EP Prunings

EastPack
WORLD CLASS ORCHARD TO MARKET

ISSUE 139 | MARCH 2014

EastPack Update

2013 OGRs continue to lift

It is pleasing to report that the latest Zespri OGRs have seen another lift for most growers. Based on those Zespri forecasts, EastPack has also lifted its OGRs. These are shown at the bottom of the page.

Growers will now have received their individual OGRs updated to the Zespri February Forecast. For Green growers, whilst there has been a lift in Zespri's fruit values, the returns for Green growers' Class 2 and NSS (Non Standard Supply) has reduced slightly. The reduction is due to lower Class 2 fruit returns from Australia and also an unfavourable exchange rate versus what was budgeted pre-Christmas.

New joint venture to Australia kicks off

EastPack, DMS, OPAC, and Trevelyan's together have formed a joint venture company to market all Class II Green and 46 count fruit. This new company is called 'The Nutritious Kiwifruit Company' with the brand 'NutriKiwi'. EastPack holds 50% of the shares in NutriKiwi and DMS, OPAC and Trevelyan's own the other 50%.

Whilst we are still competitors for grower services the rationale behind forming a new group is to shorten the supply chain and ensure ongoing grower control. The main objective is to improve grower returns from this important market. The Australian market is a valuable one for New Zealand growers and has suffered from multiple exporters and lacks a cohesive approach.

We have appointed Michael Leach as our General Manager. Michael has extensive knowledge with over 20 years experience within the FMCG sector (Fast Moving Consumer Goods), was recently National Sales Manager for McCain's Food and prior to that worked with Nestle.

Further details of NutriKiwi will be explained to growers at our upcoming pre-season meetings.

Pre-season update

Over the past four weeks our packhouse and coolstore staff members have been heavily involved in the preparation for this year's kiwifruit harvest. Recruitment of seasonal staff has been going very well, aided by over 329 RSE (Recognised Seasonal Employees). We don't expect any shortage in seasonal workers this harvest.

IN THIS ISSUE

The installation of the photographic grading equipment at our Katikati and Edgecumbe sites is well underway. Testing and commissioning is due to start on 17 March and will be completed later that week. As well as the photographic grading installations, other upgrades and capital improvements have been undertaken on all sites. Staff training has been a major focus over the past month involving a lot more staff than previous years.

The maturity indications are that Hort16A could start to be harvested in week 13 (week beginning 25 March) and general indications are that this year's harvest will be approximately seven days earlier than 2013.

We wish growers every success in this season's harvest and at EastPack we will be working very hard to maximise the results for each of you. We look forward to seeing you at the upcoming pre-harvest meetings which are due to start on 14 March 2014.

Tony Hawken
CHIEF EXECUTIVE

Variety	Hayward	HW OB	H16A	G3	G9	G14
2013 EP February Forecast	$5.38	$7.50	$13.80	$12.81	$11.55	$10.46
2013 EP February Equalised	$5.42	$7.41	$13.71	$13.18	$11.85	$10.28
2013 Zespri February Fcst	$5.23	$7.00	$12.74	$12.70	$11.32	$9.63
Change EP Dec-Feb	+$0.08	+$0.22	+$0.09	+$0.20	+$0.22	+$0.00
EP Equalised vs Zespri	+$0.19	+$0.41	+$0.97	+$0.48	+$0.53	+$0.65

Water stain treatment in kiwifruit

Water stain removal from kiwifruit, especially Hayward, can be difficult to achieve. Often the results vary widely from property to property, even where the same products and same application method have been used. This often leads to frustration and sometimes extreme measures are attempted, frequently without notable success.

A basic understanding of the nature of the problem will help ensure best possible results.

The Problem

The problem of course is the dark stain, often running in streaks down the fruit, providing a contrast of colour on the skin of the fruit making it unacceptable for export. This stain, of tannins washed out of dead tissue in the canopy and running down the fruit, is relatively easily removed by the application of a mildly acidic solution.

There have been three active ingredients approved for use on kiwifruit, citric acid, lactic acid phosphate and calcium phosphate.

All water stain sprays use one or more of these raw materials.

The Real Problem

The real problem of course is that kiwifruit, especially Hayward, are very difficult to wet properly because of their very dense hairs.

The water stain is on both the hairs and skin of Hayward. The hairs are removed by brushes prior to the fruit crossing the grading table leaving the stain on the skin as the reason that the fruit is rejected for export.

The hairs on the fruit create a situation of increasing the surface area to be covered by the water stain removal spray. The surface of the hair and the skin provide some resistance to the spread of water on the surface, rather like the beading of water on a waxed surface. This is called surface tension and is the resistance of the water to spread out on a surface.

The solution

The answer to the problem is to add a chemical to the water stain remover product to decrease the surface tension so that the skin of the fruit can be wet by the product.

