

## EastPack Update

### Operational Update

It is pleasing to see that EastPack and industry fruit loss year to date is tracking at its lowest level for a number of years.

The final European ship left the Port of Tauranga this week. All that remains now are three more smaller shipments to depart for Japan and containers to be shipped to SEA (South East Asia), Taiwan and China. It is anticipated that all fruit will be shipped by mid November.

#### 2012 Supplier Accountability Trial to Europe

This year has seen the introduction of the above trial. It is a joint initiative between Zespri and post-harvest operators and sanctioned by NZKGI. The objective of the trial is to reduce the amount of fruit loss that has occurred in Europe late in the selling season. This issue of high in market fruit loss late in the European selling season has been highlighted for a number of years as a major cost to the industry.

The broad mechanism of the trial is that Zespri "bulk funds" post-harvest operators 80¢ per tray for all trays shipped from New Zealand to Europe from Week 32 onwards. Prior to shipment every pallet is colour coded by coolstore according to its prediction of firmness of the fruit's arrival in Europe. Upon arrival in Europe up to 15% of the post-harvest operators' fruit is sampled and categorised according to the firmness of the fruit and the number of softs and rots. Costs are deducted from the 80cents/tray that post-harvest operators receive, depending on a preset firmness criteria and the amount of softs and rots upon arrival and assessment in Europe. The costs deducted are at the same level as what it would cost to repack, discount or dispose of fruit that cannot be marketed in Europe.

This trial will ensure that each post-harvest entity is rewarded for exactly the quality of fruit it

sends to the market, reducing the cross subsidisation that has occurred under the current Intercheck system.

This trial is not compulsory with 80% of the post-harvest operators agreeing to participate this year.

To date, the outturn of both EastPack and most other post-harvest operators participating has been very pleasing, although some grower lines have not lasted the journey as well as was expected.

EastPack's Quality Manager, Roimata Bryans is currently in Europe working alongside Zespri's quality inspectors to ensure the accuracy and interpretation of grade systems. In EastPack's case all surplus funds from this trial will be received by the Green growers' storage incentive pool.

This initiative is a classic win-win for both Zespri and growers – Zespri should receive better quality fruit which it can sell at less cost thus lifting

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Green growers' OGR from the European market.

EastPack is also working closely with Zespri in other areas of the supply chain, working together to reduce duplication and/or cost will lift growers' OGRs.



Tony Hawken  
CHIEF EXECUTIVE

EastPack coolstore data as at 4 October 2012.

	2012	2011	2010	2009	2008
Packed	12.847m	12.796m	10.643m	9.964m	9.956m
Total Out	11.523m	10.825m	9.804m	9.349m	9.030m
% Out	90%	84.5%	92.1%	94%	91%
Losses	237,000	272,000	228,909	379,000	520,000
% Lost	1.85%	2.12%	2.15%	3.6%	5.3%
Industry Lost	1.35%	2.63%	2.56%	2.9%	4.25%

# Technically Speaking

## Dealing with Psa

The key messages are still pretty much the same:

- Protect your orchard
- Mark, monitor and remove secondary symptoms
- Enforce strict hygiene protocols

### Protect your Orchard

Maintain your protective cover sprays. These should be in place before significant weather events and should be reinstated as soon after as possible. This will depend on the duration and severity of the weather event and the form of your protective spray.

Achieving excellent spray coverage is imperative and a closer re-spray interval and more frequent spraying will help improve coverage of persistent cover sprays.

Monitor your orchard for secondary symptoms. The sooner an infection is identified and destroyed the better the chance of minimising the losses.

Mark all secondary symptoms clearly. This helps define the size of the infection and will allow you to easily relocate the symptoms at a later stage when the light is not quite so good.

Remove and destroy infected parts of vines. Burn or bury them at least 0.5 m deep.

**Hygiene protocols are important tools to help protect your orchard. They should be:**

- Effective
- Easy to use
- Used by everyone entering the orchard
- Used every time, even when the boss is not there

*Monitor your orchard for secondary symptoms*



*Mark all secondary symptoms*



## Spring Psa spray programme 2012 | Pre-flower to monitoring

WHEN	WHY	PRODUCT AND RATE	NOTES
Pre-flowering	To protect young growth and flower buds	Use Kocide at 40-70g/100L or Nordox at 25-40g/100L	Copper cover sprays should be applied before periods of risk (of high Psa growth). Periods of 24 hours or more of continuous leaf wetness.
Optional At least seven days prior to flowering	To activate the plants' bacteria defence	Actiguard at 200g/ha	Must be applied prior to Psa infection.
As close to pre-flowering as practical	To protect young growth and developing flowers	Use Key Strepto at 60g/100L	Key Strepto can <b>not</b> be used where <b>any</b> flowers are present.
At 15% to 20% flowers	To protect the opening flowers	Use Blossom Bless at 150g/ha	Target the flowers.
At 50% flowers open	To protect the opening flowers	Use Blossom Bless at 150g/ha	Target the flowers.
After fruit sensitive period	To protect the young growth and fruitlets	Use Kocide at 40-70g/100L or Nordox at 25-40g/100L	Copper cover sprays should be applied before periods of risk (of high Psa growth). Periods of 24 hours or more of continuous leaf wetness.

### Notes:

- When spraying coppers make sure the spray is on target, use an appropriate water rate (approx 1000 to 1500L/ha) and make sure the coverage is as close to perfect as possible.
- Protectant sprays should be in place before periods of significant risk. These are periods where there is continuous leaf wetness for approximately 24 hours or more.
- Always apply copper protectant sprays on their own!
- The orchard will need to be audited by KVH before Key Strepto can be applied. It must:
  - be free from flowers. Mow the orchard first.
  - not be accessible to livestock.
  - not have any possibility for spray drift to non target crops.
- Key Strepto will not allowed to be used after 15 December.(this may be reviewed).
- No more than 1.2kg of Key Strepto can be used per ha per year.
- Retailers will again be asked to keep a register of Key Strepto sales.
- Dispose of any surplus or obsolete products from your spray storage as soon as is practical.

