



**That's why  
I'm a member**



Nursery & Garden Industry  
Victoria



**Founded in 1903, Nursery and Garden Industry Victoria (NGIV), is the peak industry body for the state’s horticultural sector.**

NGIV engages with over 2,000 stakeholders, ranging from small family based operations to multinational organisations. A high percentage of our members are involved in production (turf and green life) and retail nurseries, while others are involved in horticulture-allied trades, botanic gardens, educational institutions/not-for-profit organisations, and government agencies.

NGIV represents the interests of the Victorian horticulture industry, a sector worth over \$1.6 billion that employs more than 11,000 people.

NGIV membership identifies you as a leader in your profession and gives you access to a wealth of expert knowledge. Additionally, it provides support, training and networking opportunities for you and your staff.

Experience the real benefits of NGIV membership:

1. Build your business
2. Stay informed and up-to-date
3. Increase staff knowledge
4. Save time and money
5. Protect your interests



*Being a member of the NGIV has been an asset to our business. The benefits available to members have helped our business considerably.*

*Through the NGIV we get access to up-to-date information regarding industry matters, advice, and technology support.*

*We have gone down the path of NIASA accreditation, which is invaluable in assisting us to produce high quality products*

*... and that’s why I’m a member.*



**Leah Opie**  
Greenhills Propagation Nursery





# 1. Build your business

**NGIV membership identifies your business as an endorsed and reputable contributor to the industry and provides valuable networking opportunities.**

Participate in Trade Day Market at Caribbean Gardens

- Gain access to the Southern Hemisphere’s largest horticultural wholesale market, held on the first Tuesday of each month.
- Connect with over 500 buyers and over 150 top producers.
- Participate, either as a buyer or a seller, or just come along to network.

Add credibility to your brand

- Build your image and brand as a proud NGIV member and proudly display the NGIV logo on your website, social media and all external correspondence.
- Assure your clients that you are a reputable business with your NGIV membership.

Build solid, profitable networks

- Build relationships by having access to the largest, most proactive and engaged special interest group within Australia’s horticulture community—the Tree and Shrub Growers of Victoria.
- Increase your current market share.
- Build relationships and connect with new customers.



“NGIV provides me with the platform to connect with customers, growers and those in government who make decisions about our industry and it is through the NGIV that individual members get real opportunities to influence the direction of our industry.

Our association is also an information source—through its training courses, specific support services and, in particular, HR advice

... and that’s why I’m a member.”

**David Mathews**  
Proteafloora Nursery





## 2. Stay informed and up-to-date

As an NGIV member, our dedicated and knowledgeable team members are there for you. With a focus on providing excellent member services, we are able to provide the information and answers you need to keep your business growing.

Keep in the know through quality communication

- E-News is emailed weekly with feature articles, job vacancies, and the latest industry news.
- Groundswell, our monthly magazine, keeps you informed about events, training and news and has the largest reach of any of Australia's nursery and garden industry publications.
- The dedicated members-only section of NGIV website has everything you need to know to support your business.

Receive technical support and benefit from the expertise of others in the industry

As an NGIV member, you'll receive:

- Dedicated field support.
- Information about the latest requirements in key areas of risk management and emergency preparedness.
- Updates on legislative changes and advice about what they mean to your business.
- Full assistance with Human Resources and Industrial Relations requirements.
- Advocacy and technical advice with regard to:
  - Best management practice
  - Industry capacity building
  - Professional development
  - Market access support
  - Policy analysis



*The NGIV's monthly trade market is a great way to access new stock and network with other members. Also, the regular updates and industry information is really helpful. I love that the profile of our industry through the Melbourne International Flower and Garden Show is strengthened and also, on a personal level, I love the support and friendship you gain with people throughout our industry*

*... and that's why I'm a member.*

**Heidi Martin**  
Van Loon's Nursery





### 3. Increase staff knowledge

**Our affiliations help you to build your business and develop the knowledge of your staff.**

Receive the very best in horticultural training

- NGIV's affiliations with reputable educational institutions will help to engage young staff (e.g. Apprentice awards sponsorship, Avenue of Achievable Gardens at Melbourne International Flower and Garden Show, NextGen Program).
- NGIV works in collaboration with over 2,500 primary and secondary schools around Victoria to coordinate the highly successful Victorian Schools Garden Awards (VSGA).

