

EastPack Update

2013 harvest and merger well underway

- Firstly welcome to all Satara growers to this April edition of EP Prunings. We will endeavour to incorporate the best features of Satara's "Cultivate" into this, and future editions of EP Prunings.

Merger

- We completed a round of grower meetings on 5 April and during these meetings we gave growers in each region a brief summary of the season to date and a high level background of the planning underway for the balance of the 2013 season.
- Integrating the people, systems and processes of two companies and at the same time, pick, pack and coolstore this years crop is challenging. It is particularly gratifying to report that there were a lot less redundancies than we expected and also there are very few staff that chose not to work for EastPack.
- The biggest challenge to date has been for the Satara staff to learn new systems and processes at the same time as packing fruit. Unfortunately due to the late confirmation of the merger, time is against us and our training resources have been stretched to the limit.
- The attitude and willingness of both EastPack's and Satara staff to make this merger successful is both heartening

and gratifying. The Directors of EastPack will put whatever resources are needed to meet the challenges of both change and integration. Further details of the works streams involved in the integration process are included in this month's edition of EP Prunings.

2013 season

- Packing commenced on 28 March, the high level features of the harvest to date are:
 - Higher dry matter levels than 2012.
 - Smaller fruit than 2012 (Green average size 36, year to date).
 - Low levels of packing defects.
 - Green fruit maturity continues to advance.
 - Completed orchards year to date are showing on average 10% decrease on pre season estimates.
- The most dominant feature of this years harvest to date is the effect that the "70 year drought" is having on fruit characteristics. Each year is different and at the time of writing we are looking at the potential scenario of having the smaller size profile, yet some of the highest Green dry matter levels that we have ever experienced. This is unlikely to change, unless there is significant rain over the next few weeks.

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- Considerable time and effort has been put in by Grower Services Representatives in profiling early crops and determining the best OGR outcome for individual growers who are contemplating Kiwistart. Considerable planning detail has gone on behind the scenes to accommodate the forecasted 25m trays that EastPack will pack and coolstore this year.

2012 annual accounts

We look forward to seeing as many of you as possible at the AGM to be held at the Edgumbe War Memorial Hall on Tuesday 7 May 2013 at 7.30pm.

Below is a summary of the OGRs for 2012 and the previous three years.

We wish all our growers who have yet to pick a successful 2013 harvest.

Regards



Tony Hawken
CHIEF EXECUTIVE

Summary of OGRs

	Green			Gold			Organic		
	2012	2011	2010	2012	2011	2010	2012	2011	2010
EastPack	\$5.02	\$4.31	\$4.70	\$10.47	\$7.87	\$9.09	\$7.23	\$6.65	\$7.03
Industry	\$4.48	\$3.72	\$4.21	\$10.09	\$7.60	\$8.89	\$6.12	\$5.40	\$6.07

Technically Speaking

Sooty mould – passion vine hopper – TIM TORR

Warning: The extended period of dry weather that we have experienced has favoured the build up of passion vine hopper populations and sooty mould has become an increasing problem.

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.

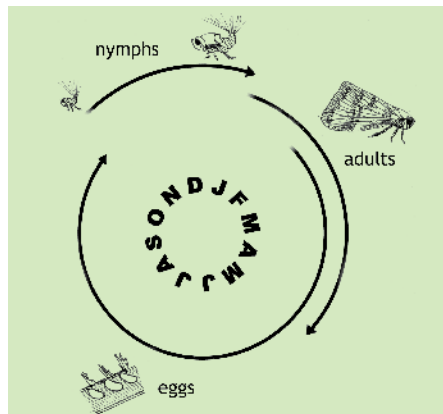


Sooty mould on Hayward fruit

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 5-6mm 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. 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.

Adults of the passion vine hopper



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 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.

Removal of host plants inside the orchard.



Sooty mould – dealing with the problem

However 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 prior to harvest can both limit the amount of honey dew that settles on the fruit and limit the spread of PVH in the environment, but we haven't had much of that this season.