## Gold spring spray programme 2012 | Pre-flower to monitoring

WHEN	WHY	PRODUCT AND RATE	NOTES
As close to flowering as possible	To control scale insects	Movento at 20ml/100L + partner at 2L/ha	Must be applied before there are any open flowers. Should also be applied to willow and poplar shelter belts.
One week before flowering commences	To control leafroller	Prodigy at 15-25ml/100L	Must be applied before there are any open flowers
During flowering	To control sclerotinia	Flint at 15g/100L	Can <b>not</b> be applied after fruit set
After fruit set and until monitoring starts. Repeat as required	To control leafroller	Proclaim at 2g/100L	Repeat if required. A maximum of three leafroller sprays allowed until the start of monitoring.



## Technically Speaking continued

### Hayward spring spray programme 2012 | Pre-flower to monitoring

WHEN	WHY	PRODUCT AND RATE	NOTES
As close to flowering as possible	To control scale insects	Movento at 20 ml/100L + partner at 2 L/ha	Must be applied before there are any open flowers. Should be applied to willow and poplar shelter belts
One week before flowering commences	To control leafroller	Prodigy at 15-25 ml/100L	Must be applied before there are any open flowers
During flowering	To control sclerotinia	Flint at 15g/100L	Can <b>not</b> be applied after fruit set
After fruit set and until monitoring starts. Repeat as required	To control leafroller	Proclaim at 2g/100L	Repeat if required. A maximum of three leafroller sprays allowed until the start of monitoring.

Notes:

1. Dispose of any surplus or obsolete products from your spray storage as soon as is practical.

#### Orchard Operations Reminder



##### October

- Continue canopy control of Gold, paying attention to trying to reduce vigour and make early decisions about what growths to keep for winter.
- Remember little and often. Get through the orchard every week doing all the obvious stuff.
- Revisit your winter pruning in Hayward and open up any tight spacings as required. Remove any spurs less than pencil thickness.
- Pollination in Gold. Remember, the more seeds in the fruit, the more successful that fruit will be competing for dry matter.

##### MORE POLLINATION = MORE DRY MATTER

- Flower counts.
- Start canopy control of Hayward (squeeze tipping) as required.
- Apply the second pre-blossom scale spray (Gold).
- Apply the first pre-blossom scale spray (Hayward).

##### November

- Flower thinning in Hayward, remove misshapen flowers.
- More canopy work in Gold, going through the canopy lots of times and just taking out the obvious stuff each time.
- Continuing the canopy work in Hayward, working at stabilising the canopy and minimising the amount of vegetative growth in the canopy
- Little and often with the canopy work. Remember try to do it without needing to use secateurs.
- Pollination in Hayward.

##### MORE POLLINATION = MORE DRY MATTER

- Fill in and return your pest monitoring contract.
- Post-blossom leafroller spray in Gold.
- Finish male pruning in Gold.

##### December

- Trunk girdle Gold, 21 days after fruit set.
- Post-blossom leafroller sprays in Hayward.
- Finish male pruning in Hayward.
- Cane girdle in Hayward 4 weeks after mid bloom.
- Fruit thinning.
- Fruit counts.
- Start pest monitoring for scale.
- Finish last round of early canopy control before mid-December in Gold.
- Stop the growing points at the appropriate length of your replacement canes.
- Take leaf samples for analysis.

## Managing canopy establishment

**The goals over the period of canopy establishment are to:**

- Establish an effective solar panel
- Grow strong healthy flowers
- Grow next year's fruiting framework

**There are three key factors that considerably affect the establishment of the solar panel:**

- Budburst, the greater the percentage budburst the less extension growth is needed to achieve canopy closure.



- Leaf size, the larger the initial leaf size, the fewer leaves are needed to achieve canopy closure. Initial leaf size is strongly influenced by temperature.
- Extension, being able to stop the extension growth once canopy closure has been achieved is one of the key skills to achieving a good result in kiwifruit.

**The amount (percentage) of budburst is influenced by:**

- Winter chill
- Hydrogen cyanamide (HiCane) rate and timing
- Winter bud numbers
- Winter wood quality
- Nutrition
- Autumn girdling

**Leaf size and numbers are influenced by:**

- Temperature
- Nutrition
- Amount and rate of extension growth



**The amount and rate of extension growth is influenced by:**

- Budburst
- Temperature
- Flower/crop load
- Winter wood quality
- Nutrition

**There are several tools commonly used to stabilise the canopy and stop excessive extension growth. They include:**

- Crush tipping or squeeze tipping
- Zero leaf pruning
- Shoot removal
- Gel tipping

Consider things that might be done to warm up the orchard microclimate in the spring.

Flower development can be significantly

enhanced by a fast and efficient canopy establishment.

Next year's fruiting framework should be substantially in place by the time canopy closure is achieved.

A fast and efficient canopy establishment will minimise the cash and carbon cost.



# Financial Update

EET Forecast Average Class 1 payments for October 2012 are as follows:

	Zespri Progress	Taste	Base Charges and Port & Transport	Estimated October Average Payment
Green	\$0.15	\$0.20	-\$0.15	\$0.20
Gold	\$0.26	\$0.04	-\$0.01	\$0.29
Organic	\$0.60	\$0.30	-\$0.15	\$0.75
GA	\$0.07	\$0.58	-\$0.01	\$0.64
GL	\$0.05	\$0.05	-	\$0.10
HE	\$0.25	\$0.03	-	\$0.28

In addition to the above, Storage incentives will be paid out and fruitloss charged.

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 15 October 2012.

Payments by size are shown below.

