
Young Leader
Allied Supplier Award
Allied Supplier Award

Nurseryman named HAL Young Leader



Know-how for Horticulture™

On November 18 Queensland nursery owner Ross Wilson was presented with a Young Leader Award at the 2009 HAL Awards. Ross says his proudest achievement was setting up his first business, a wholesale production nursery, at the age of 18.

Now in his early 30s Ross runs Coastal Nursery, a successful wholesale tubestock nursery in Mudgeeraba Queensland, employing a staff of nine. Originally, Ross had an ulterior motive in setting up his production nursery business - to support his aspirations to be a property developer.

"I bought my first property at 19, and wanted to have a nursery to do the landscaping," he says.

Ross and his wife Tracey have continued to run their businesses successfully, doing nothing in half measure.

"I recognised that it was imperative to work extremely hard in the initial phases of opening my own businesses to get runs on the board. I spent many nights at the potting bench under spotlights to enable me to produce the stock required for the nursery.

"This industry offers a great quality of life, enabling me to combine my interest and passion for plants together with my aspirations to be a successful businessman."

Ross is also involved in industry bodies having been a board member of the Nursery and Garden Industry QLD (NGIQ) Gold Coast branch since 2001 and serving as president of the branch for two years from 2006. He is currently a board member of the management committee of NGIQ.

He has been a role model and industry champion, attaining accreditation and

Ecohort certification and encouraging other nurseries to do the same.

"We involve ourselves in our industry bodies because it's good to give back to an industry that's given us so much," Ross says.

The other 2009 Young Leader is Victorian vegetable farmer Rick Butler.



HAL Young Leader Ross Wilson (right) is congratulated by Dr Nigel Steele Scott, HAL Chair at the time of presentation.

Judy honoured with Gold Laurel

At the Horticultural Media Association (HMA) Laurels, held in Adelaide on October 29, NGIA Marketing Committee member Judy Horton was awarded with a Gold Laurel and inducted into the Hall of Fame.

The Hall of Fame Gold Laurel is awarded for longstanding contribution for communicating and encouraging a love of gardening to the general public.

Judy, who is currently Communications Manager for Yates, says she was very surprised when she found out she had won the award. "I am so honoured to be following in the footsteps of great gardening communicators like Allan Seale, Kevin Heinze and Shirley Stackhouse, people who have inspired me."

Judy began in the industry in the early 1980s, after spending some time as a primary school

teacher. As she established her garden outside her Dural home, her passion for plants began to grow. When her children started school, Judy began study at Ryde School of Horticulture. Judy has had 10 years experience in retail nurseries as a garden adviser and seven years with NSW National Trust as a bush regenerator, she has written two gardening books and many articles for gardening magazines and is regularly on 702ABC Saturday morning talkback as well as 2UE garden talkback.

Judy, who is currently secretary of HMA NSW, says she plans to continue what she is doing - talking to groups, radio work, writing and communicating the joys and benefits of gardening. "If I ever lose the buzz of enjoying plants and gardening, I'll retire."

Judy would like to thank Yates for the opportunities they have given her. "The business has maintained its commitment to core purpose by continuing to hire a full-time horticulturist in my position."

Other 2009 Hall of Fame Gold Laurel winners were Colin Campbell and George Jones.



Yates Communication Manager Judy Horton is all smiles when she is awarded the Gold Laurel by Horticultural Media Association President Lionel Sach.



Grasp Your Opportunities in Darwin -

be a part of the 2010 Nursery & Garden Industry National Conference



Darwin - April 19 - 22, 2010

Whether you are a retailer, production nursery or allied trader, NGIA urges you to be part of the 2010 Nursery & Garden Industry Conference in Darwin.

The 2010 NGI National Conference is all about making the most of the opportunities around us. As an industry we face many challenges. While recognising these challenges, the theme of the conference – Grasp Your Opportunities – is a positive one.

We can lead the way and position this industry as the solution to environmental issues, maintaining the health and well-being of our nation and creating a haven from the stresses of this world.

