

## EastPack Update

Below is the Green coolstore summary comparing this season with three previous seasons at the end of October. The last Japanese vessel leaves NZ in Week 45 (5-11 November) and all fruit will be exported by week 46.

### Operational Update

Great to see fruit loss is tracking below last and previous years for both EastPack and the overall industry.

Despite this improvement EastPack management is currently in the process of identifying areas where further improvements can be made to reduce fruit loss in 2013.

The reduction in the industry onshore and offshore fruit loss over the past three seasons (2010-2012) has been very impressive. We estimate improvements to be in the vicinity of \$50,000,000 for both varieties – a very credible achievement. This goes a long way to help improve growers' OGRs in the difficult foreign exchange environment that most other exporters are currently facing.

### Psa

This insidious disease continues to dominate most kiwifruit conversations. The way the industry has responded and how growers have reacted is very impressive.

The pathway forward is not as bright as we had hoped 10 months ago, however there are enough positive signs showing that we can learn to live and manage Psa in this difficult environment.

EastPack Directors signed off the 12 month "Business Plan" in September. One of the strategies for 2013 is "improving Green profitability". With the rapid reduction of Hort 16A volumes, and the slower than expected recovery by G3, Green is going to be the backbone of the industry for the short to medium term (1-5 years). It is critical that we improve the per tray and per hectare returns to Green growers. This involves all of us in the business from orchard right through to market. This strategy fits nicely into our vision of "World Class Orchard to Market".

There are three areas where EastPack is focussing its efforts in 2013:

- 1. On orchard –**  
Maximising productivity of high quality fruit from your orchard via our structured orchard visit programme.
- 2. Packhouse and coolstore –**  
All areas are under review. Opportunities are being identified where we can improve the productivity and profitability of packing and coolstoring fruit.
- 3. Ship to market –**  
EastPack is part of the Zespri board sub-committee looking at ways to reduce cost and increase value, thus lifting growers' OGR per tray.

We have identified a number of areas where improvements can be made, and it is good to see that Zespri has adopted some LEAN principles to its business. As an industry we are receiving "world class in market prices" for our fruit across the world. The challenge we now have is to capture more of this value and return it to

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growers' pockets via the OGR. With the Psa crisis that we now have, it is critical that the three major links in the kiwifruit industry: growers, post-harvest and Zespri work closer and more collaboratively together to improve grower returns. The current way that we do business needs to be challenged to improve change and evolve quickly. EastPack is up for this challenge, we hope that others in the industry are up for this challenge also.



Tony Hawken  
CHIEF EXECUTIVE

EastPack coolstore performance as at 28 October 2012.

Green	2012	2011	2010	2009
Packed	12,605m	12,600m	10,670m	9,962m
Total shipped	12,296m	11,702m	10,505m	9,741m
% shipped	97.5%	92.5%	98.4%	97.7%
Losses	309,742	375,000	370,000	470,000
% lost/packed	2.45%	2.96%	3.46%	4.7%
Industry losses	2.03%	3.46%	3.83%	4.0%

# 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.

*Mark all secondary symptoms*



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



*Remove and destroy infected parts of vines*



## Psa high risk weather events

We are hearing the term “high risk weather event” all the time nowadays, but what is the nature of the risk from Psa due to weather?

It seems to me that there are three separate areas of risk to kiwifruit, relating to weather events.

These are:

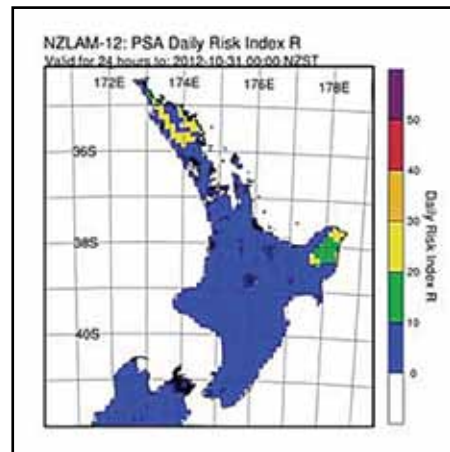
1. Wet weather, this is where the weather event produces continued leaf wetness for a period of 24 hours or more.  
The nature of the risk is that numbers of Psa bacterium build up in the wet conditions to the point where they start to exert severe disease pressure, leading to the establishment of a systemic infection in the kiwifruit plants.  
This can be countered by applying an effective protective spray, such as a suitable copper product, immediately prior to the weather event starting.
2. Extended wet weather, this is where the weather event produces continued

leaf wetness for a much more extended period, during which time there is significant continued growth in the expansion of leaves and new extension growth. This may produce the situation where the new growth is not able to be protected by a re-application of the protective cover spray and so is vulnerable to Psa infection. This is more of a risk in spring, when leaf and shoot growth is still quite rapid.