The only solution now is to remove any affected fruit prior to harvest. There is no tolerance for sooty mould on the grading table so it is more efficient and generally cheaper to do this in the orchard before harvest.

Summary

- Remove host plants from within the orchard and establish a clear buffer zone between the orchard and the areas of high pest pressure.
- 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.
- Remove any sooty mould affected fruit before harvest.

Water stain treatment in kiwifruit – TIM TORR

I was disappointed recently to be watching a stream of Hayward fruit with obvious water staining, trundling off down the reject belt on Grader 3 at Quarry Road. The fruit was of good size and the orchard had a very good TZG. The fruit was, apart from the water stain, otherwise fine. My disappointment was that this loss could have easily been prevented.

The problem is well known and the remedy is readily available and well proven.

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 active ingredients. Hayward and G14 are difficult to wet properly because of the dense hairs.

The water stain is on both the hairs and skin of the fruit. 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.

Summary

Water stain comes from dead tissue in the canopy.

- Water stain is easily removed with an appropriate product.
- Kiwifruit, especially Hayward and G14 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.



Technically Speaking continued

Orchard Operations Reminder



April - May

- Pre-harvest water stain removal spray
 - Meet with harvest contractor.
 - Discuss Psa protocols.
 - GAP compliance.
 - Update hazard register.
 - Harvest.
 - Apply post-harvest copper 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.

June

- Update your plan for the Psa recovery pathway for your orchard.
- Start preparing for grafting to New Variety.
 - Repair structures.
 - Cut off canopy and remove old leader wire.
 - Mulch prunings.
 - Spray weed strips.

July

- Continue with winter pruning.
- Graft to New Variety.
 - Install strings for graft support.
 - Apply slug and snail bait.
- Apply base fertiliser applications for Gold.
- Organise teepee poles and strings.

Growing Excellence

Merger Update

The team have been working hard to merge as many operations as possible for the 2013 season.

Integrating the 2013 harvest has been a priority to distribute fruit across the six remaining sites to meet our efficiency targets and be able to deliver the savings and synergies outlined in the Merger Proposal to all shareholders. The Grower Services team have been working closely together preparing for the harvest. All

regions will have a consistent approach to harvest auditing to ensure minimal damage at picking.

To ensure that we can optimise fruit storage potential and have a consistent quality system, all the Satara sites are moving to the *Kiwiplus* programme. This replaces the current Satara *Kiwitracker* programme. It has been challenging with installing and learning a new computer system at the beginning of the season but the benefit will be worth it. Glenbervie, Marshall Road and Collins Lane have all started implementing Growing Excellence, starting with the quality visuals which display the grading accuracy at any point in time. They have also implemented Line Manager

Boards which track the Key Performance Indicators (KPIs) every hour and shift. This data is used to identify opportunities for improvement and drive performance.

The process of integrating the finance and administration teams and mothballing the Washer and Griffin road sites has resulted in less redundancies than originally expected due to existing vacancies being filled, and some staff choosing to resign. We have utilised the expertise of an external human resource consulting company to assist with the redundancy and redeployment process to ensure that it has been done correctly. We would like to thank all of those who are leaving us and wish them all the best for their

future, and welcome those joining the merged company. Staff meetings have been held at each site to formally welcome Satara staff to the merged company, EastPack.

With the packing season now commenced, the focus is delivering excellent service and results to you, our growers. Some merger activities will continue such as integrating the finance systems, however many activities will be delayed until after mainpack.

Thank you for your ongoing support and please don't hesitate to notify us if you have any concerns with the merger process or service levels you are receiving.

Financial Update

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

	Zespri Progress	Net Incentives	Estimated April Average Payment
Green	\$0.05	0.03	\$0.08
Gold	\$0.10	0.02	\$0.12
Organic	\$0.08	0.02	\$0.10
GA	\$0.10	0.01	\$0.11
GL	\$0.10	0.02	\$0.12
HE	\$0.05	-	\$0.05

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 April 2013.

Payments by size are shown below.

