

## KIWIFRUIT NEWSLETTER AUGUST 2010

With the Progress payments starting to roll through now it is encouraging to see Zespri marketing working well.

Europe is still sluggish, but with some of the European fruit volume being directed into the Pacific Rim area we are seeing good prices and sales on this volume.

Asia in general is going very well, and good fruit quality is being enjoyed across all countries.

With an eye on continual improvement Aongatete Coolstores have amalgamated their Horticultural, Technical and Client Services departments and are very happy to announce that Jim Smith will be the new Manager for this position.



Richard Allen

## INTRODUCING JIM SMITH GROWER SERVICES MANAGER

Jim has been involved in the Kiwifruit Industry for the last 9 years, with a wealth of experience in orchard management, client services & logistics as well as being the Young Grower of the year 2008.



Outside of work Jim enjoys spending time with his wife and two young daughters as well as playing golf. Jim is passionate about Horticulture and the Kiwifruit industry; he is also involved in a number of Kiwifruit Grower and industry groups. Jim would love to visit all Growers before Christmas, please give Jim or Growers Services a call if you wish to arrange a time to meet.

Contact Jim on (07) 552 0916 extn 715, 0275 114446 or e-mail - [jim@coolstore.co.nz](mailto:jim@coolstore.co.nz)

## SPRAY NOTIFICATION

The new spraying season is upon us, with greater emphasis on notification and good practice.

As a result there will be more monitoring with an active response to any complaint.

Aongatete Coolstores will be undertaking some further initiatives to make spray sites more visual, with plastic bags being put on the letterbox of the orchard being sprayed as well as large cones with SPRAY printed on them being located on the roadside of the property.

These will not be used when a spray is non toxic or organic, so if growers have not been notified and there are no cones the spray is safe.



This season Aongatete is adopting the Spraywatch system for over 50 Orchards that we spray.

In the past our operators have had to contact all neighbours (in one case there are 13) before they could spray the orchard.

With the "Spraywatch" system neighbours have the choice of receiving an automated call on their landline, a text or an e mail. Our spray operators just make one phone call to "Spraywatch" and the notification message is sent to all neighbours recorded on our spraying database.

Under the Regional Council air plan Growers must notify all neighbours within 50 meters of where an Agri Chemical is being applied, and this must be done at least 12 hours before spraying and not earlier than 20 days beforehand. Where spraying is taking place alongside a public road, signs must be put on the road 24 hours before the time of

spraying and then be removed when the orchard is safe  
For re entry

These signs should have the following information –

*Chemical used*

*Time of application*

*Time for safe re entry*

*Name and contact number for the applicator.*

Below is the sign that Aongatete can supply which has been very successful and provides all the information needed. This sells for only \$100 + GST so contact Client Services if you would like to order one.



If any of our growers would like to use the cones we can order some more. Remember also that our Posties want orchardists who are spraying HI Cane in blocks near the road to put Yellow Plastic bags over their letter box so there is no possibility of the Postie getting chemical on their hands.



Rod Calver

## ZESPRI ANNUAL GENERAL MEETING AUGUST 2010

I want to remind all of our growers how important it is to vote “for” Resolution 9 at the AGM, either in person or by proxy. If you do not take this opportunity to improve the Zespri payment system, you will probably not get another chance.

I have been Chairman of the Aongatete Coolstore Trust for a long time now. None of the Trustees are paid and there is no expense reimbursement for mileage to attend meetings. I do this work for a number of reasons:-

- It allows me to keep in touch with industry issues and developments.
- I gain extra information on the progress of the picking/selling season.
- I can make sure that the Trust rules we make are as transparent and fair as possible within the constraints of the Zespri payment system.

As Trustees we try to set the Trust rules to evenly distribute funds to all growers, but this means we may distribute funds differently to Zespri. We also set the rules for the distribution of non grower specific funds. Both these actions result in a loss of transparency for the grower. I believe that making these payments fairly and transparently should not be the responsibility of the Trustees but the responsibility of Zespri.

The best systems make use of internal controls, and the best internal control is when a grower can work out fairly accurately what they expect to receive from Zespri in order to compare against what they do receive. Then any discrepancies will result in a grower challenging his/her own payments.

My position is that I support Zespri as my marketer. The fruit was grown by me and provided to Zespri by me. The proceeds belong to me and I want to be able to account for what I receive and plan my own cash flows. The less my entity has to muck around with my money, the more transparent it is.

So make sure you vote. If you appoint a proxy, make sure as a minimum that you tick the “for” box for Resolution 9.

Alan Sutherland  
32 McMillan Road  
R D 1  
Katikati

## SOOTY MOULD UPDATE



Sooty mould again has dominated the reject profiles for most crops this season. With around 50% of all rejects\* attributed to sooty mould at ACL in 2010; this is one of the biggest

sources of production losses to growers at packing. In extreme cases, over 90% of our reject fruit is attributed to sooty mould with some growers losing over 20% of their entire crop. At a recent Sooty Mould Industry Forum run by Zespri, some growers reported that their crops were so severely affected by sooty mould that they were unsure whether it would be economic to harvest this season.

Our analysis of sooty mould rejects at packing has shown that around 99% of all sooty mould on GREEN can be attributed to PVH rather than the other suspected culprit; cicadas.