This is a more difficult risk to counter and needs an effective protective spray to have been applied prior to the start of the weather event and followed up immediately after with a product that has significant knock down effect, for example streptomycin (if still allowed to be applied) or Serenade Max.

3. Gusty rough windy weather that produces conditions that physically damage the kiwifruit tissue. This fresh tissue damage can provide an entry point for the Psa.

This risk can be relatively easily countered by the re-application of an effective protective spray, such as a suitable copper product.



There is a possible fourth type of high risk weather event for orchards or regions where Psa is not yet established. This is where the weather conditions, a combination of wind and rain, produce an aerosol plume. An aerosol is where the water droplets formed are so small that they have no trajectory of their own in the atmosphere. If this aerosol plume then contains Psa bacteria then they can be carried for long distances to start infections on unprotected kiwifruit many kilometres away from the nearest known disease symptoms.

## Code of Practice for Psa

Anyone entering, leaving and working on kiwifruit orchards.

### DO

- **You must** – only park cars on loading pads or driveways.
- **You must** – drive directly to the loading pad or only as far as, but not beyond the driveway.
- **You must** – soak all pruning tools (two minutes) in the disinfectant (supplied by grower/manager).
- **You must** – only use the pruning tools supplied by the grower or manager.
- **You must** – disinfect your pruning tools between every plant
- **You must** – wash your hands and use hand sanitiser when you arrive on the orchard and again when you leave.
- **You must** – Sanitise footwear upon entering and again on leaving every orchard or wear disposable bootees or plastic bags.

- **You must** – report to the grower or manager any plants that have rust-coloured or milky exudates or unusual spots on the leaves.
- **Optional** – mark and identify any infected plants with flag tape and write on the date.

### DO NOT

- **Do not** – Enter any orchard without the express permission of the owner or manager.
- **Do not** – drive around the orchard or under the vines.
- **Do not** – use unsterilised orchard tools (loppers or any other hand tools) including pouches.
- **Do not** – use ground sheets, bags, lunch containers or personal equipment under the canopy.
- **Do not** – take children or pets onto any orchard.
- **Do not** – cut, handle or remove infected plant material, unless specifically instructed to do so.
- **Do not** – remove any plant material, (dead or alive) leaves, flower buds, fruit etc from any orchard.

## Technically Speaking continued

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

WHEN	WHY	PRODUCT AND RATE	NOTES
Pre-flowering Repeat as required	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 open	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 Repeat as required	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 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.

## Hayward spray programme 2012 | Pre-flower to after fruit set

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.

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

WHEN	WHY	PRODUCT AND RATE	NOTES
Pre-flowering Repeat as required	To protect young growth and flower buds from Psa	Use 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.
Pre-flowering	To control scale insects	D-C Tron Plus (organic) or Excel organic oil at 1L/100L	Only use in good drying conditions.
During flowering	To control leafroller	Bio-Bit DF, Delfin or Dipel DF at 50g/100L	
During flowering	To control sclerotinia	Botry-Zen at 300g/100L	Best during flowering. Must not be used later than 28 days from fruit set. Apply in the evening as this product is sensitive to UV.
Pre-monitoring Green	To control leafroller	Bio-Bit DF, Delfin or Dipel DF at 50g/100L	A maximum of three leafroller sprays only allowed until the start of monitoring (five weeks from fruit set).
Pre-monitoring Gold	To control leafroller	Bio-Bit DF, Delfin or Dipel DF at 50g/100L	A maximum of three leafroller sprays only allowed until the start of monitoring (seven weeks from fruit set).
Pre-monitoring Repeat as required	To protect from Psa	Use 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.
Pre-monitoring Green	To control scale insects	D-C Tron Plus (organic) or Excel organic oil at 1L/100L	Avoid spraying between 14 and 35 days from fruit set. Allow 21 days from last copper to oil and seven days from last oil to copper. Only use in good drying conditions.
Pre-monitoring Gold	To control scale insects	D-C Tron Plus (organic) or Excel organic oil at 1L/100L	Avoid using oils later than 25 days from fruit set. Allow 21 days from last copper to oil and seven days from last oil to copper. Only use in good drying conditions.

