

EastPack Update

As 2012 draws to a close, it is pleasing to report that EastPack continues to lift its performance in most aspects of our business. We have now come to the completion of our 4th year under our "Growing Excellence" programme based on the lean manufacturing principles.

During the past four years we have:

- Reduced labour costs by 28%. This has been achieved not by making people redundant, in fact the opposite is the case. We now have more full time employees than we did four years ago.
- Our onshore and offshore fruitloss

 based on the results of this year's supplier accountability trial into
 Europe, EastPack is delivering a very high standard of fruit to Zespri's offshore markets. We estimate that as an industry the combination of lower onshore, lower offshore and reduced repacking and condition checking charges has improved growers' OGR by \$50m over the past two years.
- EastPack continues to reduce our packing prices and total post-harvest costs to all of our growers.
- EastPack has consistently returned very high, if not the highest, OGR to our Green, Gold and Organic growers.
- EastPack has reduced its company term debt from \$21m debt in 2009 to an anticpated \$6m in 2012.

Achieving these spectacular results has been a true team effort from all EastPack employees. I would like to take this opportunity to publicly acknowledge mine and the Board of Directors' appreciation for all EastPack employees' efforts, not only for this year but also in previous years. The support we have received from our shareholders has also been, and continues to be, the foundation of our success. Your words and actions regarding EastPack's service and returns have greatly assisted our growth over the past four years. The Directors and I thank you for your support.

2013 and Beyond

With the ravages of Psa affecting all of our lives, EastPack is taking a proactive and positive approach to how we enter 2013 and beyond.

As a company we believe the single biggest form of assistance that we can give kiwifruit growers is to put returns as large as possible back into your bank accounts.

EastPack is leading the way in post-harvest performance. We expect other post-harvest facilities to either follow our lead or succumb to the bleak prospects of lower volumes and lower margins.

The other area that EastPack is now actively involved in, is to try and persuade Zespri to look at the industry supply chain and understand the opportunities for reducing cost and adding value (eg ready-to-eat fruit into Europe). It is disappointing to report to date that Zespri has not responded in any significant way to improve and enhance our industry supply chain performance.

Our own internal research has indicated there are many opportunities that run into \$10s of millions of dollars that could drop back into growers' OGRs if there was a willingness by Zespri to improve the efficiency of our industry supply chain.

The SPE (Single Point of Entry) gives the kiwifruit industry a unique opportunity to minimise costs and maximise returns. To date we do not see the

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New Varieties Update

Early summer new varieties development

same enthusiasm for this opportunity emanating from Zespri. Be assured that the EastPack Directors, myself and other senior executives will continue to work collaboratively with Zespri to maximise where we think there are opportunities to improve growers' OGRs.

I take this opportunity to wish all staff, shareholders and stakeholders in EastPack and their families, a very Merry Christmas. A reminder too that we do not publish a January issue of EP Prunings so will report back next to you again in February.

Tony Hawken CHIEF EXECUTIVE

Technically Speaking

Dry Summer Forecast

All of the weather forecasters are predicting a warm and dry summer for the Bay of Plenty this summer.

This will be a help to defend our orchards against Psa, but may make it a challenge to optimise fruit size, especially in Hayward. A long dry summer will also favour the build up of populations of PVH and may well lead to a bad year for sooty mould.

Both of these threats are best recognised early and dealt with before they become a problem.

Sizing Fruit

Fruit size is a combination of two factors, the number of cells in each fruitlet and the growth and expansion of these cells.

New cells are produced in the fruitlet for a relatively short period after pollination. In Hayward this is thought to last about 30-35 days. The factors influencing this process are pollination and the setting of seeds in the fruit and the availability of nutrients and energy to fuel this process.

The nutrients and energy needs for fruit growth are provided by the carbohydrates produced in the process of photosynthesis, the process of capturing the energy of the sun and carbon from the air by the leaves of all green plants.

So developing an efficient, productive kiwifruit canopy must be the essential focus during the late spring and summer.

Some key understandings are:

- Growing shoots are a carbohydrate deficit for 25 to 35 days.
- Carbohydrates move both ways in the kiwifruit plant.
- Optimum canopy density is approximately three leaf layers.
- Canopy establishment is a function of leaf numbers and leaf size.
- The size of the initial leaves is influenced by temperature.

- Canopy closure is the end of the canopy establishment phase.
- Different parts of the plant compete for carbohydrate reserves.
- Carbohydrates tend to be allocated to the actively growing parts of the plant.
- The fruit's ability to compete for carbohydrate reserves is proportional to the number of seeds in each individual fruit.

The solar panel

The solar panel is made up of the first leaves that develop from the winter framework. These are the most valuable leaves and management should be focused on making sure that they last right through the season until the crop has been harvested.

The solar panel should be about 2.5-3.5 leaf layers thick, have no significantly shaded leaves and provide the dappled light on the orchard floor that supports some grass growth.



Dappled light on the orchard floor

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

- 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 in achieving a good result in kiwifruit.