	Zespri Fruit Payment To 15/03/2013	Zespri Progress 15/04/2013	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	5.75	0.07	5.82	-0.73	-0.15	-	4.94
25/27	5.49	0.07	5.56	-0.73	-0.15	-	4.68
30/33	4.67	0.06	4.73	-0.73	-0.15	-	3.85
36/39	4.08	0.04	4.12	-0.73	-0.15	-	3.24
42	1.67	0.00	1.67	-0.73	-0.15	-	0.79
Gold							
16/18/22	5.91	0.09	6.00	-0.74	-0.15	-	5.11
25/27	6.76	0.10	6.86	-0.74	-0.15	-	5.97
30/33	7.28	0.11	7.39	-0.74	-0.15	-	6.50
36/39	6.00	0.08	6.08	-0.74	-0.15	-	5.19
Organic							
18/22	5.18	0.08	5.26	-0.73	-0.15	-	4.38
25/27	6.35	0.09	6.44	-0.73	-0.15	-	5.56
30/33	5.51	0.08	5.59	-0.73	-0.15	-	4.71
36/39	5.61	0.08	5.69	-0.73	-0.15	-	4.81
42	3.69	0.03	3.72	-0.73	-0.15	-	2.84
GA							
16/18/22	3.96	0.07	4.03	-0.74	-0.15	-	3.14
25/27	5.08	0.11	5.19	-0.74	-0.15	-	4.30
30/33	5.74	0.11	5.85	-0.74	-0.15	-	4.96
36/39	4.66	0.09	4.75	-0.74	-0.15	-	3.86
GL							
16/18/22	4.41	0.09	4.50	-0.74	-0.15	-	3.61
25/27	5.13	0.11	5.24	-0.74	-0.15	-	4.35
30/33	5.59	0.11	5.70	-0.74	-0.15	-	4.81
36/39	4.13	0.09	4.22	-0.74	-0.15	-	3.33
HE							
18/22	5.95	0.11	6.06	-0.73	-0.15	-	5.18
25/27	6.79	0.13	6.92	-0.73	-0.15	-	6.04
30/33	5.75	0.00	5.75	-0.73	-0.15	-	4.87
36/39	5.21	0.08	5.29	-0.73	-0.15	-	4.41
42	3.92	0.05	3.97	-0.73	-0.15	-	3.09

Staff Profile

KYRA ORMSBY – SALES & MARKETING CO-ORDINATOR



Kyra started back with Zest Company in 1998 and became part of EastPack when they merged in 2000. This is her 15th kiwifruit season with the last 13 being part of EastPack. She started out as the Administration/EDI Manager and since then has found herself having different roles throughout the operation. As the packhouse grew she found herself solely in the EDI Manager's role, then the Administration Manager's role whilst helping out with Grower Services, even looking after the Quality System

Manager's role while Roimata was on maternity leave for six months.

In June 2011 she moved back upstairs and is now in her current position of Sales & Marketing Co-ordinator which she says is her best role yet. As well as looking after the marketing and branding for EastPack, she also covers administration for the Grower Services team (as well as trying to keep them in line), organises grower events & functions and keeps the growers up to date with what is happening. You will no doubt see many an email come through from her letting you know of upcoming events etc.

Prior to coming to EastPack she was a PA for stockbrokers in London before working for an accountants' firm in Nelson. When she moved back to the Bay of Plenty, her home region, the last industry she expected to find herself in was the kiwifruit industry.

"15 years later, here I still am!" she says. "I love the ever changing face of kiwifruit and every year it feels like a completely new job. As much as every season has its ups and downs and sometimes we think

it is going to be our last season – hello, the following year we find ourselves here again. What makes it so enjoyable is the large variety of people we work with as well as the interaction with all the growers, and in this role I am very lucky to have both."

In her spare time (some days she forgets what that is) she enjoys playing netball and touch rugby, travelling, scrapbooking and spending time with friends and family. She is married to Kelly who is a real estate agent for Harcourts at Papamoa and they have two gorgeous daughters, Maia who is 5½ and Sophie who is 3. They are very busy little beings and certainly keep Kyra on her toes.