These chemicals are called surface active agents and are known as surfactants.

Most of the formulated water stain removal products have surfactants included in the formulation.

The effectiveness of the surfactants in the formulation can vary due to a very wide range of factors including the hardness (or softness) of the water.

The answer may be as simple as adding some more surfactant. This is easily done as the wetting agent used for your other sprays acts as a surfactant.

Water stain removal products are acidic by nature and this acidity can break down the surfactant in the formulation as well as the added wetting agent if left in the tank for any length of time. Tank-mixed spray should be used immediately. Only use freshly mixed solutions to spray your fruit.

Other factors that will improve the result are:

- A relatively high water rate in the order of 3000 litres/ha.
- Spraying both directions in each row.

Coverage is also critical. Remember that your target is the fruit, so there is no requirement to wet all of the leaves in the canopy as you would with an insecticide. Target the fruit only and avoid excessive run-off from the leaves to the fruit as the chemical may remove the stain from the dead leaf and run more of it onto the fruit.

Water stain removal products need time to work and are best applied one or two days prior to harvest. Their performance is often

improved by light rain or a couple of heavy dews. They should be reapplied if they have been subjected to 10-12mm or more of rain.

Summary

Water-stain comes from dead tissue in the canopy.

- Water stain is easily removed with an appropriate product.
- Kiwifruit, especially Hayward, can be very difficult to wet effectively.
- The performance of water stain removal products can be improved by the addition of a wetting agent on difficult to wet crops.
- Use tank-mixed chemical straight away.
- Coverage of the fruit without excessive run-off from the canopy is vital.
- The products need time on the fruit to work.
- Reapply after 10mm or more of rain.

Best Practice water-stain removal sprays

- Use only an approved product.
- Use the product at recommended label rates.
- Use a relatively high water rate (3000 l/ha).
- Spray both directions in each row.
- Add some wetting agent on hard to wet crops.
- Use tank-mixed chemical straight away.
- Apply to the fruit only. Try not to wet the leaves excessively.
- Apply one to two days prior to harvest.
- Reapply if there has been 10-12mm of rain or more.

Sooty mould – passion vine hopper

Sooty mould is a complex problem. It is a fungus that grows on the sugary residue deposited onto fruit by insects feeding on the sap of the kiwifruit plant. The most significant of these insects is the passion vine hopper *(Scolypopa australis)*.

Because the problem occurs some time after the cause, the control strategy must be one of prevention. Once the sooty mould is present there is really no successful way of dealing with it except for thinning the fruit to waste on the ground.

Sooty mould – the problem

Sooty mould is the growth of a group of fungi on the sugary honeydew secreted by the feeding PVH (and other insects). A black sooty stain, made up of the dark fungal mycelium, appears as the fungi grow on the honeydew.

Sooty mould on Hayward fruit

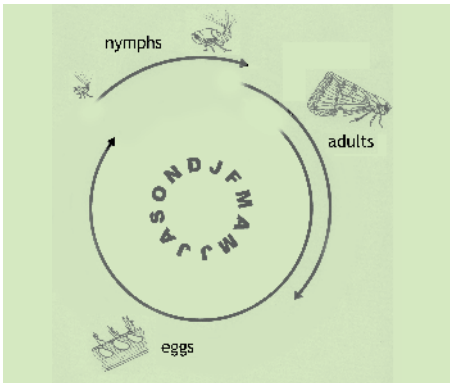
The presence, or absence, of the sooty mould is not directly related to the presence of the PVH. They simply need to have been there and left their calling card and the fungi will begin to grow at some later stage.

PVH and sooty mould are separated in time. Sooty mould can still be there and growing after you have exterminated the population of PVH.

Passion Vine Hopper (PVH) – the cause

PVH has one life cycle per year. In the Bay of Plenty overwintering eggs hatch from late October through to the end of November or early January. The emerging nymphs are about 1mm long and grow to be 5-6mm long before beginning to emerge as adults in early January.

Eggs are laid in a row on dead plant stems 2-3mm in diameter, commonly ferns, bracken or blackberry and many other plants found in the orchard vicinity. Sometimes eggs are found on the edges of sawn timber or splinters of kiwifruit poles.



Life cycle of the passion vine hopper

After nymphs emerge, they feed on the phloem sap of host plants and start secreting sugary honeydew. Survival of the nymphs to adulthood is better on some plants than others. For example mahoe and pigeonwood are better than kawakawa or blackberry.

Nymphs often feed in clusters on the underside of leaves and towards the growing tips of plants. Nymphs do not fly so do not spread widely from where they emerge. They move with a characteristic hop when they are disturbed. From emergence until adulthood in the Bay of Plenty takes about eight weeks.