Leaf size

Leaf size and numbers are influenced by:

- Temperature
- Nutrition
- Amount and rate of extension growth

Initial leaf size is important because the larger they are, the fewer of them that you need to achieve canopy closure. This uses up less stored reserves leaving more available for flower development, which will occur more quickly, and for root growth.

The key factor influencing the size of the first leaves is the temperature of the microclimate in the orchard. Quite simply the warmer it is the larger they will be.

Fertiliser levels need to be adequate but not excessive.

Extension

A low budburst leaves a lot of buds unbroken in the initial budburst. These buds, stimulated by the increase in temperatures later in the spring and early summer, subsequently burst as vegetative shoots. This surge of vegetative growth or summer flush can be responsible for the bulk of the need to summer prune canopies. Remove this vegetative growth as soon as it can be identified.

The rate of extension growth will increase with an increase in temperature.

Some extension growth is needed to hang fruit and leaves on and to be next years fruiting wood, but that is all.

The rest of it is just a waste and management of the canopy must be focussed on ways to minimise this.

One of the most difficult skills is to establish the solar panel over as short a period as possible, using the minimum of stored reserves but then be able to stabilise it and stop the excess extension growth once there is enough wood to provide next year's fruiting framework.



Avoid excessive extension growth.

A high crop load will help to hold back vegetative extension. Crop load must be appropriate to the vines ability to size the fruit.

The Tool Box

We have only a couple of tools that we can use to stabilise the canopy and stop excessive extension growth in the Psa environment.

They are:

- Crush tipping or squeeze tipping
- Shoot removal

Crush tipping or squeeze tipping

This is a method of persuading the plant to terminate an actively growing shoot. The growing tip of an actively growing shoot is gently squeezed between the thumb and forefinger until the cells in the growing tip collapse. This is felt as a gentle popping.

The collapse of the tissue where the cells are actively subdividing releases a growth hormone that effectively turns the shoot into a self-terminator.



The cells in the growing tip collapse

Crush tipping should be done when you can see that the number of leaves that you want on a shoot are present, and even though some of these will be very small they will continue to expand and reach their full size.

A shoot squeeze tipped when it is 30cm long will continue to extend until all of the leaves and internodes present have grown to full size and the shoot may be 90 or 100cm long at that point.

Crush tipping must be applied in anticipation of where that shoot will end up.

Crush tipping is a particularly useful tool to manage the establishment of fruit stalk shoots to form next year's fruiting frame work.

Shoots at the end of a cane are generally crush tipped sooner than shoots near the



More extension

leader as more extension growth is often required near the leader. Shoots at the ends of canes are often slightly more advanced than other shoots.

Crush tipping is often done as two, three or four quick rounds through the orchard as not all shoots are ready to be done at the same time.

Timing is critical.

Shoot removal

This is simply the removal of any shoots not required as part of the solar panel or the fruiting framework.

The shoots are simply broken out by hand as soon as they can be identified and like crush tipping it is likely that several quick rounds of the orchard are required as there will be a continuation of shoot initiation from spring right through the early part of the summer.

Trunk Girdling

Trunk girdling is an important tool that ensures that the fruit have the maximum amount of resources during the critical times for fruit development at cell division (21 days for fruit set), cell growth and dry matter accumulation (February through to mid-March).



Timing

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



Crush tipped sooner



A nicely healing trunk girdle

Benefits

Spring trunk girdling can:

- Increase dry matter.
- Give a significant increase in fresh weight.
- Reduce the variation.
- Spring trunk girdling can 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:

- 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.

Sooty Mould – Passion Vine Hopper

Sooty mould is a complex problem. It is a fungus that grows on the sugary residue deposited onto fruit by insects feeding on the sap of the kiwifruit plant. The most significant of these insects is the passion vine hopper (Scolypopa australis). 1mm long and grow to be 5-6 mm long before beginning to emerge as adults in early January.

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

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

Sooty mould – the problem

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

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

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



Sooty mould on Hayward fruit

Passion pine hopper (PVH) - the cause

PVH has one life cycle per year. In the BOP overwintering eggs hatch from late October through to the end of November or early January. The emerging nymphs are about



Life cycle of the passion vine hopper

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

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



Adults of the passion vine hopper

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

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

Control strategy – prevention, the answer

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

Key steps are:

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



Removal of host plants inside the orchard.

Removing host plants

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

Control of nymphs inside the orchard

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

PVH nymphs should be aggressively targeted as they are much less mobile than adults and are easier to kill. We also have more options in the period up until flowering in Hayward and most of our pre-flowering scale sprays have at



Passion vine hopper nymphs showing typical anal wax filaments

least some activity against the nymphs.

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

There is also the option of spraying shelters inside the orchard up until the new year, although a JA must be obtained before you do this.

After New Year spraying with pyrethrum products is the only option inside the orchard.

Control of PVH outside the orchard

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

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

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

Defending the borders

Think of your orchard as a country at war. The enemy is PVH, intent on over-running your territories and subverting your population. Declare war now. Eliminate the enemy from within your country. Define your borders and

establish lines of defence against invasion. Set up your intelligence gathering network and identify the presence of the enemy.

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

Vigorously defend your borders.