Notes:

1. When spraying coppers make sure the spray is on target, use an appropriate water rate (approx 1000-1500L/ha) and make sure the coverage is as close to perfect as possible.
2. Psa 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.
3. Always apply copper protectant sprays on their own!
4. Always apply coppers in good drying conditions.
5. Do not use a normal surfactant when using spraying oils.

# Technically Speaking continued

## November and December Canopies

- Establish an effective solar panel
- Grow strong healthy flowers
- Grow next year's fruiting framework
- Protect the canopy against Psa

### 16A Gold

Gold canopies should be completely established by now. There should be little or no new leaf growth in the fruiting canopy.

Growing tips in the fruiting canopy are competing with the fruit for the carbohydrate being produced by the plant.

The only growing tips and new leaf needed from now on are those growths required to be tied down in the winter, any others can be removed using the most appropriate method for that situation. These are

- Crush tipping
- Shoot break outs



Any unwanted vegetative shoots should be removed. Areas of shaded leaves in the canopy should also be removed.

All canopy work should be followed by a re-application of your (copper) Psa protectant spray.

All tools should be treated with a sanitiser, at least after every plant, this includes fingers when crush tipping.

Timing of Benefit applications either side of the spring trunk girdle may help to control vegetative vigour in the canopy.

### Hayward

Hayward canopies should be rapidly approaching closure if they haven't already.

The only growing tips and new leaf needed from now on are those growths required to be tied down in the winter, any others can be removed using the most appropriate method for that situation. These are

- Crush tipping
- Shoot break outs



Any unwanted vegetative shoots should be removed. Areas of shaded leaves in the canopy should also be removed.

Flower buds should be thinned before pollination starts. All flat and fan-shaped flowers should be removed.

Flower numbers should be assessed and if they are above your target number, they should be reduced before pollination starts.

Forty flowers per square metre equates to approximately 10,000 trays per hectare, so make sure that you are confident that you can carry the crop load that you are taking into pollination.

Reducing fruit numbers after pollination, for any reason, is an inefficient way of growing kiwifruit.

Pollination is a limiting resource for Hayward and it simply does not make sense to pollinate fruit that is not going to make it into a tray at harvest.

If you need to reduce your flower numbers, cut out all the very thin wood off the ends of weak canes. Remove thin, weak and shaded spurs, especially those shading the leader. Consider also cutting out the most vigorous canes, especially if the fruiting laterals are not terminated.

All canopy work should be followed by a reapplication of your Psa protectant spray.

All tools should be treated with a sanitiser at least after every plant, this includes fingers when crush tipping.

Try to make sure that you are carrying your target crop load on the best possible quality wood.

### Pollination

Pollination is probably the most critical process in producing a good crop in Hayward.

Check with your beekeeper ahead of time to make sure that he has your order for hives and that he understands where in the orchard they are to be placed and in what numbers.

Seriously consider some supplementary pollination. Pollination is such a critical process that it makes sense to spend a little bit of money to ensure that you get the best possible result.

EKO can help out with sourcing and applying pollen in your orchard.



### Trunk Girdling

#### Timing

- Spring trunk girdle should be approx 21 days after fruit set.

#### Benefits

##### Spring trunk girdling can:

- increase dry matter.
- give a significant increase in fresh weight.
- reduce the variation.
- reduce vigour.

#### Risks and Cautions

Generally trunk girdling has proved to be a reasonably safe and reliable technique when applied correctly.

However it makes sense to observe some cautions:



*Trunk girdling*

- Do not trunk girdle young vines until they have achieved a full canopy.
- The trunk girdle should be applied with a girdling knife rather than a chain.
- Sterilise all girdling tools by soaking them in a suitable sanitiser. This should be done after every plant. Consider using two tools, with one soaking in a bucket of sanitiser and swapping after every plant.
- Girdle the rootstock and not the scion of recently grafted plants.



- Protect the grafting cut with a suitable protectant spray immediately after girdling.
- Only girdle on dry vines in fine dry weather.

#### **Male Pruning for Gold**

- Remove all spent flowering wood.
- Where practical cut back to the last piece of green tissue on each piece of wood originating from the leader.

