

EastPack Update

EastPack 2012 Green OGR now\$5.02!

It was very pleasing to confirm that, based on the Zespri February forecast, the latest EastPack Green OGR is now forecast to be \$5.02.

The \$5 per tray Green OGR has been an objective for both EastPack Directors and Management for over 12 months. We believe that at \$5 per tray OGR, and yields in excess of 8,000 trays per hectare, Green growers are profitable and the overall industry has a solid foundation, whilst we await G3 to come into full production over the next three years.

Improving Green profitability right through the industry supply chain has been, and continues to be, a key strategy for EastPack. Plans have been drawn up by management and signed off by Directors for the 2013 season to continue this key objective. Everyone needs to play their part in the whole industry supply chain from orchard, post-harvest, and Zespri who manage the fruit sales to our consumers. With the headwinds of a strong NZ\$ versus all other currencies we cannot be complacent. We have already seen considerable momentum at reducing loss and waste in our supply chain with fruit loss both on and offshore improving returns by approximately \$50m since the 2010 season. EastPack has also led the way in 2012 with a reduction in packing charges and overall post-harvest charges, all of which have assisted in

improving Green growers' profitability via increased OGRs.

One of the big though unquantified advantages of the proposed merger with Satara is that having a larger organisation that is grower-owned and controlled, and that can work collaboratively with Zespri, is more likely to make continued savings and add value in our industry supply chain.



Proposed EastPack merger with Satara

It was very gratifying to receive a 97% endorsement from EastPack shareholders for the proposed merger with Satara on 22 February 2013. We thank all shareholders who voted for their overwhelming support.

It was also very pleasing that 85% of all Satara shareholders voted in favour of the merger. As you are aware, one of the five Satara special interest groups failed by just 0.2% to meet the 75% threshold. As advised to EastPack shareholders last week, another vote is being held on 14 March for this particular special interest group (being

Table 1 Summary of 2012 financial performance

	2012	2011	%
Revenue	\$67.516m	\$80.985m	-17%
EBITDA	\$16.472m	\$23.382m	-30%
Net Profit before Tax	\$ 7.487m*	\$10.638m	-29%
Term Borrowings	\$ 4.500m	\$11.000m	-59%

*Before asset revaluation adjustments of \$1.642m

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Technically Speaking Sooty Mould Water Stain in Kiwifruit Orchard Operations Reminder New Varieties Update New Varieties Orchard Tour

Satara Transactor Shareholders who do not hold investor shares). It is also pleasing to report that the three Satara Directors who originally opposed the merger are now fully supportive and will vote in favour of the merger on 14 March. If this special interest group vote 75% or more in favour, the merger will proceed.

STOP PRESS!

Just as this month's edition of EP Prunings was going to press the EastPack/Satara merger has been passed by the final Satara Special Interest Group.

2012 annual financial statements

At the time of writing the finalisation of EastPack's 2012 annual financial statements is being carried out.

The EastPack Directors have confirmed the final investor share dividend of 7.5cents per share (gross) will be paid to Investor shareholders on 20 March 2013.

Despite the lower crop volumes in 2012 versus 2011 and a reduction in margins by passing on lower packing charges to growers, EastPack's 2012 result is still extremely credible.

Table 1 below shows a summary of the2012 financial performance.

Regards

Tony Hawken CHIEF EXECUTIVE

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).

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.



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.



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 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.



Water stain treatment in kiwifruit

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

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

The Problem

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



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

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

The Real Problem

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

The water stain is on both the hairs and skin of Hayward. The hairs are removed by brushes prior to the fruit crossing the grading table leaving the stain on the skin as the reason that the fruit is rejected for export. The hairs on the fruit create a situation of increasing the surface area to be covered by the water stain removal spray. The surface of the hair and the skin provide some resistance to the spread of water on the surface, rather like the beading of water on a waxed surface. This is called surface tension and is the resistance of the water to spread out on a surface.

The solution

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

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

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

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

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

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

Other factors that will improve the result are:

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

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

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



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

Summary

Water-stain comes from dead tissue in the canopy.

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

Best Practice water-stain removal sprays

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

Orchard Operations Reminder



March

- Sign Zespri supply contract.
- Tie up low hanging fruit.
- Trim up males.

- Final pre-harvest crop groom
 - Cosmetic fruit thin
 - Remove fruit from infected or stressed vines.
- 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 hazards register.

April - May

- Harvest.
- Apply post-harvest copper spray to protect picking stalk scars from Psa.
- Post-harvest foliar spray (nitrogen and magnesium).
- 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.