Sooty mould – dealing with the problem

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

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

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

Anecdotal observations have implicated the feeding activities of both wasps and bees

on honey dew as it is being deposited by PVH. Wasp nests and populations of bees may well be a positive asset in your orchard environment over the height of summer

Summary

The Battle Plan

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



Male Pruning

Only prune males on fine dry days, preferably with at least on fine dry day after finishing.

- Remove large dense growths with a saw or chain saw.
- Mark these first with bright paint and have someone else follow along making the big cuts.
- Paint the cuts with a sealant paint. Consider using a different colour where the cut wood includes obvious cankers.
- 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.
- Leave all the spur wood and terminated shoots that you can.
- In particular, reduce the height of the pruned male canopy as much as can be reasonably achieved.
- Breakout any vigorous green shoots.
- Repeat this as necessary through the rest of the season.
- Prunings should be kicked out into the alleyway where they can be mulched up.



Adults of the passion vine hopper

- The pruned male must have at least some leaf every 150 to 200 mm along the length of the leader.
- Clean all tools with a suitable disinfectant at least once every plant.
- Re-apply your Psa protectant spray on finishing each block.

Psa High Risk Weather Events

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

It seems 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 bacteria 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.

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 guite 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.

 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.



Spring Psa spray programme 2013 | December to harvest

| WHEN | WHY | PRODUCT AND RATE | NOTES |
|---|---|---|---|
| After flowering to seven days before harvest | To protect from Psa | Use Nordox at 25-35g/100L or Kocide at 40-70g/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. |
| As required | To assist with Psa protection when copper not appropriate | Serenade max at 250g/100L | Can be used over flowering and right up until one day before harvest |

Notes:

- 1. When spraying Ccppers make sure the spray is on target, use an appropriate water rate (approx 1500-2000L/ha) and make sure the coverage is as close to perfect as possible.
- 3. Apply coppers after there have been breaks in your protectant cover. These can be pruning events or weather events that have produced physical damage in the canopy.
- Protectant sprays should be in place before periods of significant risk. These are periods where there is continuous leaf wetness
 Always apply copper protectant sprays on their own!
 Dispose of any surplus or obsolete products from your sprays
 - 5. Dispose of any surplus or obsolete products from your spray storage as soon as is practical.

Orchard Operations Reminder

for approximately 24 hours or more.



December

- Trunk girdle Gold, 21days after fruit set.
- Post-blossom leaf roller sprays in Hayward.

- Finish male pruning in Hayward.
- Trunk girdle in Hayward 21days after fruit set.
- Fruit thinning.
- Fruit counts.
- 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

- Take a break!
- Continue leader pruning in Hayward.

- Continue stopping growing points in Hayward canopy.
- Under vine weed control.
- Continue vigour control in Gold later in January.

February

- Continue...
- Crop grooming.
- Trunk (or cane) girdle for increased dry matter and size.

Kiwi Green Pest Monitoring

Please discuss your monitoring requirements with your Grower Services Representative (GSR) during the month of December.

Your GSR will be able to complete a risk assessment using your orchards historical pest level information coupled with your current seasons spray programme.

Please note – A maximum of three leaf roller sprays are allowed up until the start of the monitoring period (including pre flower applications). The start of the monitoring period is defined as five weeks after fruit set for Hayward and seven weeks after fruit set for Gold varieties. Making an application just before the start of the monitoring period, which happens to be around New Year's Day for Hayward, is highly effective against leaf roller.

NEXT ISSUE EP PRUNINGS February 2013

Financial Update

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

| | Zespri Progress | Taste | Net Incentives | Coolstore Charges and Port & Transport | Estimated December Average Payment |
|---------|--------------------|--------|-------------------|---|---------------------------------------|
| Green | \$0.09 | \$0.03 | 0.07 | -\$0.02 | \$0.17 |
| Gold | \$0.29 | - | 0.06 | - | \$0.35 |
| Organic | \$0.24 | \$0.02 | 0.08 | -\$0.01 | \$0.33 |
| GA | \$0.14 | - | 0.09 | - | \$0.23 |
| GL | \$0.12 | - | 0.16 | - | \$0.28 |
| HE | \$0.17 | - | - | - | \$0.17 |

The average fruit value rates per Class 1 tray are shown in the table below. These payments will be direct credited into your account on 14 December 2012.

Please note that Zespri are clawing back \$0.13 for each Green 42 count tray. In addition to the above there will be a Class 2 payment. Payments by size are shown below.