Adult PVH begin to become apparent in early January and like the nymphs, feed on the phloem sap of host plants secreting sugary honeydew. Adult PVH can fly limited distances but can disperse over several tens of metres over time. Favourable winds or positions overlooking the orchard can assist the adults spread even further.

Adults of the passion vine hopper

It is most likely that populations of PVH will be concentrated in areas of adjacent bush, scrub and wasteland so that the PVH concentrations will be greatest in the orchard closest to these areas.

Control strategy – prevention, the answer

Preventing the establishment of PVH in the orchard will likely be the most successful strategy.

Key steps are:

- Removal of host plants inside and outside the orchard
- Elimination of PVH within the orchard preferably at the nymph stage
- Elimination of PVH outside the orchard preferably at the nymph stage
- Defending the borders.

Removing host plants

The removal of known host plants has been effective in helping to control PVH. Creepers, blackberry, barberry, ferns and bracken growing in shelter belts or waste areas inside the orchard should be removed. A buffer zone cleared of host plants in the boundary shelter and immediately outside the orchard that the PVH nymphs and the adults have to cross will help to prevent invasion of the orchard.

A cleared track outside the orchard boundary will also make it easier to spray boundary shelters and buffer zones.

Control of nymphs inside the orchard

PVH nymphs will start hatching early in November and be present right through until early January when they will start to emerge as adults.

PVH nymphs should be aggressively targeted as they are much less mobile than adults and are easier to kill. We also have more options in

Removal of host plants inside the orchard.

the period up until flowering in Hayward and most of our pre-flowering scale sprays have at least some activity against the nymphs.

Post-blossom oil sprays are also likely to have a level of activity against PVH nymphs.

There is also the option of spraying shelters inside the orchard up until the New Year, though a JA must be obtained before you do this. After New Year spraying with pyrethrum products is the only option inside the orchard.

Passion vine hopper nymphs showing typical anal wax filaments

Control of PVH outside the orchard

In situations of high pest pressure from PVH, the establishment of a buffer zone outside the orchard boundary can help prevent the spread of adults into the orchard.

Spraying to eliminate the nymphs will delay the adults becoming established close to the orchard and will help in creating a zone that you can defend against possible invasion. The advantage of doing this outside the orchard is that we have a lot more options of sprays that we can use.

When spraying, especially outside the orchard, be discreet. None of us will be best served by practices which alienate our neighbours.

Defending the borders

Think of your orchard as a country at war. The enemy is PVH, intent on over-running your territories and subverting your population.

Declare war now. Eliminate the enemy from within your country. Define your borders and establish lines of defence against invasion.

Set up your intelligence gathering network and identify the presence of the enemy.

Take the fight to the enemy and conduct the battle where you have the greatest range of weapons. Vigorously defend your borders.

Sooty mould – dealing with the problem

Once you have sooty mould in the orchard the only practical method of dealing with it is to remove the affected fruit prior to harvest. The sooty mould is growing on the honey dew that is already there. Elimination of PVH at this stage will not get rid of the sooty mould or even stop it from spreading on the honeydew that is already there.

Products for the removal of the honeydew from the fruit in the orchard have not been successful to date but trial work is continuing.

Rain over late January and February can both limit the amount of honeydew that settles on the fruit and limit the spread of PVH in the environment.

Anecdotal observations have implicated the feeding activities of both wasps and bees on honeydew as it is being deposited by PVH. Wasp nests and populations of bees may well be a positive asset in your orchard environment over the height of summer.

Summary

The Battle Plan

- Remove host plants from within the orchard and establish a clear buffer zone between the orchard and the areas of high pest pressure.
- Choose your pre-blossom scale sprays for activity against PVH nymphs. Consider using Calypso immediately before flowering.
- Use oil sprays immediately post-blossom.
- Monitor for the presence of PVH nymphs.
- When PVH nymphs are present spray your boundary shelters and your internal shelters. After flowering you will need a JA up until New Year. (After New Year, pyrethrum is the only spray you can use inside the orchard.)
- Where possible spray outside the orchard boundary to prevent PVH getting into the orchard. You have a much wider range of options.
- Prevention is much more successful than dealing PVH adults within the orchard.
- Prevention is much more successful than dealing with sooty mould within the orchard.

Thanks to Tim Torr for his technical contribution this month.

Orchard Operations Reminder – March 2014

March

- Sign Zespri supply contract (yellow form).
- Final pre-harvest crop groom
  - Cosmetic fruit thin
  - Remove fruit from infected or stressed vines.
- Tie up low hanging fruit.
- Trim up males.
- Start structure maintenance.
- Maintenance on load out area.
- Get toilets up to scratch (would you be happy for your mother to use them?).
- Pre-harvest water stain removal spray.
- Meet with harvest contractor and discuss:
  - maturity areas
  - any special bin card requirements
  - records required
  - audit procedures
  - Psa protocols
  - GAP compliance
  - Update of hazard register.