The 2010 conference program will include plenary sessions confronting the issues of staffing, sustainability of inputs, new players in the market and biosecurity. The technical and retail streams will focus on the key issues for retailers and growers. The conference will be informative, lively and jam packed with ideas, supported by great speakers and set against the unique backdrop of the Top End.

We are pleased to announce the MC for the 2010 conference is Judy Horton, Communications Manager from Yates Australia. Judy was recently presented with

the Horticultural Media Association Hall of Fame Laurel for outstanding contribution in promoting gardening.

Some highlights of the program include:

- A tour day where you can experience the magic of Darwin while getting ideas and inspiration for your business
- A lively panel discussion from representative's of our key inputs – pots, water, growing media and fertiliser
- A crystal ball gaze into what we can expect for the future
- Tips on engaging and keeping "good" staff while increasing your productivity
- Advice about how to use the media to benefit your business
- An entertaining debate between some industry icons and the new guns making a name for themselves

The 2010 conference incorporating the National Nursery & Garden Industry Awards runs from Monday April 19 to Thursday April 22, 2010 and will be held at the Darwin Convention Centre. Please contact Natalie Walker on (02) 9876 5200 for more information or visit www.ngiaevents.com.au/conference2010

Registration opens December 15, 2009.

Climate change communication brochure for industry

Recently there has been debate about climate change and emission trading, mostly in relation to where agriculture fits into the proposed Australian Emission Trading Scheme.

Some of the key challenges arising from predicted climate change and variability include securing adequate water supplies for irrigation of green-life and changes in pest and disease dynamics, such as heightened risk of exotic pest incursions.

The Climate Change Research Strategy for Primary Industries (CCRSPI) program and Horticulture Australia Limited (HAL) have recently published a brochure 'Horticulture and Climate Change' to provide succinct information to growers about climate change and variability. This brochure provides information about:

- Predicted climate change impacts on horticulture,
- Research underway to assist growers to respond to climate change,
- Practical measures to mitigate and adapt to the challenges and opportunities presented by climate change, and
- A glossary of commonly used climate change terms

To download a copy of brochure, please visit the NGIA website www.ngia.com.au

If you would like further information on climate change and variability and what it means for industry, contact Dr Anthony Kachenko, NGIA Environmental and Technical Policy Manager on (02) 9876 5200 or anthony.kachenko@ngia.com.au

President's comments

It has been a month since I was elected President, and what a month of differing activities!

Immediately after the Annual General Meeting in Brisbane, NGIA CEO Robert Prince and I visited nurseries in Far North Queensland to gain an understanding of some of the issues facing businesses in an area where the major customer base is over 600km away and unemployment is running at over 14%.

The weather had not been "usual" with cool night temperatures and low humidity having an impact on plant growth. This highlighted that just slight temperature changes will affect the way in which we operate, and we need to be prepared for this in an era of climate change.

I have also attended my first Horticulture Australia Ltd (HAL) Forum, a two day meeting of Horticultural Industries and HAL staff to discuss and review performance of the sector and what challenges the industries face. Discussions regarding levy funds and government matched funds identified the need for stronger measurement of the economic and social benefits of R&D and marketing.

Finally, I would like to mention the industry National Awards program, which recognises excellence and provides an opportunity for all businesses to compare how they are travelling both at state level and nationally.

This program was reviewed by the team at NGIA and the entry process is now simpler, the categories have been modified to recognise key business differences and as a result more businesses have got involved and new entrants have had success. All businesses who entered are already "winners" as the process brings staff together as a team.



