

EastPack Update

EastPack Satara Merger

Shareholders would have received the MIP (Merger Information Pack) in the mail and voting is underway with the Special General Meeting to be held on Friday 22 February at 10.00am at the Baypark Stadium.

We have received a lot of positive feedback from EastPack growers on the proposed merger. The vision is "to create a large grower-owned post-harvest entity that is world class orchard to market to enhance grower wealth".

In essence the merger would provide:

- Synergy savings of approx \$3m in year one and annual savings of \$3.5 - \$4.3m thereafter (that's 13-16 cents per Class I tray).
- A larger grower-owned co-operative fully utilising modern plant and equipment to deliver productive efficiencies and a quality product to our Zespri markets.
- Increased volumes to sustain current rebates, dividends and OGRs.
- Greater fruit optimisation to deliver improved quality into market and drive supply chain efficiencies.
- Opportunity to invest in the best plant, people and processes to service growers.
- Access to more regionally-based sites to give greater capacity and flexibility for harvest to deliver maximum grower returns.

2013 Season

At the time of writing, 33 new growers representing 1.5m new trays have signed up to pack with EastPack for the first time for the 2013 season. We welcome all new growers to EastPack and thank them for their support.

Planning is well underway for the 2013 season. Installation of the new "in vision" grading system is almost complete out our Quarry Road site. Our operations team has set itself a goal of \$1.1m in additional savings as part of our continued "growing excellence" programme.

The first stage of harvest planning is complete. Our Grower Services Representatives will be discussing harvesting requirements with growers as part of their next "Structured Orchard Visit".

IN THIS ISSUE

Technically Speaking

February Canopies
Trunk Girdling
Sooty Mould
Orchard operations reminder

New Varieties Update

Keystrepto summer/autumn use on non-producing vines

Our team is working hard to make 2013 another successful year for EastPack and the merger provides a lot of exciting opportunities. We look forward to catching up at the Special General Meeting on 22 February.

Regards



Tony Hawken
CHIEF EXECUTIVE



Technically Speaking

February Canopies

Kiwifruit canopies should be complete, stable and nicely open.

The key things to watch for are:

In Green and Gold

- **A minimum number of growing tips.**
 - These growing tips are competing with the fruit for dry matter and will not be contributing anything essential to the plant.
 - Growing tips can be controlled with a quick round of squeeze tipping.



Late grown shoots can be broken out

- Late grown shoots should be broken out and removed.
 - All canopy work should be followed up with a Psa protective spray prior to the next weather risk event.
- **No areas of heavily shaded leaves.**
 - The canopy should be producing a nicely dappled shadow on the ground below. There should be no areas of heavily shaded leaves.
 - Thick spots in the canopy can be seen by the heavy shadows cast on the



No areas of heavily shaded leaves



Green, flexible and thick

- These should be thinned out by pruning off the tangled fruiting laterals and removing excess wood.
 - All cuts should be made into winter wood. Avoid making green tissue cuts.
 - Gold fruiting canopies can be allowed to close over slightly towards the end of the season as this will help with the de-greening process prior to harvest.

- **Leaf colour and condition should be healthy.**
 - Leaves should be green, flexible and thick to the touch.
 - There should be an absolute minimum of dead leaf in the canopy and no leaf drop. The exception is where there has been some copper phytotoxicity and these leaves should be continuing to yellow off and drop.
 - If you are not happy that it looks as good as it should, talk to your fertiliser adviser or your Grower Services Representative about a possible foliar programme.
- **Next year's fruiting wood should be well lit with the leaves on these growths in the full sun.**

Kiwifruit canopies should be settled, in the sun, producing lots of carbohydrates for dry matter and size going into the fruit. Next year's fruiting wood should be mostly in place and in the sun. There should be some carbohydrates going off to stored reserves for the spring start up and not much else should be happening.



Settled in the sun

Male pruning

Male plants of both Green and Gold will be growing quite vigorously now.



Anything that looks like a cane growth should be broken out or squeeze tipped.

Weak spur growth close to the leader or permanent arms of the male is the most ideal growth for your males.

Trunk Girdling

Trunk girdling is a normal part of orchard management in both Green and Gold and there is more than one advantageous response to applying the technique.

Benefits

Trunk girdling can:

- Increase dry matter.
- Give a significant increase in fresh weight.
- Advance maturity.
- Reduce the variation within the maturity clearance.
- Increase return bloom.
- Reduce vigour.

How does it work?