Zespri approved cleaning and sanitiser list

The following list of cleaning agents has been approved by Zespri for the use on all kiwifruit contact surfaces (e.g. picking bags, bins and graders)

ALLOWED COMPOUND	SUPPLIER	ACTIVE INGREDIENT
Citrox BioKlenz	Citrox (NZ) Ltd	Citrus oil or citrus extract
Citrox PWT	Citrox (NZ) Ltd	Citrus oil or citrus extract
Citrox 14T – non-foaming cleaner	Citrox (NZ) Ltd	Citrus extracts, fruit acids, organic acids
ExStinkt Pure H2O	Zychem Technologies Pty Ltd	Chlorine dioxide
GeoSIL / GeoSIL 150	GeoSIL Paciifc Ltd	Hydrogen peroxide
HarvestCide-gel / HarvestCide granules	Post-Harvest Solutions Ltd	Bromo-chloro-dimethyl hydantoin
Hortisan	Alpha Distributors, Nelson	Chlorine dioxide
Hyprox 500	ORICA NewZealand	Hydrogen peroxide
Jasol Hydrogen Peroxide 50%	George Weston Foods Ltd	Hydrogen Peroxide
Orange-based cleaner	QualChem	D'Limonene
Oxine	Grower Consultancy Services	Chlorine Dioxide
Peratec	Jaeger Australia Pty Ltd, Australia	Hydrogen peroxide, peroxyacetic acid
Southern Defence	Clark Products Ltd, Napier	Chlorine dioxide
Southwell AC	Southwell Products Ltd, Eketahuna	Chlorine dioxide
Teracep	Venco Limited, Auckland	Peroxyacetic acid
Zydox (PC4)	Zychem Technologies Pty Ltd	Chlorine dioxide

To ensure compliance to BioGro Certification requirements ensure BioGro approval prior to use.

Disclaimer: Inclusion in this list does not indicate efficacy against Psa-V. The list has been complied to provide guidance with respect to residue concerns.

Staff Profile Lee O'GRADY - COOLSTORE MANAGER - EDGECUMBE



Lee started with EastPack 1½ years ago and was employed as Line Manager/ Automation on Grader 3 in Te Puke and was also the RFID Technician. He is now based in Edgecumbe as the Coolstore Manager where he manages two small teams of 5/6 forklift drivers to cool, store and load out the packed kiwifruit for the Edgecumbe site.

Prior to joining EastPack Lee was employed by Seeka Oakside operating an 8 lane Invision sizer with two 1 lane sizers and 3 IT packing robots.

As well as working for EastPack, Lee also runs his own software business developing applications and websites for many local businesses and holds a large contract to the NZ Herald and The Bay of Plenty Times.

Lee lives with his fiancé in Pukehina and they currently have an exchange student from Germany living with them, as well as a cat, two dogs and more horses/ponies than he can keep track of. In his spare time Lee enjoys offroading in or modifying his custom landcruiser as well as deer stalking and tramping. As well as this he has also gained his Commercial Pilot's Licence.

GIOWEI PIOILE RICHARD & ROBYN GLENN - WAIKATO GROWERS



Richard & Robyn have two children. Matthew has completed a science degree and is hoping to finish a post- graduate diploma in business management at Waikato University this semester while he also juggles his other interest which is rowing. Megan currently has a permanent job in the UK after completing a media arts degree at Wintec in Hamilton and China. Richard & Robyn have both lived in the Waikato region all their lives but have lived on the orchard for the past 25 years. They planted their first vines in 1979.

They have a 14.5 nett ha orchard, of which 11.5 is planted in kiwifruit, 0.75 of a ha is in a Bounty71 rootsock nursery and 2.25 ha is in apples. They also manage Richard's father, Murray's 3 ha kiwifruit orchard. They grow Hayward, Gold 3, 16a Gold and Green 14.

Prior to getting involved with kiwifruit Robyn trained as a nurse and currently works three days a week in the stroke ward at Waikato Hospital. Richard started out in sheep and cattle, shearing sheep and working in a nursery run by the Regional Council.

The decision for Richard & Robyn to get involved in kiwifruit at the time was due to a big push by the government in the late 70s and early 80s to try and increase exports. Horticulture was promoted and they looked at a range of crops and settled on kiwifruit first then diversified into apples in the mid 80s as well. What Richard & Robyn like about being involved with kiwifruit is the ability of the industry to work together when it matters. A few of those "likes" have disappeared with Psa and they now call

them challenges. They also like the SPE structure of kiwifruit, not everything is perfect, but having experienced the apple industry pre and post deregulation they know what they would prefer.