| | Zespri Fruit | Zespri | Total Zespri | EP Base | EP Port & | EET Advance | | |
|----------|--------------|------------|--------------|-------------|-----------|-------------|-----------|--|
| | Payment | Progress | Fruit Value | Coolstorage | Transport | (Base CS | EET Total | |
| | 1013/11/2012 | 14/12/2012 | Receipts | ΠD | пD | anu Port) | Palu TID | |
| Green | | | | | | | | |
| 18/22 | 4.50 | 0.55 | 5.05 | -0.73 | -0.15 | - | 4.17 | |
| 25/27 | 4.75 | 0.20 | 4.95 | -0.73 | -0.15 | - | 4.07 | |
| 30/33 | 3.85 | 0.15 | 4.00 | -0.73 | -0.15 | - | 3.12 | |
| 36/39 | 3.31 | 0.05 | 3.36 | -0.73 | -0.15 | - | 2.48 | |
| 42 | 1.80 | -0.13 | 1.67 | -0.73 | -0.15 | - | 0.79 | |
| Gold | | | | | | | | |
| 16/18/22 | 5.05 | 0.35 | 5.40 | -0.74 | -0.15 | - | 4.51 | |
| 25/27 | 5.67 | 0.40 | 6.07 | -0.74 | -0.15 | - | 5.18 | |
| 30/33 | 5.87 | 0.40 | 6.27 | -0.74 | -0.15 | | 5.38 | |
| 36/39 | 4.95 | 0.15 | 5.10 | -0.74 | -0.15 | | 4.21 | |
| Organic | | | | | | | | |
| 19/22 | 4 40 | 0.20 | 4.60 | 0.72 | 0.15 | | 2 7 2 | |
| 10/22 | 4.40 | 0.20 | 4.00 | -0.75 | -0.15 | - | 2.72 | |
| 25/27 | 5.45 | 0.25 | 5.70 | -0.73 | -0.15 | - | 4.82 | |
| 30/33 | 4.80 | 0.40 | 5.20 | -0.73 | -0.15 | - | 4.32 | |
| 36/39 | 4.90 | 0.15 | 5.05 | -0.73 | -0.15 | - | 4.17 | |
| 42 | 2.85 | 0.10 | 2.95 | -0.73 | -0.15 | - | 2.07 | |
| GA | | | | | | | | |
| 16/18/22 | 3.89 | 0.00 | 3.89 | -0.74 | -0.15 | - | 3.00 | |
| 25/27 | 4.30 | 0.10 | 4.40 | -0.74 | -0.15 | - | 3.51 | |
| 30/33 | 4.35 | 0.30 | 4.65 | -0.74 | -0.15 | - | 3.76 | |
| 36/39 | 4.05 | 0.00 | 4.05 | -0.74 | -0.15 | - | 3.16 | |
| GL | | | | | | | | |
| 16/18/22 | 3.94 | 0.15 | 4.09 | -0.74 | -0.15 | - | 3.20 | |
| 25/27 | 4.27 | 0.35 | 4.62 | -0.74 | -0.15 | - | 3.73 | |
| 30/33 | 4.16 | 0.20 | 4.36 | -0.74 | -0.15 | - | 3.47 | |
| 36/39 | 3.82 | 0.00 | 3.82 | -0.74 | -0.15 | - | 2.93 | |
| | | | | | | | | |
| HE | 4.55 | 0.50 | 5.05 | 0.72 | 0.15 | | 4 1 7 | |
| 18/22 | 4.55 | 0.50 | 5.05 | -0.73 | -0.15 | | 4.17 | |
| 25/27 | 6.10 | 0.25 | 6.35 | -0.73 | -0.15 | - | 5.47 | |
| 30/33 | 5.55 | 0.20 | 5.75 | -0.73 | -0.15 | - | 4.87 | |
| 36/39 | 4.40 | 0.15 | 4.55 | -0.73 | -0.15 | - | 3.67 | |
| 42 | 3.80 | 0.00 | 3.80 | -0.73 | -0.15 | - | 2.92 | |

Staff Profile

ROIMATA BRYANS EASTPACK QUALITY SYSTEMS MANAGER



Having previously worked for CHH Packaging and Zespri,

Roimata joined EastPack in 2007 as the Site Quality Manager for Te Puke and moved into her current role as the Quality Systems Manager for the three EastPack sites in 2010. Her position involves the development and monitoring of the EastPack Quality System, ensuring that processes are applied consistently across the business, whilst providing support to the site Quality Management. In October, Roimata travelled to Europe on EastPack's behalf, to validate that the systems used by Zespri in Zeebrugge and Tarragona reflected the agreed Supplier Accountability SLA process.

Roimata has a Bachelor of Biological Science, Certificates in Quality and First Line Management, along with the Diploma in Competitive Manufacturing Management, gained as part of EastPack's transition to 'Growing Excellence'.

Roimata married her husband Arnie in 2002 and has since had three boys, Astin, Kian and Kase, so spends the majority of her personal time at skate parks or on the side lines of soccer and touch rugby fields, but also loves to spend time reading or relaxing at the beach.

Staff Profile

Celia started working part-time for Montgomery & Partners

& ZEST Co. in 1995 and continued to work for the business through its many lives, into the conception of EastPack. She has held a number of positions during the past 17 years, but has been a manager in the quality department at Te Puke site since 2002.

CELIA RIRINUI

QUALITY MANAGER - TE PUKE

In her current position, Celia is responsible for management of the site quality team, ensuring they follow best practice and accurately monitor product quality. Celia has a passion for training and developing up and coming quality staff, and enjoys the challenge that comes with a seasonal business.