	Zespri Fruit Payment To 14/09/2012	Zespri Progress 15/10/2012	Total Zespri Receipts	EP Base Coolstorage YTD	EP Port & Transport YTD	EET Advance (Base CS, P&T and Progress )	EET Total Paid YTD
Green							
18/22	3.15	0.55	3.70	-0.66	-0.14	0.13	3.04
25/27	3.75	0.30	4.05	-0.66	-0.14	0.13	3.39
30/33	3.30	0.10	3.40	-0.66	-0.14	0.13	2.74
36/39	2.96	0.15	3.11	-0.66	-0.14	0.13	2.45
42	2.05	0.00	2.05	-0.66	-0.14	0.13	1.39
Gold							
16/18/22	4.25	0.40	4.65	-0.74	-0.15	-	3.76
25/27	4.67	0.50	5.17	-0.74	-0.15	-	4.28
30/33	5.02	0.45	5.47	-0.74	-0.15	-	4.58
36/39	4.85	0.00	4.85	-0.74	-0.15	-	3.96
Organic							
18/22	3.25	0.65	3.90	-0.67	-0.14	0.06	3.15
25/27	3.45	1.00	4.45	-0.54	-0.11	0.06	3.86
30/33	3.90	0.50	4.40	-0.54	-0.11	0.06	3.81
36/39	3.60	0.75	4.35	-0.54	-0.11	0.06	3.76
42	2.25	0.00	2.25	-0.54	-0.11	0.06	1.66
GA							
16/18/22	3.79	0.10	3.89	-0.73	-0.15	-	3.00
25/27	4.20	0.10	4.30	-0.63	-0.13	-	3.54
30/33	4.25	0.10	4.35	-0.63	-0.13	-	3.59
36/39	4.05	0.00	4.05	-0.63	-0.13	-	3.29
GL							
16/18/22	3.84	0.00	3.84	-0.67	-0.14	-	3.04
25/27	3.77	0.10	3.87	-0.64	-0.13	-	3.10
30/33	3.91	0.10	4.01	-0.64	-0.13	-	3.24
36/39	3.82	0.00	3.82	-0.64	-0.13	-	3.05
HE							
18/22	3.55	0.40	3.95	-0.73	-0.15	-	3.07
25/27	5.20	0.30	5.50	-0.73	-0.15	-	4.62
30/33	4.95	0.25	5.20	-0.73	-0.15	-	4.32
36/39	4.05	0.25	4.30	-0.73	-0.15	-	3.42
42	3.25	0.20	3.45	-0.73	-0.15	-	2.57

## Staff Profile

### TOBY POTTER BUSINESS DEVELOPMENT MANAGER



Toby joined the EastPack Grower Services team just over a month ago as Business Development Manager. His position

involves providing personal service to growers, supporting the Grower Services/EKO team with sales and marketing activities and helping to procure quality kiwifruit growers to enhance EastPack's already strong grower base.

Toby came to EastPack from Aerocool and he was also involved in the horticulture team at the Bay of Plenty Polytechnic. He has a Diploma of Horticultural Management from Lincoln University and is currently working towards an Agri Commerce degree majoring in marketing through Massey University.

Toby is married to Lyndy and has a son, Ethan and two stepchildren, Jackson and Savannah. When he is not working Toby enjoys playing golf and squash as well as studying and hanging out with friends and family.

In 2008 Toby placed third in the grand final of the Young Horticulturalist of the Year competition and was awarded two tertiary study scholarships from Horticulture NZ. He is still an active supporter and member of the National Young Horticulturalist committee.

## Grower Profile

### PAUL AND CATHY FURNISS



Paul and Kathy Furniss have celebrated 10 years on their 7.9 Ha Matata orchard with a record crop of 92,000 trays (11,645 trays/Ha). The majority of the fruit was grown for CA storage and having performed well, the crop is well within the upper quartile of OGRs across the EastPack pool.

Originally dry stock farmers in Pikowai Road, Paul and Kathy were looking to diversify their investments, deciding ultimately that growing kiwifruit was the option to pursue.

Since 2002, the couple have successfully converted the 3 ha, T-Bar orchard to pergola, as well as planting and developing a further 4.9 ha. Since these developments, production has been rising steadily on the orchard.

However, it hasn't been plain sailing for the entire decade's journey. As all kiwifruit growers are well aware, the next unexpected adventure or challenge is never far away.

Like many orchards in the Whakatane region, flooding events through the first six months of 2011 have had a big impact on plant health. One block on the orchard was particularly badly affected with plants dying right up until harvest 2012. A lot of work has been done since then with replanting and drainage improvements in the block.

Another prominent blip on the radar was a large drop in volume in 2010 after the spring frosts of October 2009. At this time there was no frost protection on the site and the young growth was severely damaged. The canopy never recovered fully and production dipped to 45,000 trays that year. Since this event, a frost fan has been installed and production on the orchard is going from strength-to-strength.

Paul and Kathy enjoy the outdoors, particularly tramping, and Kathy is a keen cyclist. They also enjoy travel, and all going well might have a European excursion on the horizon. Paul and Kathy have two daughters. Anna 23, lives in Australia and works on a race horse stud, prepping yearlings for the sales. Christine 21 has just finished her hairdressing apprenticeship at Rodney Wayne.

Looking to the future, the orchard plan has been to diversify the crop into a 25% mix of new varieties. The journey began this winter with the grafting of 0.70 Ha to G3. To date, impact on the orchard from Psa is negligible and Paul's diligent copper spraying programme appears to be giving good control.

Although Psa makes planning for the future difficult Paul and Kathy are optimistic. They are strong supporters of the industry's SPE model and believe the effective R & D and technical information sharing from this model is a key part of their attraction to the industry.



# New Varieties Update



Many growers have had a very challenging start to the growing season with their new grafts. There is a large variation in graft success, within regions and even within individual blocks.

## Developing Grafts

Challenging factors have been the big frosts of mid September, red oozing on the stumps causing failure and grafting technique, with Stag Horn grafts on average behind a Kerf graft.

In general the sucker grafts are performing better than the stumps, and the lower the graft to the ground the more issues frost has caused.

So even without considering the challenge of PSA a lot of growers are on the back foot.

Graft results always look worse than they really are early on. I've often counted graft failures in early October and when it comes to regrafting time in November have found the numbers have reduced.

So the message now is to do the best with what has taken, wait to see what else comes away and grow suckers as insurance, especially on oozing vines.

Last year we trained two suckers per stump and have had good success grafting onto these, even on infected stumps.

I have found that a seven day rotation caring for grafts works pretty well. Every Monday morning we start in block one and work through the blocks, taping up and training before we do any other orchard jobs. The payoff for getting this part of the season right with fertiliser, water and training is huge the following year.