The theory is that the girdle prevents the flow of carbohydrates from the canopy to the roots making the fruit more competitive in the allocation of carbohydrate within the plant for the short time the girdle is open.

The technique involves removing a strip of bark tissue and the subtending cambium layer, around the whole circumference of the trunk.

- Use a hand held chainsaw chain, much like a garrote to remove the bulk of the material and then clean out the cut with a girdling knife or screwdriver, or use a special double-bladed girdling knife.



- The cut must be deep enough to remove the cambium layer between the bark and the wood.
- Avoid cutting into the wood.
- The cut is usually 4.5mm (or 3/16th") wide. This allows enough time for the



A nicely healing trunk girdle



carbohydrates to accumulate above the girdle, but will still callous over and heal relatively quickly.

- Apply the girdle at a comfortable height on the trunk.
- Choose a straight and round part of the trunk.
- Use a fresh site on the trunk for each new girdle where possible.
- If using an existing girdle site, select the oldest one first.
- Leave the cut neat and tidy.
- All girdling tools, chains, knives etc must be cleaned of debris and sanitised after each girdle, between plants.
- All girdles should be sprayed with a copper solution as soon as they have been completed.

The wound remains a clean white colour when properly cut to the wood, but quickly oxidises to brown if the cambium is not properly removed.

Girdles need to be checked after the initial cut to make sure that the cambium layer has been completely removed.

A properly applied girdle will heal relatively quickly when applied in summer and autumn. The healing is characterised by healthy greenish callus growing out from each side of the cut. This should be able to be seen starting a week to ten days after girdling.

Risks and Cautions

Generally trunk girdling has proved to be a reasonably safe and reliable technique when applied correctly. However it would make sense to observe some cautions:

- Do not trunk girdle young vines until they have achieved a full canopy.
- If the trunks of the young vines are a very small diameter, such as in a double planted orchard, the trunk girdle should be applied with a girdling knife rather than a chain.

- Sterilise the girdling tools by soaking them in methylated spirits or some other sanitiser between plants.
- Trunk girdling severely stressed vines may hasten their demise. This may not be a bad thing in the case of *armillaria* as it will force the replacement of vines that are at risk in your production system.
- Vines that are showing symptoms of water stress should not be trunk girdled.
- A Psa protective spray should be reapplied prior to the next weather risk event.

Timing

- The autumn trunk girdle should be early enough to provide the required effect prior to harvest and to have the girdle fully healed before winter. Usually this is around the middle of February.

Trunk girdling and fruit storage

A recent review of the practice of trunk girdling conducted by Dr Errol Hewitt, professor of Horticulture at Massey University, has confirmed that there is no effect of trunk girdling on fruit storage. However trunk girdled fruit may have different maturity characteristics at harvest than fruit from vines that have not been trunk girdled. These differences should be taken into account at harvest and during inventory management to ensure best storage results.

Trunk girdling and Psa

There has been some trial work done recently in Italy and France that shows that trunk girdling kiwifruit vines subsequently reduced the development of Psa symptoms.

There is some thought that trunk girdling may be having an elicitor effect on kiwifruit plants, helping switch on their bacterial defence response and reducing their susceptibility to Psa.

All hygiene precautions should still be observed when trunk girdling is being done and in particular:

- Girdling tools should be sterilised between vines.
- Girdling cuts should be sprayed with a sanitiser and protectant solution as soon as each cut is completed.

Technically Speaking continued

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 (*Scolytopa australis*).

Because the problem occurs some time after the cause, the control strategy must be one of prevention. Once the sooty mould is present there is 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.

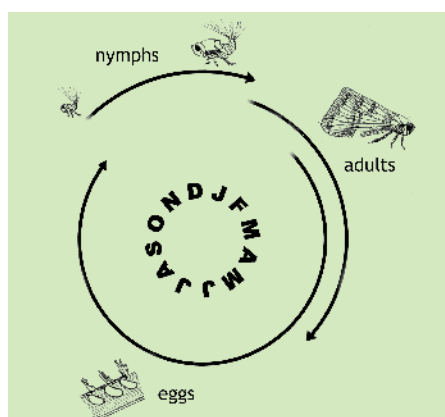


Sooty mould on Hayward fruit

The presence, or absence, of the sooty mould is not directly related to the presence of the PVH. They simply need to have been there and left their calling card and the fungi will begin to grow at some later stage. PVH and sooty mould are separated in time. Sooty mould can still be there and growing after you have exterminated the population of PVH.