April-May

- Harvest.
- Apply post-harvest copper spray to protect picking stalk scars from Psa.
- Post-harvest foliar spray (N & Mg).
- Make a plan for New Varieties licence release.
- Arrange for soil test to be taken.
- Arrange for fertiliser recommendation.
- Make a plan for winter pruning.

Grower Profile

GARY AND DEBBIE ANGLESEY – OPOTIKI

Gary and Debbie have four children. Kim is a full-time mum who lives in Christchurch, Kyle also in Christchurch, is a teacher, Kendyl from Auckland is a lawyer and Jared has just graduated from Otago University with a Bachelor of Commerce majoring in Tourism.

Gary and Debbie bought their current property in 1991 so they have been involved in the kiwifruit industry for 23 years. Prior to that they lived in Taranaki, with Gary coming from a small town called Manaia and Debbie from New Plymouth.

They have two KPINs. 2.73ha in Tirohanga which has recently been converted to G3, 2013 graft from HW. Last season's HW had a fantastic result producing 14,121 trays/ha. The other KPIN is in Kutarere with 0.42ha of non-producing GA and 2.23ha of HW.

Prior to getting involved in kiwifruit, Debbie was a school dental nurse and Gary a builder. When asked what made them get involved in kiwifruit – the answer, the view! The property they purchased has the most fantastic view of the ocean, kiwifruit was just part of the package.

What Gary and Debbie enjoy about the kiwifruit industry is the lifestyle. They enjoy working together in the orchard when not working at their full-time jobs.

When not busy with the orchard, Gary and Debbie enjoy tramping, walking, reading and spending time with the kids. The new G3 has now also become a hobby – it takes up a lot of time!

In the future Gary and Debbie are hoping to get some more successful G3 crops, as well as having more time to relax and a do a bit of travelling.

Staff Profiles

SI JUNG (ELLIE) HWANG– FRUIT OPTIMISATION ASSISTANT

Ellie has been with EastPack for 10 months. Her current role involves working with our regional Grower Services teams in the areas of pest monitoring, spray diaries, crop assessments and storage LOPs.

Ellie had no knowledge of kiwifruit before coming to EastPack but has certainly learnt a lot over the time she has been here. Prior to working for EastPack, Ellie was studying her Master's Degree with Honours at the University of Auckland.

Ellie also has a background in teaching and still teaches maths and science (biology, physics and chemistry) for college students at an after school academy. While she was in Auckland, Ellie provided after school tuition at one of Auckland's colleges as well as some one-on-one private tuition.

Ellie went to Rangitoto College in Auckland before moving on to complete her Bachelor of Science (majoring in Psychology and Statistics) at the University of Auckland. Ellie's family moved to New Zealand from Seoul, Korea in 2001. They lived in Auckland until 2012 before recently settling in the Bay of Plenty.

In New Zealand she has her super lovely mum, one older sister and her six babies (two dogs and four cats)! Her other family members are still overseas. In regards to personal achievements, Ellie is very proud of what she has achieved at college and university.

It was certainly a proud day at graduation when she received her Bachelor of Science. She is hugely thankful to her mum who made the decision to come to New Zealand for a better education and opportunities.

She says having two homes (NZ and Korea) is great! Ellie is an animal lover and describes her six pets as her 'babies' (Rain, Bow, Leon, Mimi, Son and Shine). She says they are the most loving friends that she has and they have taught her what is really important in life.

They motivated Ellie to become a vegetarian 10 years ago and she is now involved in writing columns about animal welfare issues for one of the Auckland community magazines.

In her spare time Ellie enjoys travelling, playing tennis, walking her dogs on the beach/at the park, reading books and also likes to take a few risks, bungy jumping is on her to-do list!

DAVE McNEIL – COOLSTORE MANAGER, COLLINS LANE

Dave has been with EastPack for 11 years and his current position is Coolstore Manager at the Collins Lane site. This position involves ensuring the right temperatures in the coolstore are maintained so that fruit shipped to the market is in the best possible condition.

Before moving to the Collins Lane site Dave worked at the Quarry Road site in Te Puke for 10 years. Dave holds a Horticulture Certificate, a Management Certificate Level 4 and a Music certificate.

Prior to coming to EastPack Dave was in the New Zealand Army. He had two years as an Infantry Soldier specialising in weapons. While in the army Dave received an award for being the top recruit in the army platoon and received other awards in sniper and target shooting.

Dave is married with two children, one boy aged 11 and one girl aged 6. When not busy at work Dave enjoys playing musical instruments, analysing the stock market and looking at properties. One of Dave's biggest achievements is being a dad and he reckons it's not easy being the best dad in the world!

