

Ormond
Nurseries Ltd
MARLBOROUGH

Proud to Support Young Viticulturist of the Year since 2006

Proud to Sponsor the Professional Reputation Award since 2020



Congratulations

A big congratulations for putting your hand up to participate this year in the **Young Viticulturist of the Year 2023.**

We wish you well on your journey, and we are always happy to help if you have any questions.

Thank you to Nicky, and to the rest of the sponsors.

Good luck, and remember the entire industry is here to support you.

History

- With more than 40 years of experience, Ormond Nurseries is the oldest grafted grapevine nursery in New Zealand.
- Ormond Nurseries began in Gisborne in the 1970's and shifted down to Marlborough in 1995 to take advantage of the growing opportunities in the wine industry.
- There are currently 5 grafted grapevine nurseries nationwide, but we are the only certified grafted grapevine nursery in the South Island.
- We are also commercial grape growers, which gives us scope and measure to see exactly what challenges our customers face and how we can help.

Grafted Grape

- Grafting grape plants is a unique and specialised service to the wine industry.
- With over 25 different steps from start to finish, it is a fast paced, dynamic industry that involves horticulture, specialised machinery, seasonal labour, science and technology, plant brokering and quick thinking.
- In order to keep plant prices low and to pass these savings on to our customers, we rely on a small team of permanent staff to be flexible and hard working. We currently employ 5 permanent staff and up to 60 casual staff during our busy season June – December.
- We are a key service provider to a constantly changing and trending industry. It takes us 2 years and 25 different steps to craft a grape-vine so we need to anticipate any changes two years ahead of time.

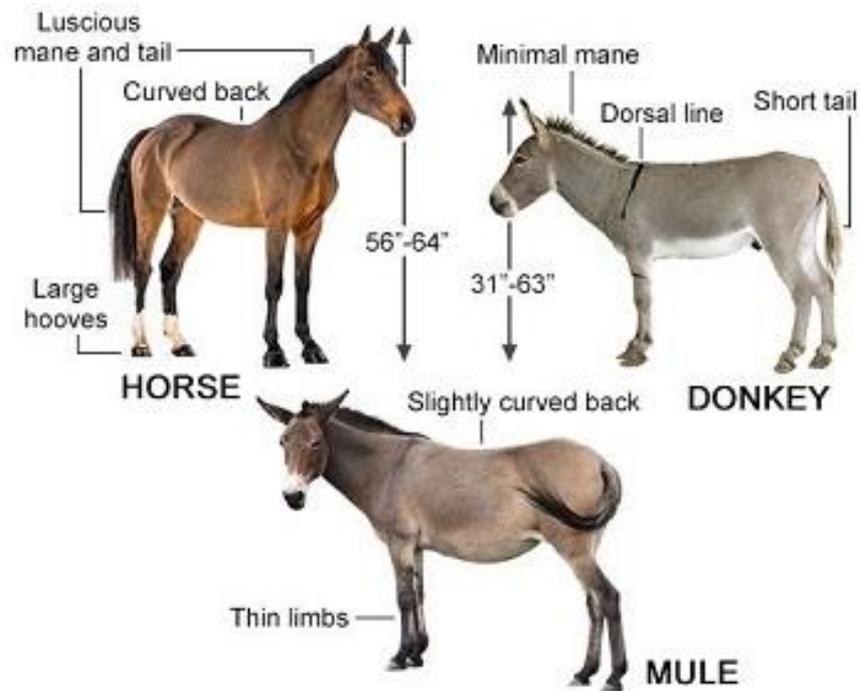
Why We Graft Grape Plants

- Phylloxera is an aphid that attacks the root system of a grape plant, strangling it, reducing productivity and eventually killing it.
- Certain rootstocks can also change certain attributes of the scion wood such as vigour, drought, timing of bud burst and ability to handle salinity.



Challenges

- Grape plants are not meant to be grafted together. It is possible, but it is not biologically meant to occur in nature. You are matching two different species.
- Each grafted combination presents its own unique set of challenges.
- These unique challenges, when also combined with difficulties surrounding weather, human labour, or the wine can lead to a very complex business.



Business - Past

- In 2002, ONL had a 5-year waiting list for grape plants.
- In 2009, we were pulling out our mother blocks due to insufficient sales relating to the GFC.
- Once demand started rising again in 2011, we were able to replant our rootstock blocks with technology we had witnessed overseas.
- Today, 2023, we face a large, dynamic and constantly changing waiting List over the next 2 years
- We are facing a huge surge of growers wanting to replant older vineyards, but also not wanting to pull out profitable blocks so we are constantly dealing with changing plans.
- Due to inflation, we are also seeing an increase in new vineyard developments as farmers and investors work towards converting their money into profitable assets like vineyards.

The Rootstock Shortage

- Grapevines are grafted by joining budwood (*Vitis vinifera*) with rootstock. Budwood is readily available nationwide, but rootstock is non fruit bearing and needs to be specially grown.
- There are currently 5 certified grafted grapevine nurseries.
- Two nurseries have closed their doors in the past two years, and in doing so pulled out all of their rootstock blocks.
- This, coupled with increased demand from the wine industry, means that there is a rootstock shortage in New Zealand.
- Most nurseries have increased their rootstock blocks, but the vines will need time to grow and mature before they can be used as mother vines.