Passion vine hopper (PVH) – the cause.

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



Life cycle of the passion vine hopper

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

After they emerge, nymphs 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



Adults of the passion vine hopper

emerge. They move with a characteristic hop when they are disturbed. From emergence until adulthood in the Bay of Plenty takes about eight weeks.

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

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

Control strategy – prevention, the answer

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

Key steps are:

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

Removing host plants

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



Removal of host plants inside the orchard.

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 till 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



Passion vine hopper nymphs showing typical anal wax filaments

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

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

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

After the 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 honeydew from the fruit in the orchard have not been successful to date but trial work is continuing.

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

Anecdotal observations have implicated the feeding activities of both wasps and bees on honeydew as it is being deposited by

PVH. Wasp nests and populations of bees may well be a positive asset in your orchard environment over the height of summer

Summary

The Battle Plan

- Remove host plants from within the orchard and establish a clear buffer zone between the orchard and the areas of high pest pressure.
- Choose your pre-blossom scale sprays for activity against PVH nymphs. Consider using Calypso immediately before flowering.
- Use oil sprays immediately post-blossom.
- Monitor for the presence of PVH nymphs.
- When PVH nymphs are present spray your boundary shelters and your internal shelters. After flowering you will need a JA up until the new year. (After the 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 PVH adults within the orchard.
- Prevention is much more successful than dealing with sooty mould within the orchard.



Technically Speaking continued

Orchard Operations Reminder



February

- Take a break!
- Continue leader pruning in Hayward.
- Continue stopping growing points in Hayward canopy.
- Breakout canes and squeeze tip males.
- Under vine weed control.

- Crop grooming.
- Trunk girdle for increased dry matter and size.

March

- Sign Zespri supply contract.
- Final pre-harvest crop groom.
 - Cosmetic fruit thin.
 - Remove fruit from infected or stressed vines.
- Breakout canes and squeeze tip males.
- Structure maintenance.
- Maintenance on load out area .
 - Get toilets up to scratch.
- Pre-harvest water stain removal spray
- Meet with harvest contractor.
 - Discuss Psa protocols.
 - GAP compliance.
 - Update hazard register.

April - May

- Harvest.
- Apply post-harvest spray to protect picking stalk scars from Psa.
- Post-harvest foliar spray (N & Mg).
- Make a plan for New varieties licence release.
 - Organise grafter.
 - Talk to labour contractor about cut out.
- Arrange for soil test to be taken.
- Arrange for fertiliser recommendation.
- Make a plan for Winter pruning.

Great summer recipes

TRY SOME OF THESE KIWIFRUIT CREATIONS

Make a golden smoothie by peeling two gold kiwifruit and placing them in a blender or food processor with a peeled banana and 1/2 cup each of orange juice and yoghurt. Blend until smooth, without crushing seeds. Serve in two tall glasses.

Use chopped kiwifruit as a topping for cereal, pancakes or waffles. Or fold chopped kiwifruit into pancake or waffle batter before cooking.

Feature gold and green kiwifruit on a fruit and cheese tray for a healthy snack or a light meal.

Dice green and gold kiwifruit with tomatoes, green onions, coriander and peppers for a fruity salsa to serve with chips, grilled chicken or fish.

Fan kiwifruit slices across the top of a fresh fruit tart; or use kiwifruit chunks as an ice cream topping.

Purée kiwifruit with lemonade and freeze in small cups for a popsicle treat. Or freeze the mixture in an ice cream maker for a simple sorbet.



Freeze chunks of gold or green kiwifruit, whole strawberries and melon balls on a skewer for a refreshing fruit kebab.

Add sliced green and gold kiwifruit to mixed fruit or green salads, pasta and chicken salads.

Mash or blend one kiwifruit with your favorite vinaigrette for a fruity twist to salad dressing.

Slice green or gold kiwifruit and freeze solid. Dip each slice in chocolate to cover 1/2 to 2/3 of the kiwifruit slice. Return to freezer and freeze until firm.

Financial Update

EET Forecast Average Class 1 payments for February 2013 are as follows:

	Zespri Progress	Net Incentives	Estimated February Average Payment
Green	\$0.22	0.07	\$0.29
Gold	\$0.35	0.03	\$0.38
Organic	\$0.24	0.03	\$0.27
GA	\$0.31	0.03	\$0.34
GL	\$0.27	0.04	\$0.31
HE	\$0.19	-	\$0.19

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

These payments will be direct credited into your account on 15 February 2013.