- In particular, reduce the height of the pruned male canopy as much as can be reasonably achieved.
- Crush tip or break out any non-terminated green shoots.
- Try to encourage the growth of spurs or short to moderate terminated growths.
- Prunings should be kicked out into the alleyway where they can be mulched up.
- The pruned male must have at least some leaf every 150-200mm along the length of the leader.



*Newly pruned Gold strip male*

### **Orchard Operations Reminder**



#### **November**

- Maintain your Psa protectant cover sprays
- 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**

- Post blossom leafroller spray in Gold.
- Finish male pruning in Gold.

#### **December**

- Maintain your Psa protectant cover sprays
- Trunk girdle Gold, 21 days after fruit set.
- Post-blossom leafroller sprays in Hayward.
- Finish male pruning in Hayward.
- Trunk girdle in Hayward 21 days after fruit set.
- 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.

#### **January**

- Maintain your Psa protectant cover sprays
- Take a break!
- Start pest monitoring.
- Continue leader pruning in Hayward.
- Continue stopping growing points in Hayward canopy.
- Under vine weed control.
- Continue vigour control in Gold later in January.

# Financial Update

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

	Zespri Progress	Taste	Net Incentives	Base Charges and Port & Transport	Estimated November Average Payment
Green	\$0.32	\$0.25	0.04	-\$0.18	\$0.43
Gold	\$0.31	\$0.78	0.06	-	\$1.15
Organic	\$0.55	\$0.53	0.02	-\$0.14	\$0.96
GA	-	\$0.80	0.06	-	\$0.86
GL	\$0.13	\$0.80	0.06	-	\$0.99
HE	\$0.24	\$0.59	-	-	\$0.83

The average fruit value rates per Class 1 tray are shown in the table below.

**Please note that Zespri are clawing back \$0.25 for each Green 42 count tray.**

Virtually all coolstore and P & T charges have been deducted for 2012, a small amount will be deducted in December.

These payments will be direct credited into your account on 15 November 2012.

Payments by size are shown below.

	Zespri Fruit Payment To 15/10/2012	Zespri Progress 15/11/2012	Total Zespri Fruit Value Receipts	EP Base Coolstorage YTD	EP Port & Transport YTD	EET Advance (Base CS, P&T and Progress )	EET Total Paid YTD
Green							
18/22	3.70	0.80	4.50	-0.71	-0.15	0.03	3.68
25/27	4.05	0.70	4.75	-0.66	-0.15	0.03	3.98
30/33	3.40	0.45	3.85	-0.66	-0.15	0.03	3.08
36/39	3.11	0.20	3.31	-0.66	-0.15	0.03	2.54
42	2.05	-0.25	1.80	-0.66	-0.15	0.03	1.03
Gold							
16/18/22	4.65	0.40	5.05	-0.74	-0.15	-	4.16
25/27	5.17	0.50	5.67	-0.74	-0.15	-	4.78
30/33	5.47	0.40	5.87	-0.74	-0.15	-	4.98
36/39	4.85	0.10	4.95	-0.74	-0.15	-	4.06
Organic							
18/22	3.90	0.50	4.40	-0.73	-0.15	-	3.52
25/27	4.45	1.00	5.45	-0.73	-0.15	-	4.57
30/33	4.40	0.40	4.80	-0.73	-0.15	-	3.92
36/39	4.35	0.55	4.90	-0.73	-0.15	-	4.02
42	2.25	0.60	2.85	-0.73	-0.15	-	1.97
GA							
16/18/22	3.89	0.00	3.89	-0.73	-0.15	-	3.00
25/27	4.30	0.00	4.30	-0.63	-0.13	-	3.54
30/33	4.35	0.00	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	0.10	3.94	-0.67	-0.14	-	3.14
25/27	3.87	0.40	4.27	-0.64	-0.13	-	3.50
30/33	4.01	0.15	4.16	-0.64	-0.13	-	3.39
36/39	3.82	0.00	3.82	-0.64	-0.13	-	3.05
HE							
18/22	3.95	0.60	4.55	-0.73	-0.15	-	3.67
25/27	5.50	0.60	6.10	-0.73	-0.15	-	5.22
30/33	5.20	0.35	5.55	-0.73	-0.15	-	4.67
36/39	4.30	0.10	4.40	-0.73	-0.15	-	3.52
42	3.45	0.35	3.80	-0.73	-0.15	-	2.92