## New Variety after graft care Some do's and don'ts

### Do

- Apply more slug and snail bait.
- Keep weed free around stumps.
- Apply nitrogen fertilisers little and often.
- Keep competing shoots below the level of the graft.
- Relieve any sap pressure where vines still bleeding.
- Support the graft with a max tapener but only when the shoots are 350-400mm or longer.

### Don't

- Forget your slug and snail bait.
- Spray with Mesurol and adjuvants.
- Spray with urea solution.
- Tape the shoots until they are at least 350-400mm long.
- Allow the suckers to grow up past the grafts.

If you have any questions don't hesitate to ring your Grower Services Representative.

## Graft Care

Graft failure can put your development program behind schedule and re-grafting is an unnecessary expense.

Once your grafter has finished the actual grafting the rest is up to you. The new grafts will need some special care and attention. There are several areas that will need to be managed closely to ensure, not

only survival of the grafts but that they grow vigorously and establish quickly.

- Protect from Psa
- Sap pressure
- Support the grafts
- Slugs (and snails?)
- Protect from frost
- Fertiliser
- Weed control

## Protect from Psa

Gold-fleshed varieties and young growth are both risk factors making plants vulnerable to Psa. New grafts and the young rapidly growing tissue from grafts must be protected from Psa infections at all times.

Consult with the latest version of the Zespri Psa Crop Protection Programme for the best products.

Be aware of the correct concentration rates when mixing up small quantities of spray mix. Copper product rates will be approx 5g to 15g in 20L of water (this is approx 0.5 to 1.5 teaspoons of product !!!)

## Sap Pressure

Excessive sap pressure is the most common cause of graft failure. This can be quite easily reduced by providing for the excessive sap to drain away before reaching the graft.

However any new wound provides a potential entry point for Psa. There is a fine balance then, between saving the grafts

from excessive sap pressure and the need to minimise the Psa risk. Any open wound should be protected from Psa as much as practical. It is difficult to protect a weeping wound because if the sap can get out then Psa can get in.

The most common methods used to relieve sap pressure are to use either holes drilled into the trunk below the graft, or in the case of stump grafting, one or two small cuts with a chainsaw.

It is important to keep these holes open so that the sap is continuing to drain until the grafts are well established or the sap pressure eases off, usually in early November for Bruno rootstocks.

These holes will heal quite rapidly and they will be substantially healed by the middle of next season.







### Support the Graft

The successful graft will grow and elongate quite quickly. This growth is very tender and the callus tissue growing around the graft itself is soft so the new shoot will need to be supported as soon as it starts to grow.

A string can be tied to the stump below the graft and secured to the leader wire or a bamboo used instead. The growing shoot can then be wrapped loosely around or taped loosely to it.

### Slugs (and snails)

Slugs just love new grafts and will completely devour the emerging new shoots if given half a chance. Clean away all the trash around the base of the trunk for at least half a meter in each direction. Depressions where trunk sluing for *armillaria* control has been done should be cleared of any old leaves or rubbish. Allow

the ground around the base of the trunk to dry out whenever possible.

Apply a generous amount of slug and snail bait to the ground around the base of the trunk.

### Frost

The new graft will need to be protected from frost. If you are using an automated frost protection system it will pay to make sure the temperature sensor is lowered to the level of the grafts as it will be colder down there than at the level of the canopy.

### Fertiliser

Feed the young growing grafts with a nitrogen fertiliser at least every four weeks. This will only need to be a small quantity but needs to be applied at relatively close intervals, not more than four weeks apart. It can be applied by hand or banded on with a spreader.

### Weeds

Keep the area around the new grafts clean and free of weeds. This will minimise any competition for nutrients and water and it will also help with the control of slugs and snails.

### Summary, after grafting;

- Protect all cuts, holes and young growth from the threat of Psa
- Drill holes or chainsaw cuts below the graft to relieve sap pressure.
- Keep these holes open and draining.
- Support the grafts from the rootstock to the leader wire.
- Use a generous amount of slug bait and keep the ground around the trunk clear.
- Protect the young graft from frost.
- Keep free from weeds, keep watered and use nitrogen fertiliser little and often.

## Cuttings

### Structured orchard visits

EastPack's adoption of the Growing Excellence philosophy is a strong vision, not just for the packhouse itself, but extending out into the field via our Grower Services and EKO departments also.

On orchard, Growing Excellence is realised by higher OGRs/Ha through improved productivity and superior fruit quality. It is our goal to work alongside you through the growing season to assist in planning and decision making with the ultimate target of maximising the potential of your orchard.

Some of you may already be aware of our structured orchard visits process as we have been trialing the process for several seasons.

Two key objectives of this programme is to deliver you timely information and also

to impart some consistency of visits from orchard-to-orchard and from rep-to-rep.

You may notice your Grower Services representative carrying forms with the visit plan on them. This is essentially a checklist to ensure that all the important information at that particular time in the season is being discussed. For example the topics covered in our current visit are:

- Budbreak assessment
- Early canopy management
- Frost protection
- Pest management (scale, leafroller, birds etc)
- Psa management
- Pollination planning

There are six of these formal visits in place to cover the growing season, they are as follows:

1. Post-harvest and dormant period
2. Bud break to flowering

3. Fruitset to mid fruit development
4. Pre-harvest
5. Day of harvest

There is a separate set of visits for New Variety conversions. We have seen a great spectrum from complete failure to great success over the last few seasons in converted blocks. With conversions there are many links in the chain to get right through the season for the best result. It is our aim to assist you in getting back into full production as soon as is possible.

Of course, these are not the only visits available to you. EastPack has invested in ensuring there is ample support available for growers in the form of Grower Services representatives through what is the most challenging growing environment ever. You are encouraged to use this service as much as needed for growing advice and guidance.

## Cuttings continued

### KiwiGreen/Fruit Quality

The 2012 packing season saw an increase in scale levels and leaf roller damage when compared with previous years. It is fairly well accepted that this was due to favourable environmental conditions, growers focus being on Psa protection and an inability to get products applied due to poor weather conditions. This is completely understandable given the circumstances we found ourselves in at that point.