As well as playing a lot of netball for the Bay of Plenty and Nelson Bays, Kyra has also coached representative teams, from the up and coming Bay of Plenty U17 and U19 teams to the Magic Development Netball team in the Bay of Plenty/Waikato. She has taken a rest from coaching since having Sophie and she imagines the next team she coaches will probably be the little 6-7 year olds!

EastPack 2014 Calendar Photos

Just a reminder to all you keen photographers out there...

If you have any good photo opportunities during harvest please remember to take the photo in high resolution so it can be considered for our 2014 EastPack calendar.

Photos need to be at least 2MB or higher and be really clear due to needing to be enlarged for the calendar. We had some amazing photos submitted last year that weren't able to be considered as they weren't high enough resolution so I am putting it out there early this year to give you something to think about.

I will be asking for photos in about June so look forward to having lots to choose from, from around all the regions.

For our new growers that have recently joined us, last year we put together a great calendar using our growers' own photos. We are keen to do the same again this year. The

photos need to have something to do with kiwifruit or have kiwifruit in the pictures.

If you have any questions please don't

hesitate to contact me on 07-573 9309 or kyra@eastpack.co.nz.

Happy snapping...



Grower Profile

FRED DAVIES – OPOTIKI



Fred has lived in Opotiki for 12 years and was originally from Gisborne. He owns two orchards, Waiotara Orchard which has 2.19ha of Hayward kiwifruit and Otara Heights. The Otara Heights orchard has 1.83ha of Hayward and 1.45ha of Gold3, which was converted in 2012 from Hort 16A. Both orchards are managed by Daile McDonald through EKO. Productivity is upwards of 12,000 trays per ha of great tasting fruit.

Prior to getting involved with kiwifruit, Fred was a sheep and cattle farmer in Gisborne. He survived and built up the property after Cyclone Bola. His reason for getting involved with kiwifruit was that he was looking for something else to do as a passive income, due to a horse accident which meant he was unable to farm the land as he used to. His family used to holiday at Tirohanga holiday camp and he loved the area. Fred originally looked at an orchard in Te Puke but due to circumstances it didn't go through. A consultant put Fred onto Otara Heights Orchard and the rest is history. He bought the Waiotara orchard six years ago after selling a dry stock property at Waimana. Fred knew Daile through hunting and they have had a very successful relationship with both orchards.

Fred is a huge fan of the single desk. Coming from dry stock, where the industry is usually looking on the downside, he was impressed by how positive and proactive Zespri is. Even with

Psa, the industry is looking on the positive side and forward thinking. Fred also likes the EKO Management, which means he can do as much or as little as he likes whilst getting results.

Fred has two grown up daughters. One is a Community Constable in Wairoa who is married to a cop in Nuhaka and they have an adorable 2½ year old. The other daughter is married with two children, ten and eight, and is a teacher in Orewa. Her husband is a DJ on The Rock morning show.

Aside from kiwifruit, horses play a huge part of Fred's life. He is a member of the Eastern Bay Hunt Club and enjoys rugby and rodeo – but he is not a fisherman!

Fred is quite happy as long as he can farm his way through Psa. He was thinking of converting all the Hayward to Gold3 but as the HW is doing upwards of 12,000 trays per hectare he will stick with it in the meantime and see how the Gold3 goes.

Relay for Life - Cancer Society

This event was held on the Strand along the waterfront in Tauranga on 23/24 March, over 22 hours. Perfect weather, superb organising, and the support of runners, walkers and staff and family who called in to cheer the participants on, all made for a fantastic event. Included in the highlights of the event were:

- Dot Watson and Ranginia Jones walking for 3 hours straight from 2.00am to 5.00am so the diehards who stayed through the night could catch a few hours sleep. Well done ladies!
- Ginny getting an extra \$100 sponsorship from the CEO by doing a full lap of burpees (460 metres worth!)



- Ngaire's homemade cookies and bacon and egg slice.
- And to top it off we raised just over \$4000 with all proceeds going to the Cancer Society.