Payments by size are shown below.

	Zespri Fruit Payment To 18/01/2013	Zespri Progress 15/02/2012	Total Zespri Fruit Value Receipts	EP Base Coolstorage YTD	EP Port & Transport YTD	EET Advance (Base CS and P&T)	EET Total Paid YTD
Green							
18/22	5.25	0.15	5.40	-0.73	-0.15	-	4.52
25/27	5.09	0.08	5.17	-0.73	-0.15	-	4.29
30/33	4.12	0.20	4.32	-0.73	-0.15	-	3.44
36/39	3.49	0.30	3.79	-0.73	-0.15	-	2.91
42	1.67	0.00	1.67	-0.73	-0.15	-	0.79
Gold							
16/18/22	5.52	0.21	5.73	-0.74	-0.15	-	4.84
25/27	6.19	0.30	6.49	-0.74	-0.15	-	5.60
30/33	6.39	0.38	6.77	-0.74	-0.15	-	5.88
36/39	5.22	0.37	5.59	-0.74	-0.15	-	4.70
Organic							
18/22	4.68	0.00	4.68	-0.73	-0.15	-	3.80
25/27	5.82	0.15	5.97	-0.73	-0.15	-	5.09
30/33	5.33	0.15	5.48	-0.73	-0.15	-	4.60
36/39	5.18	0.30	5.48	-0.73	-0.15	-	4.60
42	3.03	0.40	3.43	-0.73	-0.15	-	2.55
GA							
16/18/22	3.96	0.00	3.96	-0.74	-0.15	-	3.07
25/27	4.51	0.40	4.91	-0.74	-0.15	-	4.02
30/33	4.81	0.52	5.33	-0.74	-0.15	-	4.44
36/39	4.17	0.10	4.27	-0.74	-0.15	-	3.38
GL							
16/18/22	4.25	0.09	4.34	-0.74	-0.15	-	3.45
25/27	4.79	0.13	4.92	-0.74	-0.15	-	4.03
30/33	4.54	0.65	5.19	-0.74	-0.15	-	4.30
36/39	3.82	0.00	3.82	-0.74	-0.15	-	2.93
HE							
18/22	5.05	0.42	5.47	-0.73	-0.15	-	4.59
25/27	6.35	0.13	6.48	-0.73	-0.15	-	5.60
30/33	5.75	0.00	5.75	-0.73	-0.15	-	4.87
36/39	4.55	0.37	4.92	-0.73	-0.15	-	4.04
42	3.80	0.00	3.80	-0.73	-0.15	-	2.92

Staff Profile

MIKE VINCENT – TE PUKE HR MANAGER



Mike was born in the Waikato and went to Massey University to study veterinary science. Early in his career he owned a dairy and arable farm in Cambridge. He later returned to university where he completed a masters degree in HR and a post-graduate Diploma of Business Studies. Mike managed a medium-

sized law firm in Hamilton for five years, before shifting to Ohope when his late wife became terminally ill.

While living in Ohope Mike held a Senior HR Advisor position at Norske Skog for nine years. He then undertook short term contracts including setting up the HR department at the new Mount Eden prison

and assisting Hamilton City Council with a review of their business structure. Mike has three children from his first marriage, and his current wife Tina who does kinesiology, also has three children. In his spare time Mike loves golf and reading.

Growing Excellence

EastPack business strategies for 2013

During the off-season there has been no rest for the team as they have been busy identifying and implementing opportunities for improvement.

The number one EastPack business strategy for 2013 is increasing Green Profitability – both for the company, and for growers. Over the last 4 years we have made significant improvements and captured the “low hanging fruit” so to speak. As we continue with Growing Excellence the savings become more difficult to obtain. Opportunities for increasing Green profitability have been identified across the business under the three areas of Operations, Grower Services and Fruit Optimisation. The Fruit Optimisation plan is focusing on optimising returns through the supply chain, from Orchard to Market. Reducing fruitloss and optimising market premiums is a key aspect of this plan. Under Operations, each site has developed their own plan to realise the savings they have identified. As you are probably aware, Grower Services have been focusing on attracting new trays to maintain volume and optimising orchard productivity. Achieving consistently low reject rates across all crops will be a significant help to the packhouses achieving their targets.

You will not see significant changes in the upcoming season, but all of the little improvements will add up to delivering an improved result for everyone. It is these ongoing improvements which reflect the dedication our team has to live our vision of being World Class.