During her time with EastPack, Celia has completed a number of courses, including the National Certificate in Competitive Manufacturing, which has given her the tools to ensure her team is always looking for opportunities to improve.

Celia and her partner Darcy were both born and raised in Mount Maunganui, where they continue to live. Celia has no children of her own, but has plenty of nieces and nephews to keep her busy outside of work. Celia enjoys spending her free time with family, camping, fishing and watching sports such as rugby and netball.

2013 EastPack Calendars

We would like to thank everyone who submitted photos for our 2013 Calendar. The calendar is now finished and will be available for collection from your grower Christmas parties, otherwise they will be delivered or posted prior to Christmas.

We had a lot of great photos submitted this year that were unfortunately unable to be considered as they were not of high enough resolution. The photos need to be at least 2MB-3MB to ensure that when they are enlarged they still look clear. If you are out and about taking photos around your orchard and think you might just have the 'perfect shot' for a calendar page, please check to make sure you are taking it in high resolution so that it can be considered for our 2014 calendar. I thought I would get this information out early to encourage all you photo takers to start looking for good photo opportunities!

l trust you enjoy our 2013 calendar.



Health & Safety SUN SMART

As discussed in the last EP Prunings newsletter we will be sharing some summer safety tips with you. The second in the series is on being sun smart.

Exposure to ultraviolet (UV) light from the sun is the main cause of skin cancers in New Zealand. People who work outdoors, such as agricultural workers, have a high risk of getting skin cancers. Even on cloudy days, the solar ultraviolet radiation level (UV light) may be sufficient to be harmful.

Who is likely to get skin cancer, particularly melanoma?

Melanoma is more common among fair-skinned people compared with dark-skinned people, because people with dark skin produce more melanin (helping skin give its colour). Melanin helps protect the skin by absorbing UV light.

The people most at risk are those:

- who are or were exposed to the sun, particularly as a child.
- with fair skin.
- with a family history of melanoma.
- who have had melanoma in the past.
- with unusual moles or freckles that have an irregular shape and are multicoloured.
- with large numbers of moles (e.g. over 100).
- who have been severely sunburned in the past.

Why is UV light harmful?

Excessive exposure to ultraviolet (UV) light from the sun causes sunburn, eye damage and most forms of skin cancer. The UV Index provides a measurement of how strong the UV light is at a particular place on a particular day. The higher the number, the stronger the UV light's intensity is, which means that you are more likely to get sunburned.

When the UV Index is 3 or higher, protection from the sun is needed. This happens almost daily from September to March. It can also happen in winter, especially at high altitudes and in snow.

Warning signs

In its early stages, a melanoma usually looks like a normal freckle but, unlike a



normal freckle, it grows and changes – often quickly.

Skin Cancers take different forms

Melanoma is the least common but most dangerous form of skin cancer, and can be fatal. They are more likely to occur on the back for men and on the legs for women. However, melanomas can occur on parts of the skin not exposed to the sun, even on the soles of the feet.

Basal cell carcinoma (BCC) is the most common but least dangerous skin cancer. They tend to develop in people aged 40 or over who have spent years in the sun. Nodular BCC is the most common type to be found on the face and neck.

Squamous cell carcinoma (SCC) is less common but more dangerous than BCC. It affects the skin's squamous cells, the flat cells that make up the outside layers of the skin. They are found mostly on the face, including the lips, hands, forearms and lower legs.

Solar keratoses (sun spots, actinic

keratoses) are an indicator of solar ultraviolet radiation exposure. They usually look like rough scaly spots on sun-damaged skin, but they can take other forms and shapes. Although they are not cancerous, the risk of contracting SCC with a pre-existing solar keratosis increases.

Know your ABCs of Melanoma Detection!

Moles and freckles can be checked against the A-B-C-D-E of melanoma detection:

- A **Asymmetry:** the shape of one half does not match the other
- B Border Irregularity: the edges are ragged, uneven, blurred or irregular

in outline; the pigment may spread into the surrounding skin

- C Colour Variation: the colour is uneven, and may include colours like: black, brown, and tan
- D Diameter larger than 6mm: the size changes and increases
- E Evolving: getting larger, or changing

Levels of protection

To protect yourself against melanoma, follow these guidelines when working in the sun:

- Seek shade during the middle part of the day and early afternoon (10:00am – 4:00pm)
- Use clothing such as hats, long-sleeved shirts and pants to protect your skin
- Use a sunscreen or sunblock (SPF 30 or greater) on any skin which is not protected with clothing
- Take special care on windy and cloudy days. Although you remain cool, you can still burn
- Wear sunglasses to protect your eyes from the sun.

What does SPF mean?

SPF (Sun Protection Factor) indicates how effective a sunscreen is. The higher the SPF number, the more protection the sunscreen provides against UV light.

What's the difference between sunblock and sunscreen?

Sunblock and sunscreen have similar properties and both are important in caring for the skin. However, sunblock is opaque (you can't see through it) and has stronger protection factors than sunscreen. It usually does not need several applications per day.

Most sunscreens are more transparent than sunblock and the ingredients in the sunscreen tend to break down at a faster rate when exposed to sunlight, compared with sunblock. This means that sunscreen should be applied several times a day.