Financial Update

EET Forecast Average Class 1 payments for March 2014 are as follows:

	Zespri Progress	Net Incentives	Estimated March Average
Hayward	$0.30	$0.07	$0.37
Hort16A	$0.32	$0.04	$0.36
Organic	$0.48	$0.01	$0.49
GA/G3	$0.29	$0.04	$0.33
GL/G9	$0.31	-$0.01	$0.30
HE	$0.13	-$0.02	$0.11

The average fruit value rates per Class 1 tray are shown in the table below.
These payments will be direct credited into your account on 14 March 2014.

A Class 2 payment will also be made with this payment.

Payments by size are shown below.

	Zespri Fruit Payment To 14/02/2014	Zespri Progress 14/03/2014	Total Zespri Receipts	EP Base Coolstorage YTD	EP Port & Transport YTD	EET Advance (Base CS and P&T)	EET Total Paid YTD
Hayward							
18/22	5.95	0.37	6.32	-0.72	-0.15	-	5.45
25/27	5.60	0.35	5.95	-0.72	-0.15	-	5.08
30/33	4.98	0.39	5.37	-0.72	-0.15	-	4.50
36/39	3.96	0.29	4.25	-0.72	-0.15	-	3.38
42	1.95	0.00	1.95	-0.72	-0.15	-	1.08
Hort16A							
16/18/22	5.55	0.25	5.80	-0.75	-0.15	-	4.90
25/27	6.75	0.23	6.98	-0.75	-0.15		6.08
30/33	7.85	0.24	8.09	-0.75	-0.15	-	7.19
36/39	6.90	0.41	7.31	-0.75	-0.15	-	6.41
Organic							
18/22	5.23	0.38	5.61	-0.73	-0.15	-	4.73
25/27	5.61	0.37	5.98	-0.73	-0.15	-	5.10
30/33	5.49	0.38	5.87	-0.73	-0.15	-	4.99
36/39	5.34	0.54	5.88	-0.73	-0.15	-	5.00
42	2.85	0.49	3.34	-0.73	-0.15	-	2.46
GA/G3							
16/18/22	5.10	0.23	5.33	-0.72	-0.15	-	4.46
25/27	6.35	0.27	6.62	-0.72	-0.15	-	5.75
30/33	7.45	0.24	7.69	-0.72	-0.15	-	6.82
36/39	6.60	0.41	7.01	-0.72	-0.15	-	6.14
GL/G9							
16/18/22	5.25	0.22	5.47	-0.60	-0.12	-	4.74
25/27	6.40	0.24	6.64	-0.60	-0.12	-	5.91
30/33	7.50	0.25	7.75	-0.60	-0.12	-	7.02
36/39	6.60	0.40	7.00	-0.60	-0.12	-	6.27
HE							
18/22	-0.19	0.15	-0.04	-0.75	-0.15	-	-0.94
25/27	3.70	0.05	3.75	-0.75	-0.15	-	2.85
30/33	5.70	0.10	5.80	-0.75	-0.15	-	4.90
36/39	7.95	0.15	8.10	-0.75	-0.15	-	7.20
42	6.00	0.10	6.10	-0.75	-0.15	-	5.20

New Varieties Update

Managing Variability

Thank you to all those growers who attended the round of G3 and G9 grower meetings held in early February.

The focus of these meetings was to discuss issues from 2013 and talk through our strategies for best results in 2014. Having everyone on the same page will certainly help us when it comes time to harvesting these varieties, improving the harvest decisions that we make.

The key message to growers was that G3 and G9 in the establishment phase can produce fruit of varying maturity. This becomes an issue when immature (Green) fruit delay clearance and subsequent harvest. The more mature fruit (already Gold) become very high in their brix levels leading to their storage potential becoming compromised.

The issues we dealt with in 2013 were dehydration in G9 and *Alternaria* in G3.

Dehydration

Dehydration in G9 develops as fruit mature. With the industry average harvest brix being 15.99 in 2013, it is safe to say that fruit were partly dehydrated on arrival at the packhouse. Generally dehydration becomes visible when fruit has lost 2-3% of its fresh weight.

Naturally fruit receive water from their stalk and lose moisture from their stomata, cuticles and lenticels (pores on the skin). As fruit mature and the kiwifruit vine begins to shut down for winter, the fruit receive less water yet continue to lose moisture leading to dehydration.

Alternaria

Alternaria in G3 develops as individual fruit become very mature in waiting for immature fruit to allow for clearance. These mature fruit can be at the point of being edible.

Due to these edible fruit being extremely soft, they can rupture causing juice to spread over export fruit. A mould will develop on these juice deposits in coolstore.

Ideally we would harvest all G3 and G9 between 10 and 12 Brix, as this would largely eliminate these defects. However, this is not necessarily possible.