Resilience and Future Planning

How can we help meet the demands of our changing industry when faced with the following challenges:

- Increased demand
- Rootstock shortages
- Inflation
- Staff shortages

We Get Bigger

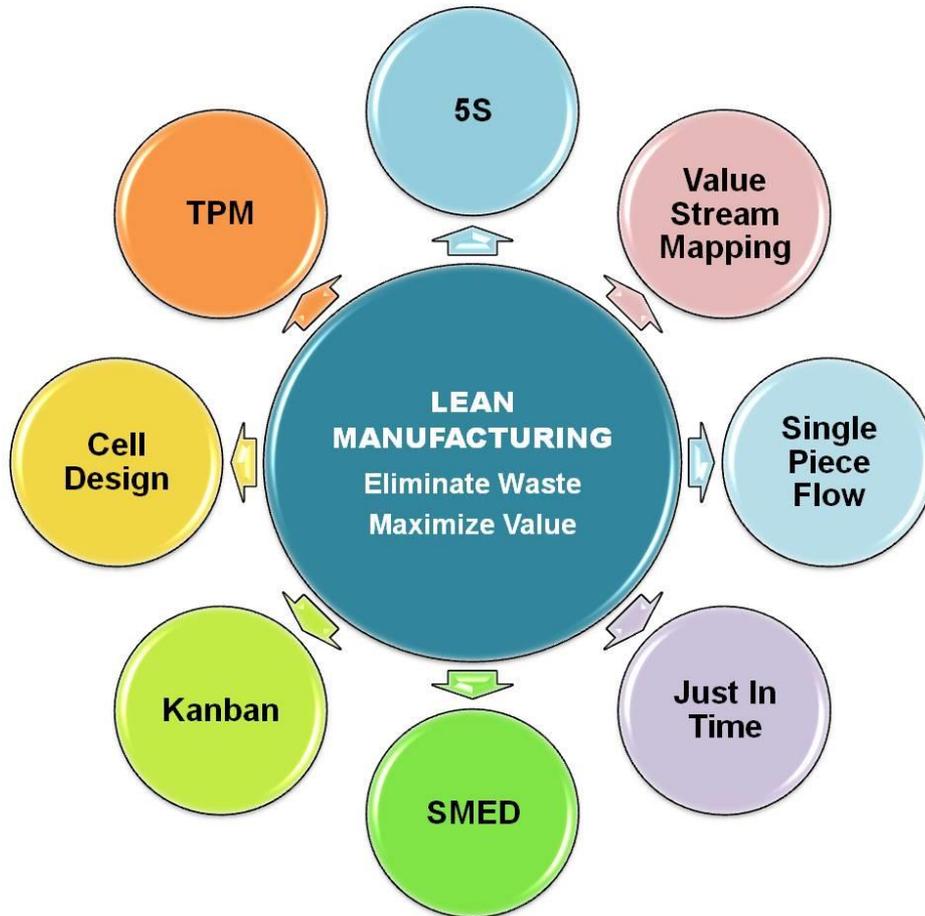
- Last year, Ormond Nurseries bought 33 ha of more land next door.
- The new land will be used to grow our field blocks.
- We will continue to plant more rootstock.
- We will build and grow our current facilities and make them more accessible to our customers.
- Our development means we can also concentrate on increasing our biosecurity.



We Plant More Rootstock

- Last year we doubled the size of our existing rootstock blocks.
- We improve the quality of our rootstock by changing our trellising to allow the vines to grow up, rather than along the wire.
- We will continue to plant more rootstock.
- We now manage and control all our own rootstock blocks.

We Get Lean



Lean Definition:

“Develop the highest quality products, at the lowest cost, with the shortest lead time by systematically and continuously eliminating waste, while respecting people and the environment.”



We Get Smarter

- By having multiple product types, we can 'change shape' in order to meet demand.
- In the past 2 years an increase in demand has meant that we choose to graft fewer HI-STEM® vines and increase our supply of standard height vines in order to help more customers.
- We can always 'change shape' back again once demand falls back and our new rootstock blocks are in full production.

We Focus on Our People



Our People Are Our Best Asset

- We look after our people!
- This season, we have nearly a 100% return rate of our employees.
- We provide a safe environment, and have a zero tolerance approach to bullying.
- We provide hot, cooked lunches everyday.
- We are part of a collaborative initiative with New Zealand Wineries and SLT that helps provide year round work via an intern scheme from vine to wine.
- We improve our office team by employing a new CFO and Office Manager to help us work smarter, not harder.
- We bring our entire team on the journey with us...



We Support Our Community

We give back to the community.

Ormond Nurseries are proud sponsors of:

- Tasman Makos
- Awarua Park
- MBC 1st XV
- MBC U15 Rugby
- MBC Rowing
- Marlborough JAB rugby
- Marlborough Netball
- Hockey Marlborough
- Marlborough Tennis
- Young Viticulturist of the Year
- Life Flight



We Pass Our Savings to Our Customers

By increasing our quality and our supply and creating better systems with better people, we can pass our savings onto our customers.

We can also retain better staff by investing in our community and equipment and improving our facilities.



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Thank you again for your time, and Good Luck from our team!