Continued on next page

New Varieties Update



Both G3 and G14 are less forgiving with the timeframe available to drop leaders than Hort16A. Many growers find that the later they drop the leaders, the more gappy the result in lateral development. View website video for more info on dropping leaders

Early Summer New Variety Development

Tips

- When we drop leaders we want to cut the leader back to about a 10mm diameter. (high risk activity extended fine weather and protection of wound required).
- 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 or as the season progresses to extend the leader.

- Sterilise gear between plants.
- Do your best to avoid rub when dropping leader and secure well.
- Try not to crack the leaders when bringing them down
- Try to avoid winding the leader around the leader wire
- Check to see if lateral growth is going to be able to avoid wire rub. Adjust wire set up to minimise rubbing
- Regularly train laterals to keep under control
- Keep all lateral growth (don't stub)
- Regularly fertilise and water
- Opportunity exists to regraft onto suckers in December and early January. Have achieved a good leader result from this
- Remember to protect new growth pre weather event

Key Message:

Short leaders that are dropped early will result in more fruiting canopy than long leaders that are dropped late.

Growing Excellence

Continuous Improvement – Cost Savings

It is great to see all the small savings that go towards making a difference in terms of cost savings at EastPack. Te Puke's Staff Services member, Ngaire Llewell has helped with EastPack's continuous improvement in saving the company \$15,500 over a 10 month period by replacing the paper towels in the toilets with hand dryers. As well as the actual cost of the paper towels there are also other cost savings in terms of having to have staff go in and empty all the bins five times a day and cleaning the mess on the floor as well as the cost of the plastic liners in the rubbish bins.

Health and Safety continued

Health monitoring

Check your skin every few months, in particular, those areas that are most often exposed to the sun, i.e. face, lips, ears, neck, shoulders, arms and hands. Early diagnosis and treatment is the key. Over 90% of cases can be cured if the disease is caught early.

Carry out your self-assessment by standing undressed in front of a mirror and carefully looking at all your skin. If appropriate, have someone else assist you. Remember to check the soles of your feet, between your toes and the palms of your hands. If you spot something suspicious, make an appointment to see your doctor, quickly.

There are a variety of organisations in New Zealand that can conduct mole checks and mole mapping for you.

Don't put it off. If it is melanoma or another form of skin cancer it won't go away on its own. Any delay could be dangerous. If diagnosed in the early stages, the treatment of melanoma is almost always successful.

Consult your doctor if you detect a spot which looks different from the other spots around it, or a spot that has changed colour, shape or size in the last few months. Further information is available at:

- Melanoma Information Sheet from the Cancer Society of New Zealand [pdf file, external link]
- Sun Smart Workplaces: resources for sun protection and outdoor work, from the Cancer Society of New Zealand [external link]
- Guidance Notes for the Protection of Workers from Solar Ultraviolet Radiation, available from the Department of Labour.
- Guidelines for the Management of Work in Extremes of Temperature, available from the Department of Labour.

Cuttings

Focus on Team Opotiki

December's edition of EP Prunings focuses on some of the exciting developments that are happening in Opotiki.

Firstly, following on from EastPack's Regional Psa grower meetings, KVH have put together a video illustrating the Hort 16a orchard management practices that have seen Kim Woolsey and Daile McDonald live with Psa. For more insight follow this link...

http://www.eastpack.co.nz/news_and_ publications/m/11/yr/2012/id/169

Secondly, as growers will be aware, there has been a big focus on making sure the region is well resourced to meet the challenges of the future. In the last three months the Opotiki team has been further strengthened with the addition of Ngawai Amoamo, lan Gaskill and Margaret Miller to the Grower Services/EKO team. As part of our focus on developing and supporting our people, Shelley Thompson has also assumed a new role – Hub Manager for the Eastern Bay. Alex will now be the Edgecumbe Site Manager. Both Alex and Matt Bowker (Opotiki Site Manager) will now report



Cameron Smailes - new packhouse manager, Opotiki

directly to Shelley who will also assume responsibility for the two sites. Shelley's focus will be on providing support to Matt, Alex and their site management teams.

EastPack has also appointed Cameron Smailes to the position of Packhouse Manager, Opotiki. Cam is joining EastPack from Auckland where he has been working as a Production Planner. With a Bachelor of Physical Education degree from Otago University, Cam spent five years working in production for cycle clothing manufacturers

Shelley Thompson on her 2012 cycling trip around Europe



in Christchurch and London (with a bit of travel in between) before returning to Auckland in 2010. With a keen interest in growing vegetables and landscaping, Cam is looking forward to learning more about kiwifruit production and supply. Cam is moving to Whakatane with his partner Vanessa (who is originally from here) and 19 month old daughter Ruby, to enjoy the outdoors and be closer to family. He spends a lot of his spare time mountain biking and helps out in the community as a volunteer fire fighter. He has also competed in fire service challenges such as the annual Sky Tower Climb to help raise money for Leukaemia and Blood Cancer New Zealand.