Give your staff the best opportunities to grow in their careers

- By developing the knowledge of your staff, you can encourage them to take on additional responsibilities and become more accountable for their work.
- Increase your staff's sense of pride and their professionalism through industry engagement.
- Educating staff leads to better performance in the workplace, ultimately benefitting your business.

Make your presence felt at major horticulture events

- Join industry leaders, key industry bodies and educational institutions, to build your business and gain knowledge at the Southern Hemisphere's premier horticultural event, the Melbourne International Flower and Garden Show (MIFGS) which attracts over 110,000 visitors each year.



*Membership of the NGIV has provided us with endless resources of information and unrivalled networking opportunities.*

*The positive impact on our business has been tremendous.*

*... and that's why I'm a member.*

**Peter Wilkins**  
TGA Australia





## 4. Save time and money

**NGIV strives to make things easier for you and your business. We work for you to ensure that your business is as profitable and as efficient as it can be.**

NGIV membership saves you valuable time

- Membership entitles you to generously subsidised training and accreditation programs that build your team’s skills and knowledge, to ensure their productivity increases.
- Our HR/IR service informs you, keeps you updated, and is a valuable risk management tool for staff related matters.
- We connect with our members in the field to ensure that our advice is available when you need it.

And saves you money

*As a member, you’ll receive:*

- Industry specific training at affordable prices.
- Discounted advertising rates in Groundswell magazine and on NGIV’s website.
- Discounted site fees at the Melbourne International Flower & Garden Show, the Southern Hemisphere’s premier horticultural event.
- Reduced rates to join Qantas club.
- Reduced Elgas prices.
- Competitive nursery and garden insurance through our industry partners.
- Advice about our preferred suppliers for banking and superannuation.
- Competitive pricing on EFTPOS fees, loans, asset finance and more.



“Membership of NGIV is an integral part of our business. For us, membership is a way to get to members of the nursery industry with key products at key selling times. It keeps our brand in front of people with our ever-evolving range of products.

*Due to our product mix, growers are able to order a broad range of our products with one easy phone call, saving everybody valuable time.*

*... and that’s why I’m a member.*”

**Geoff Allison**  
Garden City Plastics





## 5. Protect your business

**NGIV is the voice of the industry and is constantly seeking innovative ways to continue shaping the industry and representing our members' interests.**

- NGIV advocates at federal, state and local government level to ensure the voice of our members is heard and respected.
- NGIV strives to build the reputation of our industry and our members through regular media, school and community contact.
- Tap into our knowledge, support and business programs, as well as learn from other members at forums and events.
- NGIV keeps members up-to-date on HR/IR issues, including finance, legislation, employment, wages, OH&S and unfair dismissal.
- NGIV members are seen as reputable and trustworthy and leaders within the horticulture sector.
- We give our members advice they can trust.



*I make a living out of this industry.*

*I support this industry, what it stands for and what the benefits of belonging are, such as industrial relations, industry promotion and in particular the Melbourne International Flower and Garden Show.*

*Membership of NGIV really looks after our interests*

*... and that's why I'm a member.*

**John Van der Horst**  
Acorn Nursery





Nursery & Garden Industry  
Victoria

Nursery & Garden Industry Victoria  
3/307 Wattletree Road, East Malvern VIC 3145

T: 03 9576 0599 | E: [ngiv@ngiv.com.au](mailto:ngiv@ngiv.com.au)

[www.ngiv.com.au](http://www.ngiv.com.au)