## Staff Profile

### ROGER HOEBERS GROWER SERVICES REPRESENTATIVE WESTERN BOP AND WAIKATO



Roger joined EastPack last month after working for Zespri for five years as Grower Liaison Manager. In that role he serviced Western BOP, Coromandel, Waikato, Auckland and Northland. Prior to working for Zespri Roger was the Technical Services Manager for GroPlus/Pollen Plus. In his role at EastPack Roger will be joining Braden Hungerford in looking after our growers in the Western BOP and Waikato regions. He will be providing friendly service to our current growers, helping to procure new growers as well as ensuring fruit is grown and presented in the best quality and condition to the packhouse.

Roger achieved a Diploma of Horticultural

Management at Massey University as well as a National Certificate in Business Studies at the Bay of Plenty Polytechnic.

Roger is married to Deborah and they have two young daughters, Ariel, five and Alexis, one. In his spare time Roger is developing and growing his own G3 orchard. Spending time with the young family takes most of Roger's 'spare time' and energy, but when time allows he enjoys riding bikes, mountain biking, road cycling and trail riding motorbikes. Over the years Roger has won several local and national cycling race trophies – when he was younger, fitter and faster!

## Staff Profile

### MARGARET MILLER GROWER SERVICES REPRESENTATIVE – OPOTIKI



Margaret joined the EastPack Grower Services team at the end of last month after moving from her position as Technical Manager at Aongatete. She will be working alongside Ross Steele and the team in Opotiki and will be out and about looking after our growers in the Opotiki region.

Margaret has a Bachelor of Science majoring in Ecology and Horticulture as well as a Certificate in Sustainable Nutrient Management.

Margaret lives in Ohope with her fiancé Cam, with the rest of her family living

down in the Manawatu. In her spare time she enjoys women's surf boat rowing with the Ohope Surf Club, cycling, fishing and spending time with friends in the sunny Bay of Plenty. Margaret likes to challenge herself and completed her first half marathon in September.

# New Varieties Update



With ground temps finally starting to warm up we are starting to see good growth rates with the new varieties. It is time also to start to shift our thinking towards lowering leaders.

## Bringing down New Variety leaders

Both G3 and G14 are less forgiving with the timeframe to drop leaders than Hort16a. Many growers have found the later they drop the leaders the more gappy the leaders become with unbroken buds along leaders. In an ideal world we would have all leaders down by the 1 December. However with the cold start to the season we may be slightly later.

### Tips

- When we drop leaders we want to cut the leader back to about a 10mm diameter. This often corresponds with about a meter being cut off.
- Aim for about a 500mm gap between the ends of leaders.
- Don't cross over leaders if possible.
- If we are going for a leader and canopy in one year, the leaders may be very short when we drop them. However the end lateral

can be turned around in winter to extend the leader.

- Sterilise gear between plants; if the workers don't want to do it, suggest a new career path.
- Do your best to avoid rub when dropping leader and secure well.
- Check to see if lateral growth is going to be able to avoid wire rub.
- Keep an eye on soil moisture levels.

### Regrafting, November Window

You should have already submitted your numbers to Zespri for graft failures. Zespri has enough bud wood to cover those failures.

Bud wood is available from 6 November at 10 Cessna Place, Mt Maunganui and is open from 9.00am-2.00pm, Monday-Friday through the rest of November.

All the paper work required is on site so you can just turn up to collect it.

If a graft has failed on a stump from what looks to be Psa it would be better to regraft onto a sucker if available. We had pretty good success in a graft trial through until January on suckers and would have still achieved a leader in the January graft.

For more info on grafting see Kiwitech Bulletin No. N53 available on the Zespri Canopy website.

## 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.



# EastPack Grower Invitation



## 2012 Christmas Parties

Please ensure you RSVP your  
attendance to the appropriate contact by  
**Friday 30 November 2012**