As well as keeping the baton going around the track for the whole 22 hours, there were lots of fun 'theme' laps throughout the event, the batman and fluorescent laps being just a couple. Lots of fun and laughs had by all as we participated in a great event while raising money for very worthwhile cause.

We look forward to seeing a lot more growers at next year's event.



New Varieties Update



New Varieties development autumn considerations –

BRADEN HUNGERFORD

The weather has turned, the temperature is dropping off and we are starting to see high risk periods on the Psa risk model.

Most of the Psa dieback in G3 became visible from late April last year. These factors mean we need to have a belts and braces approach when it comes to setting up and protecting the canopy before winter. G14 growth has slowed down of late but G3 is still charging, so there is a lot of new growth that needs protective cover.

Beware that even with the best intentions, dropping laterals and leaders off strings creates wounds so a copper after a round of dropping leaders and canes is advisable. Vines are best protected before they are showing symptoms. I am using a light copper (Eg 40g Kocide Opti per 100litres of water) about every two weeks at present, in addition to Actiguard and Strepto monthly over autumn. Note; 2.4KG KeyStrepto maximum per ha per year on non-fruiting vines.

Extreme care must be taken to prevent drift and ensure tanks are cleaned out between sprays after using KeyStrepto or Actiguard. Call your Grower Services Representative for more information.

Many of us will have a gappy canopy so we need to be creative in the use of laterals to fill the canopy. Potentially run laterals across two bays if there is no male or turn canes back to fill bay. Cracking is thought to exacerbate Psa. It's advised to do the bending in autumn/summer when the canes are more flexible.

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

Things to consider before bidding

- Can I fund tender price, cut-out and development costs?
- What is the loss of revenue off the cut-off area?
- Do structures need to be lifted and repaired to carry the G3 load? (could be twice the Hayward crop load).
- Do I need to add any shelter?
- How will I water and frost protect the plants?
- What is the footprint my vines will need to cover and should I interplant?
- Am I able to give the weekly time commitment grafted plants require or will I need to hire someone?
- Am I prepared to have an increased spray programme (as opposed to Hayward)?
- Have I got rootstock available?

Gold varieties potentially have a much higher return than Hayward, however young and newly grafted plants are at a higher risk from Psa. Each grower needs to make a balanced risk vs reward decision.

Summary of 2013 licence allocation

RELEASE MECHANISM	GOLD3	GREEN14	GOLD9
GOFO	Unlimited	Up to 50 hectares*	0
Fixed-price bid	300 hectares	Up to 40 hectares*	0
Commercial tender	100 hectares	0	0
* maximum are up to 0.2ha to complete partial blocks Zespri is still finalising release details.			
RELEASE TIMEFRAME			2013
Zespri board confirms release details – industry notified			20 March
Allocation process rules/application forms published (no separate NVIG proposed for 2013)			8 May
Application process opens			20 May
Application process closes			31 May
Validation and collation of bids by Cooney Lees Morgan			20 May - 12 June
Evaluation panel allocates licences			13 June
Successful bidders collect budwood and commence grafting			20 June - 16 August
Deadline for signing licences/paying settlement monies			31 July
Budwood available for secondary grafting window			11-29 November
Deadline for grafting:			
Green14/Gold9 =	6 months (unchanged)		31 December
GOFO =	6 months (was 12 months in 2012)		
CTB =	18 months (unchanged)		

Health & Safety

FARM VEHICLES

The Ministry of Business, Innovation and Employment (MBIE) released a media statement in late January regarding tractor safety following two workplace deaths on southern farms late in 2012.

In the media release the Ministry's Health and Safety Southern Area General Manager, Francois Barton stated:

"Farm vehicles were involved in nearly three quarters of all agriculture deaths between 2003 and 2008. These two recent deaths, coupled with three others involving farm tractors in 2012, are a tragic reminder of the importance of keeping yourself safe...

Before setting out in the tractor farmers should be checking the condition of the vehicle, and consider whether the tractor is the best vehicle for the job. If it is, it should be used within the operating guidelines.

We strongly advise drivers to wear

seatbelts while driving and operating tractors. If they're operating an older vehicle, they should seriously consider fitting seatbelts and roll over protection devices. Otherwise they are putting themselves at serious risk."