Health & Safety

SUMMER DRIVING TIPS FROM ACC

With the dry, hot weather we’ve experienced over the last month more people are out and about on the roads and walking. So take care especially in areas round beaches, lakes and popular holiday spots.

The bright sun can make it harder to see when driving. Have sunglasses handy to cope with the glare, keep your windscreen clean, and take it slowly around corners.

Enjoy safe summer driving; stay alert, watch your following distances and be patient in traffic.

Always drive to the conditions.



New Varieties Update



KeyStrepto™ (streptomycin) is approved for use by airblast sprayers on non-producing vines until 30 June 2013.

KeyStrepto summer/autumn use on grafted vines

Non-producing vines cannot be in a block where fruit will be harvested from.

KeyStrepto is applied at 60g/100L water and the cumulative maximum that can be applied (from 1 September 2012 to 30 June 2013) is 2.4kg product/ha

On my orchard I have used two applications in spring at 400L per hectare (top nozzles were off) which equates to 480 grams per hectare of product. This leaves the potential for three more sprays at 1000L over the critical autumn period.

As crops will be residue tested it is very important to ensure there is no drift onto producing vines and sprayers have been thoroughly washed out before using on cropping vines

Audit process and application

Applicators must apply to KVH 0800 665 825 for approval to spray KeyStrepto™ 48 hours prior to their intended spray date and complete a site inspection record prior to spraying.

Braden Hungerford

NEW VARIETIES TECHNICAL MANAGER



Maximising your OGR Through Effective Thinning

- Growers are encouraged to complete at least two rounds of fruit thinning per season. The two rounds of fruit thinning will have different objectives.
- Round 1 will be focused on increasing fruit value through a size and dry matter response. Fruit value will be maximised where growers implement their first thinning round prior to mid-January and achieve a 95% reject removal. Timing and Quality.
- Round 2 will be focused on removing cosmetic defects and therefore reducing your picking, transport and packing costs.
- At EastPack, all growers benefit from packhouse operational efficiency through costs savings and therefore an industry leading pack price, packing rebate and OGR. The packhouse is optimised when growers deliver a grading table reject % equal to or less than 10%.
- Certain reject types such as sooty mould and skin rub develop with time.
- The later the second round of thinning the more time rejects will be removed.

Round One – Increasing fruit value – Timing and Quality

The first round of thinning should be completed in mid-January and focus on removing all rejects (all fruit not destined for a class 1 tray). We believe a 95% reject removal is the benchmark at this time. This will ensure that the value of export fruit is maximised through a size and dry matter response.

Results of On Orchard Reject Assessments completed during late January and February 2012 showed a huge variation in results across orchards, with reject % ranging from 2% to 20%. This suggests that there may be potential for the average orchardist to increase the value of their fruit.

It should be remembered that a 5% reject rate in January or early February will at least double for a main pack harvest. This is due to reject types such as skin rub, sooty mould and water stain being yet to develop. We call these time rejects as they develop with time. Our experience suggests that flats only get flatter, so during the first round of thinning, remove even marginal flats as they are likely to be genuine flats by harvest.

Round Two – Fine tuning your OGR

Due to the fact that rejects develop with time. The second round of thinning should be completed as late as possible to capture as many rejects as possible, with the aim of delivering a grading table reject % of 10% or below. Round two is about fine tuning your reject rate to maximise your OGR. This will be achieved through minimising Process and Class 3 rejects as they have virtually no value. Whilst Class 2 fruit has a value, it is important to strike a balance between maximising Class 2 returns and maximising packhouse efficiency. 10% is the point at which both are optimised.

In delivering a grading table reject % of 10% or below you will ensure that your OGR is maximised through:

- 1) Reduced pack price
- 2) Reduced picking charges
- 3) Reduced transport charges
- 4) Maximised EastPack rebate through improved packhouse performance.
- 5) Improved fruit size and dry matter

The table at the top of the next page highlights the potential benefits of thinning on OGR. It is a nett figure that considers the cost of thinning versus the benefits of a lower pack price, picking charges and transport costs. Please note it does not acknowledge any potential size and dry matter gains or the EastPack rebate.

Assumptions

- 9000te/ha
- \$5.50 / bin transport costs
- \$28.00 / bin harvest charge
- EastPack packing charges – as per picking and packing policy document.

For further information or to gain access to resources to help with thinning decisions please contact your EastPack Grower Services Representative.

EastPack staff completing an on-orchard reject assessment in late January.