Bryan Hillier
NGIA President

Upcoming events

December 14, 2009
NGINA Trade Day, Dubbo
Dubbo, NSW
Contact: Robert Lee
Phone: 02 6548 2472
Email: merriwa.nursery@hunterlink.net.au
Web: www.ngina.com.au

December 15, 2009
NGINA Trade Day, Newcastle
Contact: Norma Peters
Phone: 02 4982 8209
Email: info@ngina.com.au
Web: www.ngina.com.au

January 5, 2010
NGIV Trade Day
Caribbean Gardens, VIC
Contact: NGIV
Ph: 03 9576 0599
Email: ngiv@ngiv.com.au
Web: www.ngiv.com.au

January 20, 2010
NGIQ Trade Day
Bowens Hills, QLD
Contact: Sarah Manser
Ph: 07 3277 7900
Email: info@ngiq.asn.au
Web: www.ngiq.asn.au

January 30, 2010
Reed Gift Fair
Melbourne
Web: www.reedgiftfairs.com.au

February 2, 2010
NGINA Trade Day
Rouse Hill, NSW
Contact: Mon Lulan
Ph: 02 9679 1472
Email: info@ngina.com.au
Web: www.ngina.com.au

February 2, 2010
NGIV Trade Day
Caribbean Gardens, VIC
Contact: NGIV
Ph: 03 9576 0599
Email: ngiv@ngiv.com.au
Web: www.ngiv.com.au

February 4, 2010
NGINA Negotiating for a Win Win Outcome
Sydney, NSW
Contact: Mon Lulan
Phone: 02 9679 1472
Email: info@ngina.com.au
Web: www.ngina.com.au

NGIA Office Christmas hours

Nursery & Garden Industry Australia will close for Christmas at 5pm on Wednesday December 23, 2009 and re-open at 9am on Monday January 4, 2010. On behalf of the CEO, staff and Board we wish you all a very Merry Christmas and a Happy New Year.

New National Marketing Committee

The National Marketing Committee has been restructured and NGIA would like to welcome four new members to the committee; Gary Spink of Marlborough Nursery (QLD) Matt de Ville of Oasis (NSW), John Van der Horst of Acorn Nursery (VIC), and NGIA Board Member Geoff Richards of Richgro (WA). Judy Horton of Yates (NSW) remains on the committee.

Industry Training Package update

The industry continues to discuss with AgriFood Skills Australia (AFISC) our requirement for specialised streams for Production and Retail qualifications in the national VET training package.

Negotiations are continuing with AFISC regarding the need to include specialised Certificate II, III, IV and diploma level qualifications for both Retail and Production Nursery.

Work was completed by NGIA on behalf of industry, and submitted to AFISC in July 2008, requesting these specialised qualifications and also included a list of mandatory industry subjects. This request (as of November 23) is yet to be confirmed by AFISC.

Currently AFISC feedback advises that low enrolment numbers for some qualifications (including Retail and Production Nursery) over the past few years indicate no requirement

to spend time on the design of specialised qualifications in these areas.

The industry, via NGIA, has spent much time and effort over the past 12 months on the promotion of careers for our sector through the Green-Life Careers project and other related promotional campaigns.

It is our belief that to exclude the Production and Retail specialised streams from the ACH10 national training package (containing mandatory units) would be detrimental to the future of our industry. Qualifications containing mandatory units applicable to the production and retail sectors will assist in the industry's effort to stop the 'watering down' of graduate's skills and knowledge as reported by industry employers over the past few years.

For further information on the status of the draft qualifications go to the AFISC website www.agrifoodskills.net.au or call Fiona Kelly at NGIA on (02) 9876 5200.

Industry Employment Board grows in number and diversity



With a staggering 1000 hits in this past month alone, the popularity of the industry's dedicated 'job board' continues to increase with a huge diversity of positions currently being advertised.

There are currently (as of November 23), 27 positions being advertised from around the country and these range from roles such as propagation management, sales & merchandising coordination, through to a gardening editorial assistant position in Better Homes & Gardens magazine.

The word continues to spread on the free advertising space available to all employers,

from all sectors of the industry, with great success stories coming out of this free service.

To view the Employment page, go to the NGIA website www.ngia.com.au or to the Green-Life Careers website www.greenlifecareers.com.au. For further information contact Fiona Kelly at NGIA on (02) 9876 5200 or email careers@ngia.com.au

Green-Life Careers – Dedicated to the Industry's Future.



December edition of NGIA Clippings compiled and edited by Sarah McMahon, NGIA Communications & PR Coordinator. sarah.mcmahon@ngia.com.au



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