Thirdly, as expected, Opotiki fruit is performing very well. Zespri onshore and offshore data illustrates that Opotiki fruit is holding up in the market. Growers will be aware that EastPack and most other suppliers entered into a Service Level Agreement (SLA) with Zespri around offshore fruit performance. This SLA seeks to financially reward suppliers who can use their quality systems to accurately assess relative fruit keeping qualities and make smart shipping decisions. The most recent Zespri report indicated that EastPack had earnt twice as much as the industry average, with Opotiki fruit being an important contributor to that significant result. EastPack's focus on quality fruit delivery will also have a positive effect on the pool. Unfortunately this won't be the case for all suppliers as there are some very poor results (inside and outside of the SLA) that will be sheeted back to those supplier storage results.

Lastly, after a thorough review of the 2012 season, the Opotiki team have already started planning for the 2013 harvest and have a number of improvement initiatives that they are working towards. These include posting the daily clearance and harvest schedule via email and/or the EastPack website, modelling a number of scenarios for the 2013 harvest and improving communication through a weekly harvest report. This will update growers as to how things like maturity, bin volumes and dry matter, etc are tracking.

EastPack – Recognised Seasonal Employer (RSE)

EastPack has been fortunate to be able to source workers from Bali and Vanuatu for a number of seasons, and now has RSE workers based at all three EastPack sites. The ability to have a group of experienced and reliable night shift workers arrive at the start of the main packing season has proved invaluable.

EastPack is required to apply to immigration each year for RSE workers for the main and storage packing seasons via an Application to Recruit (ATR) process. To gain approval we must show that we provide a good and safe place to work and that we follow all relevant employment, health and safety, and immigration law.

Immigration have advised EastPack that they view any use of illegal workers by EastPack itself, EKO, EastPack growers, or by contractors who work on EastPack grower orchards, as potentially damaging to EastPack's reputation. Immigration have further advised that this issue will be a factor they consider when deciding whether or not to support our application for RSE workers for future seasons.

The new Immigration Act 2009, which came into effect on 29 November 2010, has put more responsibility on the employer to ensure they only employ legal workers. An important change for employers is that holding an IR 330 form will no longer be a reasonable excuse for employing a person who is not entitled to work in New Zealand. The new test will be that the employer took "reasonable precautions and exercised due diligence" to check whether the person is entitled to work in New Zealand.

The penalties for offences committed by employers remain the same as under the Immigration Act 1987:

- The maximum penalty for employing a foreign national who is not entitled to work in New Zealand is a fine of \$10,000.
- The maximum penalty for allowing or continuing to allow a foreign national to work while knowing that person is not entitled to work is a fine of \$50,000.
- The maximum penalty for exploiting a foreign national who the employer has allowed to work while knowing that person was not entitled to work is:
 - imprisonment for seven years,
 - or a fine of \$100,000,
 - or both.

To this end, we have worked with Immigration to provide growers with information on checks that can be made to ensure workers (including those employed by contractors) have a legal right to work in New Zealand. Our HR or Client Services Team can also email interested growers a copy of the Immigration Information for Employers Kit which includes copies of various work visa formats.

The Department of Labour has also developed an online enquiry system called 'VisaView' which enables employers to enquire about

the work entitlement of a job applicant who is a foreign national. The Department is working to extend VisaView to include New Zealand passport holders which may help employers concerned about asking New Zealander's to prove they are citizens.

EastPack is registered as an employer with VisaView. This allows us to make online enquiries at any time about prospective employees to verify their right to work in New Zealand for EastPack. Below are contact details for our HR team at each of our EastPack sites. If any growers need help in interpreting work visa information, would like the work entitlement of a job applicant verified through VisaView, or wish to find out more about the Immigration policies that can be used to source seasonal labour, please feel free to give one of our HR team a call:

| Mike Vincent or Marie Peek | Megan Porter | Adele Roberson |
|----------------------------|----------------|----------------|
| Te Puke site | Edgecumbe Site | Opotiki Site |
| 07-573 9309 | 07-304 8226 | 07-315 5226 |

The HR team at the Te Puke site can set you up as a VisaView user under the EastPack Ltd employer account. This allows you to log-in to VisaView at any time with your own igovt username and password. VisaView can be accessed at: www.immigration.govt.nz/VisaView.

Employers can also find a link on the website to a quide to help

them check work entitlement to ensure they take "reasonable precautions and exercise due diligence".

For further help you can call the Immigration Contact Centre on 0508 967 569 (0508 WORKNZ).

2012 Orchard Performance Reports

By now you should have received your 2012 Orchard Performance Reports by post.

For Te Puke Gold growers, please contact your GSR or myself to request a copy.

Anthony Pangborn on 027-245 7295

EastPack SOLI ORCHARD PERFORMANCE REPORT

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

Optimising Hayward Storage Performance – Treat it like Gold

Just as there are premiums for early supply of fruit to market there are also significant premiums paid for late supply. The amount of money you receive as a main pack grower will be determined by the load out pattern of your fruit and the losses incurred.