As a grower you can minimise issues in your G3 and G9 MAs through:

- Ensuring maturity areas are set to minimise variability. Keep blocks of differing graft years and girdling regimes separate. Use October canopy fill % information to keep like blocks with like blocks.
- Don't delay harvest to get every last TZG point. When G3 and G9 are ready, they are ready!
- Don't delay harvest of your Gold variety to suit picking Green at the same time.
- If test results indicate one or all of your MAs are highly variable, let's try and understand where the variability is within the canopy and develop a strategy which might include thinning or select picking.
- Avoid putting soft fruit in bins. Instead train pickers to put it on the ground.
- Harvest G3 and G9 as you would 16A. When the Zespri protocol is for G3 and G9 to be harvested at N protocol, naturally fruit are a little softer and require a high level of care (although this can be said for Hayward too!).
- Avoid harvesting G9 immediately after rain.

We will be on the lookout for leading indicators of high variability and this will be largely through our testing plan, testing plan also included below.

Once we have identified those MAs that are likely to exhibit the levels of variability at harvest, a specialised management strategy will be employed. This will involve harvesting at a particular maturity level (brix) and a specific conditioning programme implemented.

G3 and G9 both require attention to detail and best results will be achieved where EastPack staff, growers and our harvest contractors all work together as a team.

2014 Testing Plan

WEEK	SAMPLE NAME	VARIETIES TO BE SAMPLED
Week 11	WK11	All G3, G14 and Hort16A to be sampled
Week 12	KS1	All G9 and potential Kiwistart Hayward to be sampled
Week 14	KS2/MP1	All remaining Kiwistart Hayward to be sampled – early G3
Week 15	MP1	All G9, G3, G14
Week 16	MP2	All G9, G3, G14
Week 17	MP3	All G9, G3, G14
Week 18	MP1	All Hayward and G9
Week 20	MP2	All Hayward – G9 as required
Week 22	MP3	Remaining Hayward

Our testing rounds aim at ensuring each maturity area has a minimum of two tests completed pre-harvest. These tests offer us clues about storage potential and optimum harvest harvest timing. For our more complex varieties there are additional tests required, ie G9.

All maturity areas also require a clearance test and a pre-pack test. The pre-pack test is test that is completed on the day of harvest and is used to set the harvest LOP.

A more detailed testing plan will be included in the *Grower Guide to Harvest* which will be distributed to growers in the coming weeks.

Health & Safety — CEO SAFETY AWARD FOR EXCELLENCE

Last month EastPack started up a new initiative, celebrating the people who help us create and keep our workplace safe and healthy with the CEO Safety Award For Excellence.

We rely on everyone to help make our workplace safe and healthy.

Tony Hawken will pick a winner from all staff's recommendations every month. Details of the winners will be published in the EP People and EP Prunings newsletters and winners get a $150 entertainment voucher of their choice. Individuals or teams are nominated using the following criteria:

1. They put into action a safety initiative for their workspace
2. They took an active role and were a strong advocate of health and safety
3. They showed significant improvement over previous conditions
4. They consistently maintained a good safety record over a number of months
5. They made an extra effort to improve or fix a safety issue

The first winner of this award goes to Richard Collumbell.

Richard received two nominations this month that were so good that we thought we would share one of them with you.

"Richard joined EastPack and was tasked with the project of guarding our sizes. He has done a fantastic job assessing the sites needs and coordinating the manufacturing of the guards. Richard was also tasked with the guarding project for the upstackers. This was a technical project that involved a lot of development work and Richard has been very thorough with this work. Well done Richard, it has been great to have your input into a difficult project. Your knowledge and expertise has been invaluable."

ALAN DAVIDSON

Tony and the Senior Leadership team would like to thank Richard for helping EastPack in being a safe and healthy place to work.

Congratulations also go out to the following employees for their great initiatives:

- Marshall Road coolstore team (Ross Clapham, Michael Taumalolo, Tei Singh and Stan Richardson) for managing the new grader event with Health and Safety as a prime concern from start to finish.

- Rob Webb from the Quarry Road coolstore department. Rob has increased visibility of the Quarry Road electric forklift fleet.
- Ivon Pilcher and Emma McCarroll from the Grower Services/EKO department in Te Puke. The team initiated a project to improve contractor management and they have both put in extra effort to get the project off the ground. They have committed to meeting with contractors to ensure that they have compliant Health and Safety plans.
- Stephen Spain from the inventory department in Quarry Road who always drives a safety culture and always goes above and beyond to ensure the safety of others.