Potential benefits of thinning on your OGR

1) Select your current reject rate % (chargeable)		2) Select your post-thinning reject rate target																					
Nett (\$/te)		20%	19%	18%	17%	16%	15%	14%	13%	12%	11%	10%	9%	8%	7%	6%	5%	4%	3%	2%	1%		
	20%		\$0.03	\$0.06	\$0.08	\$0.10	\$0.13	\$0.15	\$0.16	\$0.18	\$0.19	\$0.20	\$0.22	\$0.22	\$0.22	\$0.23	\$0.23	\$0.23	\$0.24	\$0.24	\$0.24		
	19%			\$0.02	\$0.05	\$0.07	\$0.09	\$0.12	\$0.13	\$0.14	\$0.16	\$0.17	\$0.18	\$0.19	\$0.19	\$0.19	\$0.20	\$0.20	\$0.20	\$0.21	\$0.21		
	18%				\$0.02	\$0.05	\$0.07	\$0.09	\$0.11	\$0.12	\$0.13	\$0.15	\$0.16	\$0.16	\$0.17	\$0.17	\$0.17	\$0.18	\$0.18	\$0.18	\$0.19		
	17%					\$0.02	\$0.05	\$0.07	\$0.08	\$0.10	\$0.11	\$0.12	\$0.14	\$0.14	\$0.14	\$0.15	\$0.15	\$0.15	\$0.16	\$0.16	\$0.16		
	16%						\$0.02	\$0.05	\$0.06	\$0.07	\$0.09	\$0.10	\$0.11	\$0.12	\$0.12	\$0.12	\$0.13	\$0.13	\$0.13	\$0.14	\$0.14		
	15%							\$0.02	\$0.04	\$0.05	\$0.06	\$0.08	\$0.09	\$0.09	\$0.10	\$0.10	\$0.10	\$0.11	\$0.11	\$0.11	\$0.12		
	14%								\$0.01	\$0.03	\$0.04	\$0.05	\$0.07	\$0.07	\$0.07	\$0.08	\$0.08	\$0.08	\$0.09	\$0.09	\$0.09		
	13%									\$0.01	\$0.03	\$0.04	\$0.05	\$0.06	\$0.06	\$0.06	\$0.07	\$0.07	\$0.07	\$0.08	\$0.08		
	12%										\$0.01	\$0.03	\$0.04	\$0.04	\$0.05	\$0.05	\$0.05	\$0.06	\$0.06	\$0.06	\$0.07		
	11%											\$0.01	\$0.03	\$0.03	\$0.03	\$0.04	\$0.04	\$0.04	\$0.05	\$0.05	\$0.05		
	10%												\$0.01	\$0.02	\$0.02	\$0.02	\$0.03	\$0.03	\$0.03	\$0.04	\$0.04		
	9%													\$0.00	\$0.01	\$0.01	\$0.01	\$0.02	\$0.02	\$0.02	\$0.03		
	8%														\$0.00	\$0.01	\$0.01	\$0.01	\$0.02	\$0.02	\$0.02		
	7%															\$0.00	\$0.01	\$0.01	\$0.01	\$0.02	\$0.02		
	6%																\$0.00	\$0.01	\$0.01	\$0.01	\$0.02		
	5%																	\$0.00	\$0.01	\$0.01	\$0.01		
	4%																		\$0.00	\$0.01	\$0.01		
	3%																			\$0.00	\$0.01		
	2%																				\$0.01		
	1%																					\$0.00	

Disclaimer – The table above has been prepared in good faith based on information known to EastPack Ltd staff. It is only intended for the person to whom it is addressed and for the purposes for which the author was instructed to prepare it.

Due to the number of factors influencing horticultural outcomes, EastPack Ltd does not accept any liability for any consequences arising from this recommendation. Growers are responsible for taking their own advice.

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.

It is now a critical time within the growing season to reiterate the key points that you as a grower can influence to ensure that your fruit performs to its potential.

You can positively influence your orchard's fruit storability in the following ways:

Growing Practice

- Through maintaining an open canopy throughout the entire growing season. Avoiding the build-up of areas of heavily shaded leaf.
- Being aware that the use of foliar fertilisers after 31 January can impact negatively on fruit storage performance. Consult with your GSR prior to making applications.
- Avoiding applying nitrogen fertilisers post fruit set.
- Girdling from 1 March onwards is considered risky.
- Identify any areas of your orchard that are either in poor health (stressed), frosted, young, and separate from the rest of your orchard using a new maturity area or pack run area. You can discuss this with your

Grower Services Representative in late February/early March.