Scale is important due to the fact that it is a quarantine pest and therefore can reduce the flexibility around inventory management. Leafroller cause physical damage to fruit and as a grower you can check how significant a problem leaf roller was to your crop by viewing the rejects table on your season review, paying particular attention to the 'healed damage' and 'healed insect' reject categories. For

scale levels, please request information via your grower services representative.

For conventional growers, there are some excellent tools available to combat scale and leafroller. As per the EastPack pre-flowering to monitoring spray programme, growers are able to use Movento which is a highly effective systemic control for scale and Prodigy/Proclaim against leafroller.

It is important to ensure that at least two leafroller sprays are applied on all conventional orchards. Prodigy is generally applied as a tank mix with Movento pre flowering, both products are restricted to the pre-flowering period only. Proclaim can be applied in Hayward up until five weeks after fruit set (eight weeks in Gold varieties). In Hayward this falls around New Year's Day and making an application at this time is very effective. In almost every case where we have seen high levels of leafroller damage, it can be traced back to this application having been missed.

KiwiGreen pest monitoring will again be offered in 2013, but as was the case in 2012, EastPack recommends that you work with your Grower Services Representative to understand your monitoring requirements. Your GSR will be able to complete a risk assessment that considers historical scale levels and your current seasons spray programme. GSR will have contracts with them during structured orchard Visit 3 (Nov/Dec).

It is also worth noting that the past two seasons have seen an increased incidence in fruit lost due to sclerotinia and bacterial bud rot. Our Psa protection programme focused around copper during the pre-flowering period will help to reduce losses to bacterial bud rot whilst applying a fungicide during flowering will reduce exposure or risk to sclerotinia.

If you have any further queries about KiwiGreen pest monitoring or trends in fruit quality issues please feel free to contact Anthony Pangborn on 027-245 7295.

### Fruit Optimisation

As a part of EastPack's vision of being "World Class - Orchard to Market", the 2012/13 season will again see a strong emphasis placed on ensuring that EastPack growers benefit from the highest possible storage incentives and time related payments achievable through the continued enhancement of a project called "Fruit Optimisation". The potential benefits associated with this project have been further increased by EastPack's voluntarily involvement in the industries supplier accountability scheme.

The Fruit Optimisation project focuses on the entire supply chain from the growing of the crop, through harvest and packing to inventory management and shipping of the product to market. At each step of the chain we are looking at how EastPack can fine tune its processes and implement controls that will positively influence the eventual outcome for growers. Essentially trying to bring EastPack growers closer to the market through an enhanced flow of information.

Planning for the upcoming harvest starts as early as November with Structured Orchard visit 3, where Grower Service Representatives (GSR) will review the 2012 season from a storage performance perspective with growers on a KPIN by KPIN basis. It will be important for this discussion to be a two way conversation with the goal of matching past performance with grower preferences and ambitions for the upcoming season. Information gained at this time will contribute towards setting a tentative storage classification at KPIN level which will form the basis of a strategic harvest plan.

Once each KPINs storage classification has been identified and a strategic harvest plan developed, GSR will offer growers the necessary support with guidelines for best practice growing and picking. The EastPack picking auditing process is an example of a control already implemented to reduce picking damage and therefore fruit loss both at the grading table and post cool storage.

The strategic harvest plan will allow for an enhanced level of decision making by EastPack senior management and inventory and shipping teams as they make plans to ensure that as much value is extracted from the crop as possible through packing the right fruit into the right packaging type and shipping to the right market at the right time. Other benefits include being able to identify any capacity constraints from either a picking or packing perspective.

The strategic harvest plan is based on storage classifications, which relate to orchard historical storage performance and current seasons growing practices. Storage classifications should ensure that those lines earmarked as long term crops are picked at their optimum maturity. Once fruit arrives at the packhouse it receives a further classification, this time a load out priority (LOP) which is a number between 1 and 22. LOPs are set based on maturity at harvest (brix and pressure), picking practice



and leading indicators found at packing (i.e. softs and rots). All together this forms the first of three phases in the annual cycle, which we term prediction.

The following diagram describes the necessary flow of information, constraints and decisions that contribute to a successful harvest and subsequent storage performance.

Once packed and in coolstore phase two begins with bi-weekly monitoring of fruit quality through the process of condition checking and pressure and brix testing. Information gained at this time forms the basis for any necessary LOP revisions. EastPack

encourages growers to take an active interest in their fruit whilst in cool store and weekly storage summary reports are released to growers to ensure transparency.

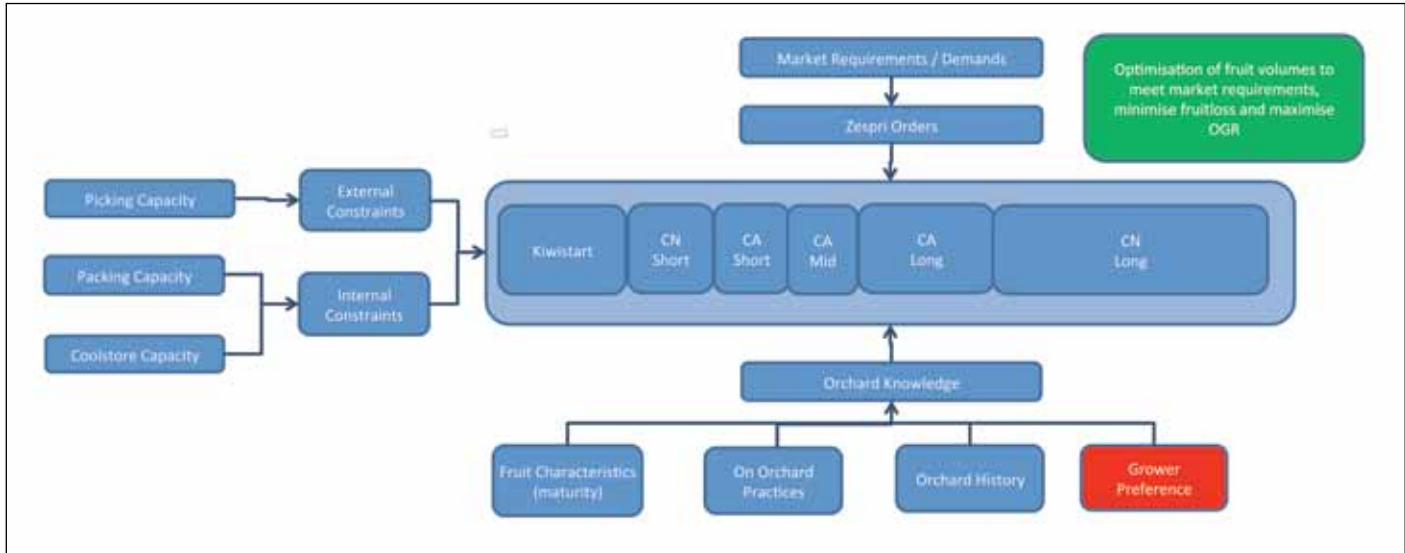
The third and final phase of the annual cycle is the review process; this is responsible for setting best practice guidelines both in the orchard and in the packhouse. Every season presents its own set of challenges and it is important to learn lessons and implement controls for the following season.