As an employer, farmers have a responsibility to keep themselves and their workers safe.

"Farmers need to ensure their staff are trained and experienced in driving and operating tractors before they are allowed to use the vehicle. Otherwise they can risk injury or death".

Agriculture safety is a focus for the Ministry. Last year it launched the Agriculture Sector Action Plan which sets out a range of actions for Government and the sector to work towards to reduce the high rate of fatalities and injuries.

The Action Plan includes the initiatives for industry-run training and licence initiatives for tractors. A copy of the

Action Plan is available from the Ministry website at <http://www.dol.govt.nz/whss/sector-plans/agriculture/>.

The Ministry also released two new documents recently relating to the horticulture industry available for free download from their website.

<http://www.osh.govt.nz/order/catalogue/158.shtml>

Best Practice Guidelines for Elevated Work Platforms in the Horticulture Industry.

<http://www.osh.govt.nz/publications/factsheets/power-lines-rural-properties-advice-landowners.html>

Power lines on rural properties – advice for land owners and managers.



Feijoa & kiwifruit lamingtons



Ingredients:

200g flour
2 large eggs
200g butter
200g white sugar
1/4 cup of milk
Whipped cream for filling
8 Feijoas & 2 kiwifruit
1/2 cup sugar

Preparation:

To make the jam for outside of the Lamington, scoop out pulp from the feijoas and skin & dice kiwifruit.

Add fruit to a pan with 1/2 cup sugar, simmer till soft.

Mash fruit to a pulp if required and simmer till the fruit thickens. Allow to cool before using.

To make the sponge, preheat the oven to 350F (180C).

Grease & flour an 8 inch square cake tin. Set aside.

In a large bowl add the butter and icing sugar until pale and fluffy.

Add the eggs one at a time and beat well after adding each egg.

Sift the flour into the mixture and fold in with a metal spoon.

Add the milk and combine to make a smooth cake mixture.

Spread the mixture into the cake tin, making sure it's evenly spread.

Bake in the oven for about 30 minutes. Test the center of the cake with a skewer and make sure it comes out clean.

Cool the cake in the tin for about 5 minutes and then invert it onto a wire rack to cool.

Once the cake has cooled cut it into squares of a desired size and place them in an airtight container. Pop the container in the fridge for at least 2 hours or even overnight. This make the sponge easier to handle.

Coat all of each square with the feijoa & kiwifruit jam.

Slice the square through the middle and fill with whipped cream.

Pour coconut into a bowl and add one square of Lamington at a time and coat each side with coconut.

Enjoy!

Cuttings

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 packed at EastPack and ultimately increase EastPack grower’s OGRs. 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.

This month’s focus is on harvest damage.

Kiwifruit are unique in that they can withstand a high level of damage during the picking process without that damage being particularly evident to the eye. Unfortunately this has led to some less than ideal practices creeping into the industry.

Harvest damage measured at packing is represented by a small number; however we see this as a leading indicator for

what may develop in coolstore. Due to the fact that the majority of harvest damage is invisible at packing, damage will only express itself as bruising and or physical rots well after packing is complete.

Over the past three years harvest damage found at packing has effectively halved (see Table 1 below). Over this same time period EastPack’s fruitloss performance has continued to trend downward. This is a credit to our harvest contractors, growers and the EastPack harvest auditing system.

How you can influence your harvest damage % and therefore increase storage performance:

- Understand how your contractor performed in

regards to harvest damage last season. Work with your contractor to ensure that harvest damage is minimised. Ask them if they have any planned improvements to their systems for this year.

- Be on orchard during harvest – work with your EastPack harvest auditor.
- Ensure harvest contractors adhere to daily bin allocations given by the packhouse, for curing time purposes.
- Monitor forklift operators and their care in handling bins.
- Maintain orchard tracks and load-out pad.

For more information on EastPack’s fruit optimisation programme system please feel free to contact Anthony Pangborn on 027-245 7295.