As part of EastPack's Growing Excellence programme, a fruit optimisation project has been initiated. The goal of this project is to maximise the value to each tray of fruit that is packed at EastPack and ultimately increase EastPack grower's bottom lines. Simply, fruit optimisation means harvesting the right fruit at the right time, putting it in the right pack type, holding it in coolstore for the right length of time and shipping it to the right market in the right condition.

A grower can positively influence their orchard's fruit storability in the following ways;

Growing Practice

- Maintain an open canopy throughout the entire growing season. Avoid the build-up of areas of heavily shaded leaf.
- Maximise pollination.
- Be aware that the use of foliar fertilisers after 31 January can impact negatively of fruit storage performance. Consult with your GSR prior to making applications.
- Avoid applying nitrogen fertilisers post fruit set.
- Avoid late girdling (late = mid-March).
- Identify any areas of your orchard that are either in poor health (stressed) or frosted, and separate from the rest of your orchard using a new maturity area or pack run area.
- Keep up-to-date with spray diary entries, including all foliar fertiliser applications, as this allows us to review the use of certain products and mitigate any risks before they manifest themselves in the coolstore.

Maturity

- Work with your Grower Services Representative or Regional Harvest Coordinator to understand when optimal maturity is for your orchard. Use this information to establish a storage classification that will optimise your fruit and therefore the net storage incentives your fruit earns.
- Develop a maturity testing plan that provides you with the information you require to make the best harvest decisions possible.
- Encourage open lines of communication between yourself, your contractor and your harvest coordinator.

Harvest Practice

- Understand how your contractor performed in regards to harvest damage last season. Work with your contractor to ensure that harvest damage is minimised.
- Be on orchard during picking work with your EP harvest auditor.

- Ensure picking contractors adhere to daily bin allocations given by the pack house, for curing time purposes.
- Monitor forklift operators and their care in handling bins.
- Maintain orchard tracks and load out pad.
- Avoid picking wet or damp fruit.
- Ensure effective use of water stain removal products pre-harvest.

Whilst losses at packing due to harvest damage are represented by a small number in Hayward (typically 0.03% - 0.20%), we see this as a leading indicator for what may develop in coolstore. Harvest damage is largely invisible damage in Hayward ie the damage expresses itself as bruising and/or physical rots over time. Unlike in Gold varieties harvest damage is below the skin and therefore difficult to see on the grading table at packing time. The development of physical rots and SBD rots (bruising) in coolstore will in turn produce ethylene, causing softs to develop. What might seem a small harvest damage percentage can escalate once in coolstore.

Treat it like Gold

We encourage you to work with your GSR/ EKO Orchard Manager to discuss any of the points above.

Quality Controllers & Trainee Quality Controllers Te Puke

EastPack is a well-established grower-owned kiwifruit packing and cool storage operation with facilities in Te Puke, Edgecumbe and Opotiki. Our Te Puke site is looking for energetic people who enjoy working in a fast paced and challenging environment.

Applicants will preferably possess:

- The ability to work well with people and remain calm under pressure
- Good technical and computer literacy skills, including Word and Excel
- Good verbal and written communication skills
- Ability to work flexible and sometimes long hours
- Proactive and good at problem solving
- Knowledge of the kiwifruit industry

To apply or request a job description, please contact Celia Ririnui: EastPack, Te Puke Ltd 40 Te Puke Quarry Road, Te Puke e-mail Celia.Ririnui@eastpack.co.nz www.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

300 Douglas training poles

New, still in packet - 4.8 m \$5.70 plus GST each. Phone Dave 07-322 8333 or 027-366 4002

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 Phone 021-103 8844

Electric Motor with Grundfos pump attached

Grundfos Pump: Model 100 x 65 - 200.

Impellar 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

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

Hort 16A Gold licence Ph Andrew 027 222 1903

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

Trade Services

Wychwood Services Ltd

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

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

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 dressina
- 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

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

Trade Services

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 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 ٠
- 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

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

D31 bulldozer 6 way blade/winch

8 wheeler flat deck with hydraulic ramp

Holiday Home For Sale

Wanted for Rent

3+ bedroom home for mature couple

Please phone 07 573 4308 or 027 531 2180

Fully fenced section, lockable garage,

Located in Thornton Beach Holiday Park.

Machinery for hire

5 tonne 4x4 tip truck

Ph Barry Moys 07 929 7272

Contact Braden 021 280 6600

10 tonne digger

and 9.5m deck

Relocatable bach

\$75,000 ONO

(no children)

town or country

•

Shelley Thompson, Tony Hawken and Ginny Moore after completing the Lake Taupo Cycle challenge last month.

Contacts

Edgecumbe Site Phone 0800-722 554 Fax 07-304 8262

Tony Hawken Chief Executive 027-497 1796

Matt Hill General Manager – Grower Services/EKC 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

VISY

David Stephenson Manager – Grower Services/EKO (Te Puke 027-258 9820

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Orchard to Mark

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

Andrew Stephenson EKO Orchard Manager (Te Puke) 027-289 9308

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Opotiki Site Phone 07-315 5226 Fax 07-315 5224

Ross Steele Manager – Grower Services/EKO (Opotiki) 027-698 1264

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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