Both of Richard & Robyn's children rowed at school, so outside of kiwifruit they have followed them and have been involved in the sport either coaching or on the admin side. In last few years Robyn has picked up her music and singing again.

Lately they have been doing a bit of fishing, walking, biking and have recently completed the Otago Rail Trail.

Richard & Robyn believe they are two years into a 10 year planting programme to carry out their strategy of having a mixed variety, high tolerance kiwifruit orchard, so as to manage their risk better.

Financial Update

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

	Zespri	Net	Estimated March	
	Progress	Incentives	Average Payment	
Green	\$0.29	0.04	\$0.33	
Gold	\$0.42	0.02	\$0.44	
Organic	\$0.14	0.06	\$0.20	
GA	\$0.26	0.01	\$0.27	
GL	\$0.32	0.02	\$0.34	
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 15 March 2013.

In addition to the above rates 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	
	To 15/02/2013	15/03/2013	Receipts	YTD	YTD	and P&T)	Paid YTD	
Green								
18/22	5.40	0.35	5.75	-0.73	-0.15	-	4.87	
25/27	5.09	0.32	5.41	-0.73	-0.15	-	4.53	
30/33	4.12	0.35	4.47	-0.73	-0.15	-	3.59	
36/39	3.49	0.29	3.78	-0.73	-0.15	-	2.90	
42	1.67	0.00	1.67	-0.73	-0.15	-	0.79	
Gold								
16/18/22	5.73	0.18	5.91	-0.74	-0.15	_	5.02	
25/27	6.49	0.27	6.76	-0.74	-0.15	_	5.87	
30/33	6.77	0.51	7.28	-0.74	-0.15	_	6.39	
36/39	5.59	0.41	6.00	-0.74	-0.15	_	5.11	
Organic								
	1 69	0.50	£ 10	0.72	0.15		4.20	
10/22	4.00	0.30	J.10	-0.73	-0.15	-	4.50	
23/27	5.97	0.56	0.55	-0.73	-0.15	-	3.47	
30/33	5.48	0.03	5.51	-0.73	-0.15	-	4.03	
30/39	5.48	0.13	3.01	-0.73	-0.15	-	4.75	
42	3.43	0.26	3.69	-0.73	-0.15	-	2.81	
GA								
16/18/22	3.96	0.00	3.96	-0.74	-0.15	-	3.07	
25/27	4.91	0.17	5.08	-0.74	-0.15	-	4.19	
30/33	5.33	0.41	5.74	-0.74	-0.15	-	4.85	
36/39	4.27	0.39	4.66	-0.74	-0.15	-	3.77	
GL								
16/18/22	4.34	0.07	4.41	-0.74	-0.15	-	3.52	
25/27	4.92	0.21	5.13	-0.74	-0.15	-	4.24	
30/33	5.19	0.40	5.59	-0.74	-0.15	-	4.70	
36/39	3.82	0.31	4.13	-0.74	-0.15	-	3.24	
HE								
18/22	5 47	0.48	5.95	-0.73	-0.15	_	5.07	
25/27	6.48	0.31	6.79	-0.73	-0.15		5.91	
30/33	5 75	0.00	5 75	-0.73	-0.15		4.87	
36/39	1.02	0.00	5.75	-0.73	-0.15		1 33	
12	3.90	0.29	3.21	-0.75	-0.15		3.04	
42	5.00	0.12	3.92	-0.75	-0.15	-	5.04	

Health & Safety

HOLES ON ORCHARDS

During harvesting the more common hazards pickers are exposed to include the following.

Regardless of the relationship with people working on your orchards (i.e. principal of a contract (principal), employer or the person in charge of a place of work) you are legally required to ensure the place of work is safe for employees, contractors and visitors.

Armalaria holes

Isolate people from the hazard by cordoning off. If that is not practicable minimise by clearly marking with high visability paint



Rabbit holes – eliminate by filling in. Cordon off until made safe.





Broken structures Eliminate by fixing the structures. Cordon off until made safe.



Slippery, uneven ground -Concrete, sealed or pumas pads are recommended







Growing Excellence

Harvest Best Practice

EastPack's aim during the 2013 harvest season is to maximise the return to the grower by continued improvement in our fruit handling during harvesting to lessen fruit loss due to bruising and cuts etc. Auditing is a crucial part of this process.