- 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 manage any risks before they manifest themselves in the coolstore.

Where orchard practices have strayed outside "Best Practice" for any of the points above, it is important to discuss this with your Grower Services Representative so a plan can be formulated to optimise your fruit.

EastPack remains committed to delivering grower's excellent storage outcomes and highest possible OGRs through the fruit optimisation project that is aimed at increasing Hayward profitability. Next month's article will focus on optimising fruit maturity.

Growing Practice

Maturity

Harvest Handling
Treat it Like Gold

Cuttings

Plastic covered orchard site visit

A number of growers are looking at covered canopy structures to protect their orchards from rain and wind in a Psa environment.

Eastpack Growers recently visited one of the three New Zealand ZESPRI/Plant & Food Research covered orchard trial sites in an open day facilitated by Zespri and John Holwerda of Cannon Road Orchards limited. The site at Cannon Road, Katikati has the newly developed Protective Canopies Ltd plastic cover over a small trial area on an existing production Gold orchard. It is estimated to cost around \$125,000 a hectare – almost half the cost of similar systems being trialled in Italy. Although not cheap, a protective canopy can possibly reduce other risk factors such as frost, hail and wind.

The aim of this trial is to prove that changing the external environment could protect kiwifruit plantations from Psa.

This may seem like a radical change to our current “normal” growing practices but the practice of growing kiwifruit under total cover is already being used in Korea, Japan and Italy where much of the recent research in growing kiwifruit under cover is taking place.

Psa research has shown that Psa populations need water and cool temperatures to spread and build up acritical numbers and cause



disease. Psa is very sensitive to air temperature. Psa growth slows down when temperatures exceed 25°C and dies more quickly if temperatures rise above 43°C. Therefore, we may expect that Psa infection may be contained by manipulating the external environment, so as to create warm and dry conditions.

The concept of growing kiwifruit under cover is to create a barrier between the vines and the adverse weather conditions and to modify the growing environment. Practically, several options are available. Full insulation from the environment can be achieved by a greenhouse, but other systems could give a good level of protection as well, like rainproof films used on cherries, table grapes and other fruit.

In Italy, Zespri is testing both the greenhouse and the rainproof film options in four different plantations, located in areas where surrounding orchards have high levels of Psa.

Other considerations such as irrigation, temperature control, chemical usage, pest and disease management, pollination etc. will also need to be studied to assess the viability of growing under protective canopies.

It is important to note that it is still too early to provide evidence that environmental manipulation can give kiwifruit orchards full protection from Psa. Future trials will provide further information clarifying the effectiveness of the proposed crop cover measures, these will be printed in up-coming publications.

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 Rinui:
EastPack, Te Puke Ltd
40 Te Puke Quarry Road, Te Puke
e-mail Celia.Rinui@eastpack.co.nz
www.eastpack.co.nz



EastPack Ladies' Night

We had the lovely ladies from Lillys Retreat come along as well as Melissa Furze who owns the Bella Vi mineral make up range. The ladies all enjoyed a lovely make over whilst learning some tricks about applying make up at the same time. Along with some drinks and nibbles it was a lovely evening for our female growers and staff to have an informal evening together.

Last Tuesday evening the ladies in Edgecumbe were also treated to some makeovers from the Absolute Bliss team, whilst enjoying a social evening with some of the Edgecumbe staff.

We are keen to continue to have these get togethers and are in the process of planning some more events for the coming year in all areas.

Mother and daughter Brenda Ludwig and her daughter Christy after their makeovers in Edgecumbe. ▼



At the end of last year EastPack Te Puke ladies were involved in our first ever Ladies' Night.

Early March	High Tea
June	Wine Tastings
August	Cooking Demonstrations/Interior Design
Early November	Xmas Decorations

We would also like to organise a couple of events in the Hawkes Bay so if you have any ideas please contact Kyra at kyra@eastpack.co.nz with these.

Keep an eye out for our invitations via email (or post if you don't have email). And remember to let the men in your life know that you need to see these emails when they arrive in your inbox!



Relay for Life Saturday 23 - Sunday 24 March, Tauranga



GET YOUR RUNNING SHOES ON

EastPack is entering a team in this year's Relay for Life event being held in Tauranga on the weekend of Saturday 23 - Sunday 24 March. The event raises money for the Cancer Society and teams fundraise for this cause.