The success of the fruit optimisation project will be underpinned by effective communication of our strategic harvest plan

to all involved which includes packhouse staff, growers and picking contractors. EastPack remains committed to encouraging open lines of communications between these groups.

Of course there are a number of initiatives that exist within the scope of the fruit optimisation project that have not been mentioned in this article but are important in achieving our objectives of maximising storage incentives and time related payments. For further information on any of these please feel free to Anthony Pangborn on 027-245 7295.

Table 1. Information flows and constraints that impact on storage classification decisions



## EastPack Website

As an EastPack grower, if you haven't already logged into the EastPack website [www.eastpack.co.nz](http://www.eastpack.co.nz) and gone into the secure grower login area, here are a couple of good reasons why you should:

- Access to the OGR actual and forecasting figures for your KPINs
- Access to copies of your payment reports

If you are unsure of your login and password details or need further information please contact Kyra Ormsby on 07-573 9309 Ext 204 or [kyra@eastpack.co.nz](mailto:kyra@eastpack.co.nz) or your Grower Service Representative.





# Cuttings continued

## KVH Psa-V Risk Model

We strongly encourage everybody to use the KVH Psa-V Risk Model to help identify weather patterns that are likely to trigger Psa infection events.

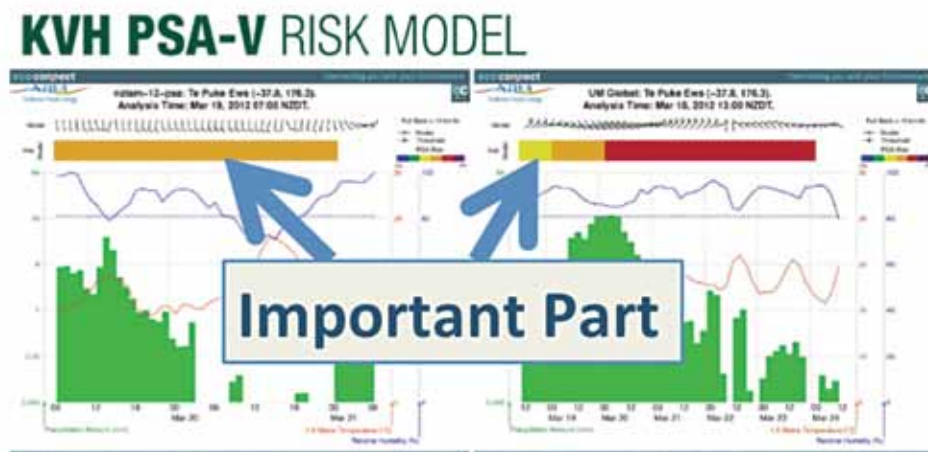
Go to [www.kvh.org.nz](http://www.kvh.org.nz). If you are unsure how to log on ring KVH 0800 665 825 for assistance.

Some excerpts for the KVH user guide follow:

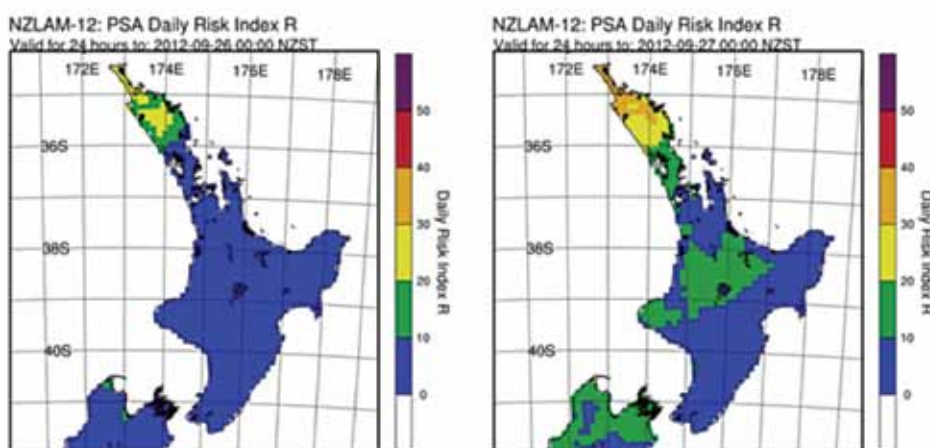
The risk forecast is intended to provide up to six days warning of elevated Psa-V infection risk events. The model designers have developed this tool to enable growers to implement their Psa-V management strategies more effectively.

The Psa-V risk forecasts are based on a mathematical equation. The equation relates the bacterial multiplication rate to accumulated hourly temperature and moisture conditions (precipitation and relative humidity) that are conducive to bacterial infection.

The field observations indicated a very high correlation between periods when the Model-predicted conditions were suitable for infection and actually infection that occurred on Hort16A seedlings exposed within a Psa-V infected kiwifruit block. The model also accurately identified low risk periods in which infection did not occur.



This image shows the detailed forecasts that are available at a regional level (eg. Te Puke, Gisborne, Katikati etc).



This image is an example of the New Zealand 2-day risk map. There is also a New Zealand 6-day risk map.