### Edgecumbe

*Friday 7<sup>th</sup> December*

**Venue:** Edgecumbe Packhouse  
678 Eastbank Rd,  
Edgecumbe

**Time:** 5.00pm

RSVP to Diane on  
07 304 8226

### Te Puke

*Wednesday 12<sup>th</sup> December*

**Venue:** Don & Claire Heslop's  
320 Te Matai Road,  
Te Puke

**Time:** 5.00pm

RSVP to Cathy on  
07 573 9309

### Opotiki

*Thursday 13<sup>th</sup> December*

**Venue:** Carol Franklin's  
772b State Highway 35,  
Opotiki

**Time:** 5.00pm

RSVP to Adele on  
07 315 5226

### Hawkes Bay

*Wednesday 19<sup>th</sup> December*

**Venue:** John & Wendy Evans'  
122 Twyford Road,  
Hastings

**Time:** 5.00pm

RSVP to Cathy on  
07 573 9309

**Hams to be won at each party!**

# Cuttings

## Pollen Harvesting

- EastPack are working in conjunction with PollenPlus to harvest flowers, mill pollen and provide pollen to growers.
  - PollenPlus are providing flower milling facilities in Te Puke, Edgecumbe (EastPack only) and Tauranga to meet regional KVH pollen movement requirements.
  - Picking of the flowers will be done by local contractors and will follow the KVH Guidelines for hygiene.
  - If you have ordered pollen to be applied by quad duster you must contact PollenPlus by 3.00pm the day before application to confirm the rate to apply and the blocks to apply to.
  - Pollen can be provided as just pollen or applied by quad duster (PollenPlus)
  - PollenPlus contact details: phone 07-552 5985 or email [admin@pollenplus.co.nz](mailto:admin@pollenplus.co.nz)
  - Pollen Assist and Pollen Dye can be purchased from your local Fruitfed store.
  - All pollen milled be viability tested but not PSA-V tested.
- Any queries please discuss with your EastPack Grower Services Representative.

## THURSDAY NIGHT RIDES



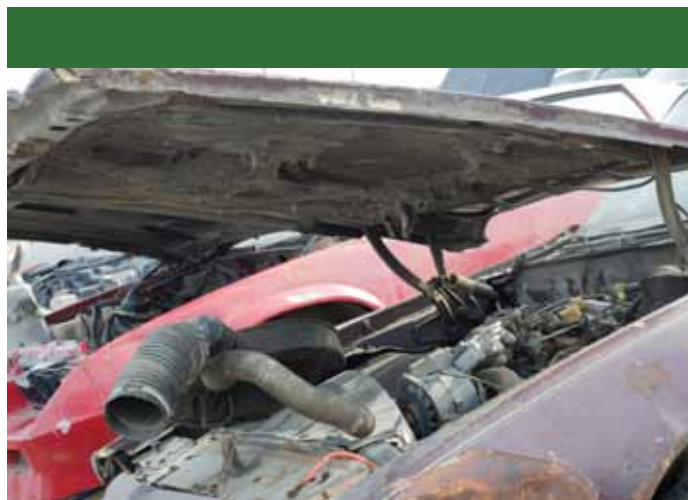
**FEELING STRESSED?  
GUARANTEED STRESS  
REDUCTION FOUND!**

**Mountain Bike Tauranga, NZKGI  
and KVH present...**

**Weekly mountain bike rides!**

Transport leaves from Commerce Lane, Te Puke  
5.25pm every Thursday. Come for a ride.

For more details check out [www.mtbtauranga.co.nz](http://www.mtbtauranga.co.nz)



**ROTARY TE PUKE  
BATTERY COLLECTION  
FUNDRAISER**

**WANTED**

Any old car batteries that you no longer  
require for a fundraiser for the club

Phone

Andrew Stephenson – 027-289 9308

David Stephenson – 027-258 9820

# Health & Safety

## DEHYDRATION

Now the days are starting to warm up we'll be sharing some summer safety tips with you from the Ministry of Business, Innovation and Employment (formally DOL) over the next few editions of EP Prunings.

The first one in the series is on dehydration

Not replacing the water you lose through everyday activity can cause severe health problems. Symptoms of dehydration are thirst, a dry mouth, rapid pulse, feeling drowsy, disorientated and irritated. All these symptoms affect performance and judgement at work, especially during the hotter months.

Don't just drink water when you're thirsty – your body could already be dehydrated by then. You need to drink at regular intervals.

Many jobs provide the perfect opportunity to stop for a second and have a drink. For example, if working with machinery have a drink of water when you stop to refuel or reload. If you need to stop to open gates, have a drink of water at the same time. Little and often is the key.

Mental performance and concentration all start to decrease with increasing temperature and dehydration. Poor and/or reduced performance not only affects production, but also safety.