Checkout the Relay for Life website www.relayforlife.org.nz to see stories from people who have been involved in past events. It can be a life-changing experience.

We have 22 hours to cover, with people running or walking in half hour slots. We are going to put up a gazebo and camp out for the night so supporters can come and join the team throughout the 22 hours.

Kyra Ormsby is our team captain for the event and we would love to have a mixture of staff and growers joining us as participants or supporters.

If you'd like to be involved please let Kyra know kyra@eastpack.co.nz or phone 07-573 9309 preferably by 22 February so the team can be finalised, and people know when it is their turn on the track.

Alternatively, if you would like to make a donation you can do so directly on the Relay for Life website under our team's registration at http://www.everydayhero.co.nz/east_pack.

Upcoming Events

DATE	REGION	EVENT	LOCATION	TIME
Thur 21 February	Edgumbe	Zespri FON Summer Field Day Varieties HW, G3, G9	Harcourt Orchard 30 Orchard Road, Awakeri Edgumbe	9am-12pm
Mon 25 February	Tauranga	Zespri FON Summer Field Day Varieties HW, G3, G9, G14	Puketiro Orchard 345 Joyce Road Pyes Pa	9am-12pm
Mon 25 February	Hawkes Bay	Zespri Grower Meeting	Plant & Food Cnr Crosses and George Sts Havelock North	10am-12pm
Mon 25 February	Gisborne	Zespri Grower Meeting	Bushmere Arms Hotel Main Road, Waerengahika	5pm-7pm
Tue 26 February	Opotiki	Zespri Grower Meeting	Opotiki Golf Club Fromow Road, Opotiki	10am-12pm
Tue 26 February	Edgumbe	Zespri Grower Meeting	Awakeri Events Centre Edgumbe	2pm-4pm
Wed 27 February	Katikati	Zespri FON Summer Field Day Varieties HW, G3, G9	Peter Stewart 71 Wright Road Katikati	9am-12pm
Wed 27 February	Auckland	Zespri Grower Meeting	Counties Inn 17 Paerata Road, Pukekohe	5.30-7.30pm
Thur 28 February	Te Puke	Zespri FON Summer Field Day Varieties HW, G3	Fruitforce Orchard 117 Gulliver Road Paengaroa	9am-12pm
Fri 1 March	Te Puke	Zespri Grower Meeting	The Orchard Church 20 MacLoughlin Dr Te Puke	9.30-11.30am
Fri 1 March	Katikati	Zespri Grower Meeting	Katikati Rugby Club Moore Park, Fairview Road Katikati	2pm-4pm
Fri 1 March	Tauranga (Organic focused)	Zespri Grower Meeting	Tauranga RSA (Fahys) 1237 Cameron Road Tauranga	5.30-7.30pm
Mon 4 March	Waikato	Zespri Grower Meeting	Prince Albert Victoria Street, Cambridge	2pm-4pm
Wed 6 March	Tauranga Organic	Zespri FON Summer Field Day Varieties HW	KMS "Organic" Orchard 388 Joyce Road Pyes Pa	9am-12pm

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

Experienced Tractor/Machinery/Sprayer Operator

Full or part time position wanted for 14ha Hayward orchard in the Tauriko area. Prefer someone with Growsafe/Approved Handler certificate. Remuneration by negotiation. Phone David Stephenson on 027-258 9820

Wanted to Buy

AgBeam

Would like enough for about 1.2ha but any amount and posted considered. Ph Roger 027-702 6221

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 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

For Sale

Bruno Rootstock

5000 2yr olds bare rooted
8000 1yr olds bare rooted
Regular 10 day copper sprays, plants are in good order, no spots. Inspection welcome. Phone Hugh Stuckey on 027-223 5007 or 07-304 8352

Roh Wind Machine

Four blades, fully automated. 60 hours, Price Negotiable. Ph 07-322 2566

70 x No 1 Round posts

2.4m ex Kiwifruit. \$8.00 each + GST. Ph Alan 07-573 4622

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. 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

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

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

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 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

SONICSPRAY Horticulture Spray Specialists

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

Active 4 Solutions

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

For enquiries please phone Terry on 021-274 2814

Bay 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



Hawkes Bay growers enjoying
their Xmas dinner on another
stunning evening in Hastings.

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

Andrew Stephenson

EKO Orchard Manager (Te Puke)
027-289 9308

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



EastPack
WORLD CLASS ORCHARD TO MARKET

www.eastpack.co.nz