The 6 infection risk colour categories are defined as follows:

1. Low risk – BLUE	Infection is unlikely, although a small amount may occur where inoculum load is high, eg orchards with existing Psa-V symptoms.
2. Slight risk – GREEN	A small amount of infection is likely in any orchard in an infected region.
3. Slight-Mod risk – YELLOW	New infection is likely to produce an increase in Psa-V disease where inoculum load is high, eg orchards with existing Psa-V symptoms. Symptomless orchards have slight risk.
4. Moderate risk – ORANGE	New infection is likely to produce an increase in disease in any orchard in an infected zone.
5. High risk – RED	Substantial infection leading to disease increase is likely where inoculum load is high, eg orchards with existing Psa-V symptoms. Symptomless orchards have moderate risk.
6. Extreme risk – PURPLE	Substantial infection leading to a significant increase in disease is likely in any orchard in an infected zone.

### Strategic Review of the NZ Workplace Health and Safety System

On 6 June the Labour Minister, Kate Wilkinson, announced there would be a review of the NZ Workplace Health and Safety System.

“New Zealand’s workplace death and injury rates are not improving and are poor in comparison to countries like Australia and the United Kingdom. The Government is serious about taking action as it’s unacceptable that so many New Zealanders are being killed or seriously injured at work,” Ms Wilkinson says.

An independent taskforce has been set up to review whether the overall workplace health and safety system - including legislation, regulation, incentives and enforcement – is working effectively to reduce workplace injury and death.

It will provide recommendations to the Government by the end of April 2013 on a package of practical measures that will help reduce the rate of fatalities and serious injuries in the workplace by at least 25% by 2020.

#### What’s happening now?

There are two further phases to the consultation process.

#### 1 – Getting your input

The consultation document is now available, and you can complete an on-line questionnaire. Alternatively you can use the taskforce’s submission template. Guidance on how to make a submission can be found on <http://www.hstaskforce.govt.nz/consultation.asp>.

Additionally, the taskforce will be holding a series of regional meetings in October/ November to hear directly from interested groups and organisations. The meetings closest to the BOP are as follows:

#### Public meetings

Where	When
<b>Auckland</b> Auckland University of Technology Business School 42 Wakefield Street (Room WF714: 7th floor)	Tuesday 9 October, 4.00-6.00pm
<b>Auckland</b> Auckland University of Technology Business School 42 Wakefield Street (Room WF714: 7th floor)	Tuesday 9 October, 6.00-8.00pm
<b>Hamilton</b> Waikato Museum, 1 Grantham Street	Tuesday 16 October, 6.00-8.00pm
<b>South Auckland</b> TelstraClear Pacific Events Centre 770 Great South Road, Manukau (Carter Holt Harvey Room)	Thursday 18 October, 6.00-8.00pm

Submissions close at 5pm on 16 November.

**Have your say  
in the first  
wide-ranging review  
of the Workplace H&S  
System in 20 years!**

#### Summary of key dates

- Taskforce holds regional meetings – October/November 2012
- Submissions to the taskforce close – 16 November 2012
- Taskforce reviews submissions and begins writing final report – mid-November 2012 – February 2013
- Final report presented to the Government – 30 April 2013

#### 2 – Reviewing submissions and developing final recommendations

After submissions have closed the taskforce will begin to develop their final report. To help them do that they will test their thinking with a broader network of experts and reference groups.

They will provide their final report to the Government by 30 April 2013.

# Upcoming Events

DATE	REGION	EVENT	LOCATION	TIME
Tue 16 October	Te Puke	Zespri Meeting Market Requirements Seminar	The Orchard Auditorium MacLoughlin Drive	9.00am
Tue 16 October	Te Puke	Zespri Meeting Market Requirements Seminar	The Orchard Auditorium MacLoughlin Drive	12.00pm
Tue 16 October	Te Puke	Zespri Meeting Market Requirements Seminar	The Orchard Auditorium MacLoughlin Drive	3.00pm
Wed 17 October	Tauranga	Zespri Meeting Market Requirements Seminar	Classic Flyers, Boeing Room	9.00am
Wed 17 October	Katikati	Zespri Meeting Market Requirements Seminar	St Paul's Church Sanctuary Room, Katikati	1.00pm
Tue 23 October	Edgumbe	Focus Orchard Network Spring Field Days	Harcourt Orchard 30 Orchard Road Edgumbe	9.00am-12.00pm
Thur 25 October	Auckland	Zespri Meeting Market Requirements Seminar	Counties Inn, Pukekohe	9.00am
Thur 25 October	Katikati	Focus Orchard Network Spring Field Days	Peter Stewart Orchard 71 Wright Road, Katikati	9.00am-12.00pm
Thur 25 October	Waikato	Zespri Meeting Market Requirements Seminar	Burchell Pavillion Information Centre Te Awamutu	2.00pm
Tue 30 October	Tauranga	Focus Orchard Network Spring Field Days	Puketiro Orchard 345 Joyce Road, Pyes Pa	9am-12pm
Wed 31 October	Hawkes Bay	Zespri Meeting Market Requirements Seminar	Plant & Food Research Havelock North	9.00am
Wed 31 October	Te Puke	Focus Orchard Network Spring Field Days	Fruitforce Orchard 117 Gulliver Road Paengaroa	9.00am-12.00pm
Thur 1 November	Tauranga (Organic)	Focus Orchard Network Spring Field Days	Kms 'Organic' Orchard 388 Joyce Road, Pyes Pa	9.00am-12.00pm
Thur 1 November	Edgumbe	Zespri Meeting Market Requirements Seminar	Awakeri Events Centre Edgumbe	10.00am
Fri 2 November	Tauranga	Zespri Meeting Market Requirements Seminar	Mt Sports Club Mt Maunganui	9.00am

## GLOBALGAP REMINDER

### FOR GAP CONTRACTORS Have you booked your audit yet?

If not please contact:

Te Puke Ann Butler 07-573 9309  
Edgumbe Antz Main 07-304 8226

Opotiki Steve Hay 07-315 5226  
Target completion date 15 October 2012

### EP Prunings Deadline

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

Contact Kyra Ormsby:

Phone 07-573 9309, Ext. 204

Fax 07-573 9310

[kyra.ormsby@eastpack.co.nz](mailto:kyra.ormsby@eastpack.co.nz)



# Classified

## Situations Vacant

### Machinery Operator/General Hand

We are seeking an enthusiastic and reliable person with experience as a Machinery Operator for orchard mowing and spraying and general R & M work at Te Teko and Edgecumbe.