Key Changes to Maturity Criteria for 2014

- Blossom end brix samples are no longer used during Kiwistart, instead equatorial brix will be used in 2014.
- The Hayward and Hayward Organic Kiwistart clearance criteria have changed to require a brix fractile of 4.7 as opposed to 4.8. This is a response to the changing brix test.
- The minimum taste standard (MTS) for G3 has risen to 16.3%.
- The way in which TZG is calculated for G3 has been modified.
- There will be a dispensation available to G3 growers to harvest as A, B or C protocol, provided fruit sample results meet a pre-determined secondary parameter relating to the upper brix fractile. This is a mechanism designed to deal with MAs with high levels of variability.
- There will be a dispensation available to G9 growers to harvest as Protocol Z. Protocol Z is the protocol prior to reaching A. It will only be available where extremely high levels of variability are present.

EastPack Golf Day

On Friday 28 February EastPack held a golf day for growers and suppliers in the Te Puke, Tauranga and Katikati regions. The weather certainly played its part and we had 22 teams of golfers out enjoying the day at the Te Puke golf course. With 18 holes to get around and some other activities along the way, everyone seemed to enjoy the heat, with the help of some drink carts to quench their thirsts!

We are looking to hold more golf days throughout the regions as we progress through the year.

Cancer Society Silent Charity Auction

Friday 28 February was the last day to get silent bids in for the auction that enabled the highest bidder to have a whole day fishing out on 'Solace' with five of their mates and three of the Chiefs players, Tanerau Latimer, Liam Meesam and Ben Afeaki. The money from the winning bid goes towards our charity relay team that is taking part in next weekend's 24 hour relay in Rotorua which is helping to raise funds for the Cancer Society of New Zealand.

Other charity auctions will be held around the sites to enable staff to donate money towards this cause.

EP Prunings Deadline

For articles and advertising 1st of each month. Please also advise when your adverts are to be removed.

Contact Kyra Ormsby:
DDI 07-573 0942
kyra.ormsby@eastpack.co.nz

Classified

Situations Vacant

Kiwifruit Manager
Huanui Orchards in Whangarei requires an Orchard Manager to take off the day-to-day running of their kiwifruit division.
Must have a Growsafe certificate, be able to manage staff and liase with other division managers in this hands-on position.
If interested please phone Hanley on 021-780 206 or email huanuiorchards@vodafone.co.nz

Tractor Driver
Trinity Lands, formerly known as Lichfield Lands, is looking for a tractor driver to join the team.
Must have a Growsafe certificate, be very experienced with horticultural spraying and be able to be left to carry out tasks with minimal supervision.
If you are interested please call Nathan on 021-481 297

Wanted to Buy

Orchard Tractor
50+ Horsepower
Reasonable condition
Phone Steve on 021-231 5054

0.03ha G3 licence
Ph Gary 027-647 6938

0.6ha G3 licence
Ph John 027-573 6491

1ha 16A or G3 licence
Phone Kevin 027-480 0506

Orchardised Tractor
In working condition – under $4K
Phone Faye 07-549 5944

0.1 ha G3 licence
Phone Graham 021-935 879

300 Steel String Poles – 4m
Phone Kevin on 027-480 0506

Used AgBeam
Standard and heavy.
Phone John 027-216 9345

Courses

First Aid Courses
OSH, GAP, NZQA. Held monthly in Te Puke.
Phone Doug 021-108 1515
Email: dougallan@slingshot.co.nz

For Hire

Machinery for Hire
- D31 bulldozer 6 way blade/winch
- 10 tonne digger
- 8 wheeler flat deck with hydraulic ramp and 9.5m deck
- 5 tonne 4x4 tip truck

Phone Barry Moys 07-929 7272

For Sale

2003 Nissan Atlas Truck
7 tonne transporter with new steel deck. Has done 250,900km.
$22,000 GST incl.
Phone Don on 027-276 7245

For Sale

Crop Spray 2000L
Good condition. $4000.00
Phone Alan 027-485 9910

Bin Trailer
Good condition – Offers
Phone Alan 027-485 9910

Fertiliser Spreader
6 bag capacity, 6 point linkage.
$600.00
Phone Alan 027-485 9910

Water Filtration System
- Twin Stack Arkal Spin Klin
- Automatic Cleaning. Offers

Phone 07-322 2566

4.34 ha Hort16A Licence
Contact Simon Dickie on 027-496 1350

Tearce 2000 Crop Sprayer
Good condition. $7000
Phone 027-672 2044

2 sis Frost Machines – Auto start
Ph Glenn 027-274 9790

HYDRALA Backpack Electric Pruner
Brand New. still in the box.
New price $2,700.00 + GST– Offers
Ph 07-304 9269

Cropliner Orchard Sprayer – 1500Litre
Good order. $3000.00 ONO
Phone John on 07-533 1262 or 027-499 9179

2.4m Pine Kiwifruit Poles
Nail in one end.
Large quantity available. Offers
Contact Leighton 021-481 793

Holder Sprayer 1000 litre
Good order. All offers considered.
Ph Roy 07-542 3001

Cropline 20,000 litre Orchard Sprayer
$4000.00 ONO
Ph Tony on 07-533 2451 or 022-075 7309

Quality Bruno Rootstock
Ph 07-312 4762

Kiwifruit Kerf Cutter and Bud Wood Preparation Tool
- Cutters to make 4.5, 6 and 8.5mm slots.
- Fits on standard angle grinder.
- Can be fitted to bench grinder to make own bud wood scions. $67.00 each.