### Ways to manage dehydration

- Tell staff about the causes of dehydration and how to recognise the symptoms.
- Have a buddy system in place – including for yourself.
- Provide sufficient fluids to prevent workers becoming dehydrated.
- Consider altering the work schedule so that heavier work is done during cooler periods.

- Where practicable, provide shade for outdoor work.
- Allow rest breaks to be taken in cooler areas.
- Ensure that workers are fit and not taking medication that will impair their ability to cope with heat.

### Working in hot temperatures

In many work situations it is not possible to control uncomfortable temperatures, but things like clothing, physical activity and the timing of the work can be carefully managed, for example:

- If you can pick the time of day to carry out physically exerting tasks, do them either early in the morning before it gets too hot, or in the evening
- Wear a sunhat when outdoors
- Drink plenty of water – avoid tea, coffee and soft drinks with high sugar content
- Take shorter, more frequent rest breaks

- Wear lighter-coloured and lighter-weight clothing, preferably cotton
- Assign lighter duties and longer rest periods for the first week of hot summer weather
- Promote healthy eating

### Rest and recuperation in the workplace

People can't go on performing at a high level without breaks of some sort, and breaks need to be matched to the intensity of the work. As well as a lunch break, taking even just 10 minutes at least every couple of hours to relax, have a drink of water, bite to eat and a chat with colleagues can make all the difference.

Regular breaks prevent an accumulation of fatigue and promote morale and productivity.

For more information about keeping safe this summer see:

[www.dol.govt.nz/takecare](http://www.dol.govt.nz/takecare)



# Upcoming Events

DATE	REGION	EVENT	LOCATION	TIME
Mon 12 November	Hawkes Bay	Zespri November Grower Meetings	Ron Flowers Packhouse Twyford Road, Hastings	10.00am-12.00pm
Tues 13 November	Opotiki	Zespri November Grower Meetings	Opotiki Golf Club Fromow Road, Opotiki	10.00am-12.00pm
Tue 13 November	Edgumbe	Zespri November Grower Meetings	Awakeri Events Centre Edgumbe	2.00pm-4.00pm
Thur 15 November	Auckland	Zespri November Grower Meetings	Counties Inn 17 Paerata Road, Pukekohe	10.00am-12.00pm
Thur 15 November	Waikato	Zespri November Grower Meetings	Prince Albert Victoria Street, Cambridge	2.30pm-4.30pm
Mon 19 November	Katikati	Zespri November Grower Meetings	Katikati Rugby Club Moore Park, Katikati	9.30am-11.30am
Mon 19 November	Te Puke	Zespri November Grower Meetings	The Orchard Church 20 MacLoughlin Drive Te Puke	2.00pm-4.00pm
Mon 19 November	Tauranga (Organic)	Zespri November Grower Meetings	Tauranga RSA (Fahy's) 1237 Cameron Road, Tauranga	5.30pm-7.30pm
Tues 20 November	Te Puke	Zespri November Grower Meetings	The Orchard Church 20 MacLoughlin Road Te Puke	9.30am-11.30am
Tues 20 November	Katikati	Zespri November Grower Meetings	Katikati Rugby Club Moore Park, Katikati	2.00pm-4.00pm
Wed 21 November	Edgumbe	NV Establishment 'Bringing Down Leaders' EastPack Field Day	Hudson Orchard 2155 State Highway 30 Te Teko	10.00am-11.30am
Tue 22 November	Te Puke	NV Establishment 'Bringing Down Leaders' EastPack Field Day	Aitchison Orchard 39 Atahua Way, Te Puke	10.00am-11.30am



# 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 Edgumbe.

#### 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

**70 x No 1 Round posts** – 2.4m ex kiwifruit

\$8.00 each + GST

Ph Alan 07-573 4622

### 2000x500mm Spray Guards

Suitable for stumps up to 12 years old.

Contact Tom 027-292 8529

### 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

### 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

### 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)

### 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

## Trade Services

### PrimoGrow Ltd Bay Sluicing

For all your sluicing needs.

Call Kevin 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](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

### 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)



The Hansa Bremen being  
unloaded in Zeebrugge  
with some of our Supplier  
Accountability fruit on board

## 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

*Technical Communications Manager*  
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

#### Roger Hoebers

*Grower Services (Western Bay/Waikato)*  
027-702 6221

#### 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

#### Margaret Miller

*Grower Services (Opotiki)*  
027-702 5435



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