#### Key Requirements

- Growsafe-approved handler's certification
- Mechanical abilities
- Accurate record keeping
- Good communication skills

#### For more information

Ph Kim Woolsey 07-315 7182

## For Sale

### 2000x500mm Spray Guards

Suitable for stumps up to 12 years old.

Contact Tom 027 292 8529

### Silvan ATV sprayer

60 litre tank, brand new. \$600.00 ONO

Ph Sheryl 027-203 4480

### Bruno kiwifruit seedlings in plastic punnets

Overwintered for nursery planting this spring  
Have 20,000 – Need 10,000

Located in Tauranga KVH region

Ph Chris 027-493 1108

### 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](http://www.katools.co.nz)

Phone 021-103 8844

### Heat Dragon

Manufactured by Splash Equipment, Te Puke.

Excellent condition. \$9,500 + gst ono

Phone Chris Friis on

06-844 2905 evenings or 027-444 3091

### 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.

### Mulcher

Trimax Mulchmasta, 2.2m width.

Excellent condition. \$2500

Phone Pete on 07-315 6849

### Casuarinas

1000 Casuarinas in PB5 1 metre, \$3.50ea (+GST)

1000 Cryptomerias in PB5, \$3.50ea (+GST)

Phone Hugh Stuckey on 027-223 5007

## For Sale

### 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

### Feijoa Trees

\$10.00 per tree. Ph 0276-672 2044

## Wanted to Buy

### Spray Pump Unit

To fit onto power take off (PTO)

Phone Frank 07-871 8975 or 027-458 5112

### Hort 16A Gold Licence

Phone Grant 027-493 1810

### Swing Arm Mower – Ph Pat 027-473 5099

### All Terrain Mast Forklift

AUSA CH150X4 preferred, but all forklifts considered.

Phone Mark on 021-460 292

## Courses

### First Aid Courses

OSH, GAP, NZQA. Held monthly in Te Puke.

Phone Doug 021-108 1515

Email: [dougallan@slingshot.co.nz](mailto:dougallan@slingshot.co.nz)

## Trade Services

### PrimoGrow Ltd

#### Orchard Contracting Services

- Crop spraying
- Weed control
- Mowing and mulching requirements

Phone Matt 021-202 8520

### Fertiliser Spreading

For all your fertiliser spreading requirements

- Main dressing
- Side dressing
- Compost and lime

Phone Paul Rouse 027-454 7839

### Fertiliser Spreading and strip spraying weeds

- 50-5000kg per ha – base and side dressings
- Delivered and spread
- Use low drift nozzles for spraying
- Product supplied or use your own

Competitive Rates – Book now!

Murray Holmes – Semloh Contracting Ltd

07-573 7695 or 027-573 7695

Email: [semloh@eol.co.nz](mailto:semloh@eol.co.nz)

### Bay Sluicing

For all your sluicing needs.

Call Kevin Massey on 0800 877 566

## 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

### 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

### Bay Farm & Industrial Pumps

Pumps and water meters.

Frost protection and irrigation systems.

Design, supply and install. Free quotes

Phone Daryl Richardson

027-277 5295 or 07-578 4405

Email: [daryl@bayfarmpumps.co.nz](mailto:daryl@bayfarmpumps.co.nz)

### 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](mailto:Superiorkiwifruitvines@gmail.com)

## Trade Services Wanted

### Kiwifruit posts and wire to be removed

4.5 canopy hectare lot to be removed

Contact Tere 07-573 5356

## 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

Ph Barry Moys 07 929 7272

## Holiday Home For Sale

### Relocatable bach

Located in Thornton Beach Holiday Park.

\$75,000 ONO

Contact Braden 021 280 6600



One of the groups of growers, bank managers and other interested people who came to EastPack's Te Puke Open Day on 21 September to look behind the scenes at our high performing operation and to see why our growers enjoy the lowest packing price and highest OGR.

## Contacts

### Edgecumbe Site

Phone 0800-722 554

Fax 07-304 8262

#### Tony Hawken

*Chief Executive*

027-497 1796

#### Matt Hill

*General Manager – Grower Services/EKO*

027-489 5088

#### Tony Hooper

*Manager – Grower Services/EKO  
(Edgecumbe)*

027-292 4639

#### Jacki McCormack

*Grower Services (Edgecumbe/Te Puke)*

027-346 8942

#### Grant Allen

*Grower Services (Edgecumbe/Te Puke)*

027-203 4456

#### Paul Manson

*EKO Orchard Manager (Edgecumbe)*

027-677 4502

#### Alan Kale

*Grower Services (Hawkes Bay)*

027-286 4797

### Te Puke Site

Phone 07-573 9309

Fax 07-573 9310

#### David Stephenson

*Manager – Grower Services/EKO (Te Puke)*

027-258 9820

#### Toby Potter

*Business Development Manager*

027-703 3812

#### Braden Hungerford

*Manager – Grower Services/EKO  
(Western Bay/Waikato)*

021-280 6600

#### Tim Torr

*Technical Transfer Manager*

027-205 7520

#### Anthony Pangborn

*Technical Manager – Fruit Quality*

027-245 7295

#### Peter Savory

*Grower Services (Te Puke)*

027-742 6778

#### Ivon Pilcher

*Grower Services (Te Puke)*

027-430 4074

#### Glenn Carter

*Grower Services (Te Puke)*

027-274 9790

#### Bryan Leach

*Grower Services (Te Puke)*

027-573 8346

### Opotiki Site

Phone 07-315 5226

Fax 07-315 5224

#### Ross Steele

*Manager – Grower Services/EKO (Opotiki)*

027-479 4224

#### Daile McDonald

*Grower Services/EKO Orchard Manager  
(Opotiki)*

027-453 2752

#### Ngawai Amoamo

*Grower Services/EKO Orchard Manager  
(Opotiki)*

027-703 5671



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