Treat it like Gold

Growing Practice

Maturity

Harvest Handling
Treat it Like Gold

Table 1. HW Harvest Damage % by Region

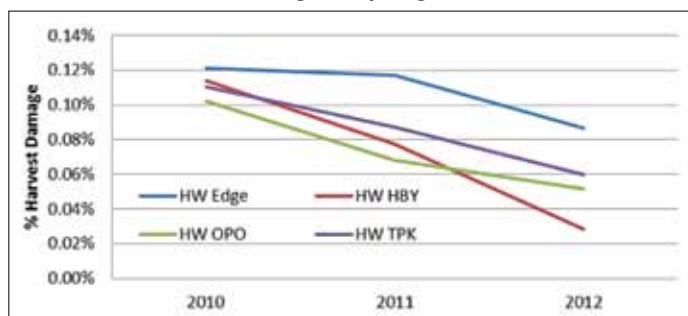
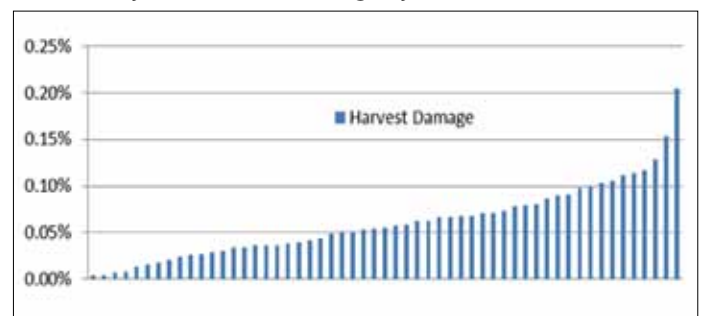


Table 2. Hayward Harvest Damage by Contractor



Upcoming Events

DATE	REGION	EVENT	LOCATION	TIME
Tues 7 May	Edgecumbe	EastPack AGM	Edgecumbe War Memorial Hall Main Street, Edgecumbe	7.30pm

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

Hort 16A or G3 licence – good price.

Phone 07-573 9309 or 027-490 3446

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

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

Gum Poles

For stringing. Use multiple times. 3m and 5.4m lengths ex Tauranga \$1.10/m + GST

Phone Andrew on 027-222 1903

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

Trade Services Wanted

Kiwifruit posts and wire to be removed

4.5 canopy hectare lot to be removed

Contact Tere 07-573 5356

Trade Services

Rydgeview Contracting Ltd

Mulching, mowing and weed spraying

Phone Bruce 027-544 7181 or 07-573 7995

Email: bkdixon@farmside.co.nz

Picking team available

Have all equipment and staff ready to go

Phone Jaswant 027-242 3978

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

Contacts

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Fax 07-304 8262

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(Edgecumbe)

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Jacki McCormack

Technical Communications Manager

027-346 8942

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Paul Manson

EKO Orchard Manager (Edgecumbe)

027-677 4502

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027-212 5608

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027-212 5739

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Grower Services (Hawkes Bay)

027-286 4797

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Fax 07-573 9310

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027-612 7450

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027-205 7520

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Ivon Pilcher

Grower Services (Te Puke)

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Bryan Leach

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027-573 8346

Andrew Stephenson

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027-289 9308

Andrew Stevenson (Herb)

Technical Team

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Geoff Signal

Orchard Operations Manager

027-212 5600

Gavin Brown

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027-212 5599

Todd Hardie

Grower Services (BOP)

027-742 8624

Katikati – Marshall Road

Phone 09-549 0008

Fax 09-549 1299

Bruce Youngman

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027-212 5619

Roger Hoebers

Grower Services (Western Bay/Waikato)

027-702 6221

Bruce Shepherd

Technical Team

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Joe Brophy

Grower Services (Katikati & Coromandel)

029-549 1422

John Bird

Grower Services (Tauranga/Katikati)

027-742 8402

Opotiki

Phone 07-315 5226

Fax 07-315 5224

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Eastern BOP Hub Manager

027-612 7453

Matt Bowker

Site Manager

027-205 7497

Ross Steele

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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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