Check out www.katools.co.nz
Phone 021-103 8844

Electric Motor with Grundfos Pump Attached
Grundfos Pump:
Model 100 x 65 - 200.
Impeller diameter 198. Motor is a 2009 model 22Kw TECO high efficiency (93.5) 3 phase induction. Pump is attached to the motor.
Please ring Mike on 07-312 3198 evenings

For Sale

2000 x 500mm Spray Guards
Suitable for stumps up to 12 years old.
Contact Tom 027-292 8529

Trade Services Wanted

Kiwifruit posts and wire to be removed
4.5 canopy hectare lot to be removed.
Contact Tere 07-573 5356

Trade Services

CV King Contracting
Armillaria services throughout the Bay of Plenty
- We provide a friendly and reliable work to tend to your armillaria plants
- Keeping that dreaded fungus at bay and giving you peace of mind.

Our cheery Bill can be contacted on 027-278 6183

Orchard Mowing
All orchard mowing work required.
Contact Barry Harris on 027-433 9811

Irrigation Laterals
Complete with Tornado Ray Jets, 2 x 55 litres/hr
Per 5m bay 19mm, 16mm 13mm
Call Geoff Harcourt on 027-498 0672

Kiwi Grafting Ltd
Fast and proven methods
- Suppliers of quality scion wood plug (or kerf)
- Suppliers of grafting tape
- Grooving equipment available from $1,495.00 + GST

Orders taken now, phone 0800 2 GRAFT
For more information visit: www.kiwigrafting.co.nz

Wychwood Services Ltd
- Fabrication and engineering repairs
- Aluminium and stainless steel welding
- Repairs and hardfacing of flails
- Mowing and mulching

Special rates for EastPack growers.
For enquiries phone Dave on 021-980 664

PrimoGrow Ltd
Orchard Contracting Services
- Crop spraying
- Weed control
- Mowing and mulching requirements

Phone Matt 021-202 8520

Rydgeview Contracting Ltd
Mulching, mowing and weed spraying
Phone Bruce 027-544 7181 or 07-573 7995
Email: bkdixon@farmside.co.nz

Trade Services

SONICSPRAY Horticulture Spray Specialists
Experienced spray contractors for all your kiwifruit spraying requirements. Very high orchard hygiene standards for Psa control.
Phone Richard Alloway on 027-499 9459

Do your water tanks need cleaning?
Ph Gavin 027-212 5599

Active 4 Solutions
- Taca Tungsten grit hardfacing
- Proven solution for worn mulcher flails
- Applying Taca will increase flail life by up to 4 or 5 times depending on conditions.
- We can supply all types of mulcher flails, complete with Taca.

For enquiries please phone Terry on 021-274 2814

Fertiliser Spreading
For all your fertiliser spreading requirements.
- Main dressing
- Side dressing
- Compost and lime

Phone Paul Rouse 027-454 7839

Semloh Contracting Ltd
- Hi-Cane application (2 machines)
- Crop spraying
- Weed strip spraying
- Fertiliser applications

Competitive rates – Book now!
Murray Holmes
07-573 7695 or 027-573 7695

Bay Sluicing, treat Armillaria naturally
We work to isolate and control the spread of Armillaria within orchards, by water blasting soil away from infected root systems. By doing this we are able to expose the Armillaria fungus to sunlight and air causing fungus to dissipate and vines to recover.
Free quotes and consultations available throughout the bay.
Call Karen Massey on 0800 877 566

BOP Trenching Services
- Irrigation systems for orchard or farm
- Frost and irrigation, bores, rivers or dam supply
- Diesel or power pumps
- Design, supply and install
- Free quotes.
- New systems or reinstate old systems

Phone Roger Johnson on 07-533 1517 or 027-452 5330

Superior Kiwifruit Vines
Needing to graft kiwifruit vines this winter?
Let us do the hard graft for you! Over 25 years grafting experience and a success rate of over 99%.
Call Stuart on 022-080 5669
Email: Superiorkiwifruitvines@gmail.com

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027-346 8942

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027-612 7450

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027-205 7520

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027-245 7295

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027-742 6778

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027-274 9790

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027-573 8346

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EKO Orchard Manager (Te Puke)
027-289 9308

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027-212 5586

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027-212 5600

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027-212 5599

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