A reminder to growers and contractors – all pickers must wear gloves.

No dropping or raining of fruit into the picking bag, including no picking up of fruit dropped onto the ground – any dropping of fruit causes internal bruising which shows up later in storage.

Soft fruit should not be picked and placed in bins.

Minimise stalks and other vine debris as these cause cuts and other damage.

Overfilled bins causes serious bruising and crushing of fruit. Fruit is placed and not swept during this process.



Bruising found during repackin

Tractor speeds must not be excessive so the fruit movement within the bin causes damage.

Loading Pads and Bin Handling

Full bins are being protected from direct sunlight but in well ventilated cool areas. Bins are not to be stacked on their edge.



Loadout area should be flat, free draining, concrete, pumice or tar seal.



Ensure that no stones or other material find their way into bins.



New Varieties Update

New Varieties Orchard Tour

In the first week of March EastPack hosted over 100 growers on eight cropping New Varieties orchards in the Te Puke and Edgecumbe regions.

This was a great opportunity for growers to view these crops in a range of different growing scenarios.

Just prior to the harvest season is a great time to see the products of a season's hard

work and begin to form your own opinions on these varieties. We hope that seeing the performance of these crops around the regions helps in your decision making for potential development in winter of 2013.

Obviously there have been some severe bumps in the road since the commercialisation of G3, G9 and G14 in 2010. However, it seems there is an air of cautious optimism in the industry today compared with the mood of the last 18 months or so. We are still excited at the prospect of moving into an era of increased varietal diversity on orchards and the potential success that they may bring to kiwifruit growers.



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 OGRs. Simply, fruit optimisation means harvesting the right fruit at the right time, putting it in the right packtype, holding it in the coolstore for the right length of time and shipping it to the right market in the right condition.

This month's focus is on maturity.

In order for EastPack to make the best possible decision about your crop's storage potential, we have developed a pre-harvest testing frame work that ensures each main pack maturity area is tested at least three times prior to harvest. The first two of these tests are to be completed one and two weeks prior to the expected harvest date and

Growing Practice

will be processed through the EastPack laboratory. The objective of these tests is to generate a tentative (two weeks out) and confirmed (one week out) harvest progression; allowing time to arrange harvest contractors to be on orchard when your fruit is at its optimum maturity for storage. The third test is a clearance test processed through independent laboratory Agfirst. This is a 90 fruit sample and forms the basis from which a maturity area's harvest Loadout Priority (LOP) is set. LOPs determine the length of time a maturity area remains in store and are continually revised based on condition check information and pressure testing post packing.

Maturity

When setting an LOP at harvest particular attention is given to the average brix, brix fractile, average pressure and soft fractile. Through having the first two sets of test results we are also able to assess the rate of change in brix. Understanding these factors provides the necessary information to make better, more informed LOP decisions.

Better LOP decisions mean higher storage incentives, lower fruit loss and ultimately a higher OGR.

For more information on EastPack's LOP system please feel free to contact Anthony Pangborn 027-245 7295 or your Grower Services Representative.

Harvest Handling Treat it Like Gold

Upcoming Events

DATE	REGION	EVENT	LOCATION	TIME
Wed 20 March	Katikati	OPC – Growing kiwifruit in covered canopies	Katikati Resource Centre 45 Beach Road Katikati	1.00pm
Thur 21 March	Te Puke	OPC – G3 Te Puke bus tour	TBA Contact Jacki McCormack on 07-573 9309 or jacki.mccormack@eastpack.co.nz	Afternoon
Fri 22 March	Te Puke	OPC – Growing kiwifruit in covered canopies	The Orchard Church Café 20 MacLoughlin Drive Te Puke	10.00am

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

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

Used AgBeam

Standard and heavy. Phone John 027 216 9345

AgBeam

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

Hort 16A Gold licence

Phone Andrew 027 222 1903

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

8000 1 year 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. 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

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

Irrigation systems for orchard or farm

New systems or reinstate old systems

Needing to graft kiwifruit vines this winter?

Email: Superiorkiwifruitvines@gmail.com

Frost and irrigation, bores, rivers

Design, supply and install

on 021-274 2814

Bay Sluicing

For all your sluicing needs. Call Kevin Massey on 0800 877 566

BOP Trenching Services

or dam supply Diesel or power pumps

Free quotes.

Phone Roger Johnson on

Superior Kiwifruit Vines

07-533 1517 or 027-452 5330

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



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

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



www.eastpack.co.nz