The industry will be more focused on research into PVH control methods this year, particularly around finding and effective ovicide to target eggs through winter where a wider range of agrichemicals are available.

In the mean time, growers in high pressure areas need to focus on preventing the influx of PVH into the orchard each summer.

- **Target the source of PVH populations** – in gullies and scrubby areas neighboring the orchard use synthetic pyrethroid products such as Ripcord just before Christmas
- **Shelters** - use Actara or Calypso as the PVH are starting to move through the shelters (around mid January). Your shelters do come under the crop protection program so be sure to request a JA for these applications. If you have a history of severe problems, an additional earlier application is a good option
- **Orchard** - if you have endemic populations within the orchard your contact scale spray (chlorpyrifos or bifenthrin) pre-flower with a 'superwetter' may have some efficacy against the eggs overwintering in 2<sup>nd</sup> year wood

As mentioned, there is increased focus on this pest this year so we will be endeavouring to keep you updated on any innovations in this area as they come to light.

\*The term reject refers to non-marketable fruit only.



Jacki McCormack

Horticultural Technical Leader

## TRUSTEE REPORT

The Zespri annual General meeting is due to take place on the 18<sup>th</sup> August. Alan Sutherland our Grower Trust Chairman has for some time now been campaigning for better transparency within the payments Growers receive from Zespri and to make them less complicated.

When he thought he was making progress the bureaucracy took over who did not think that the payment system is complicated and that Orchardists understand it perfectly.

This is not what I hear. It would be rare to find an orchardist who is not totally confused, to the extent that they have given up and just thrown their hands up in the air admitting defeat.

Alan Sutherland has a resolution on the agenda at the annual meeting. I urge Growers who are not attending the meeting to give Alan your support and sign a proxy in his favour.

Zespri report good sales of this years crop in most markets, China is going very well, Europe is sluggish, but the other markets are performing on a par or better than last year.

Neill Malcon from Zespri reported that the uptake of the new varieties appears to be on target, particularly the Gold ones, we know now that the Gold were well over subscribed and the Hybrid under subscribed. Zespri is expecting a large amount of Hayward to be cutover.

Finally if you have any queries or concerns about Alan's remit feel free to contact him or any of the Trustees.

Alex Scott  
Grower Trustee.

## GLOBALGAP AUDITS

Aongatete will be sending out a check list soon to all Growers, there have been some changes to the Grower Manual and the checklist will show these.

Zespri have finished their round of Audits and we will soon be doing our Grower audits so let us know if you need any help.

*Please call Janice if you have any questions on*

*Mobile 0275 11 4443*

## WINTER CHILL TODATE 2010



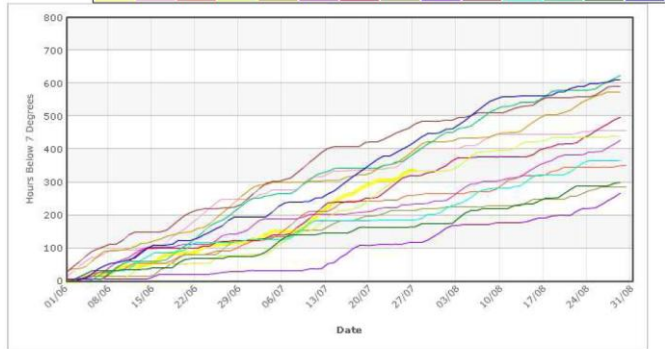
### Accumulated Winter Chill

AGF Office 137 Tetley Rd

Print Close

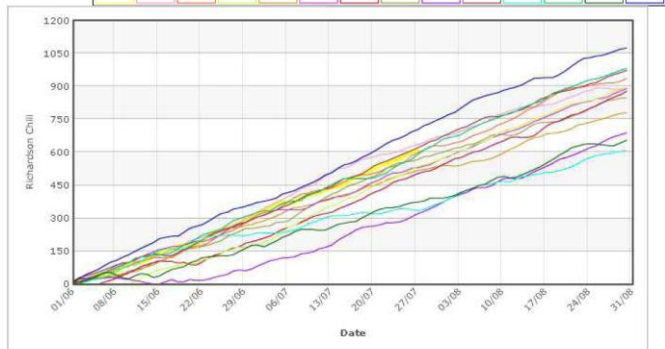
#### Hours Below 7

|              |      |      |      |      |      |      |      |      |      |      |      |      |      |      |
|--------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Last Reading | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 | 2000 | 1999 | 1998 | 1997 |
| 27 Jul       | 337  | 392  | 261  | 214  | 400  | 234  | 319  | 335  | 117  | 477  | 185  | 389  | 165  | 423  |



#### Richardson Chill

|              |      |      |      |      |      |      |      |      |      |      |      |      |      |      |
|--------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Last Reading | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 | 2000 | 1999 | 1998 | 1997 |
| 27 Jul       | 613  | 634  | 598  | 567  | 518  | 530  | 503  | 536  | 320  | 621  | 335  | 590  | 374  | 703  |



Contrary to the beginning of winter, the chill factor has accumulated well and we are now on a par with most good years.

## CA 2010 – JULY UPDATE

We have now reached the end of July, and have so far packed out three of our nine CA rooms for 2010. Overall monitoring has shown a consistent rate of change across stores, and we continue to have packing driven by the profile of our orders, rather than a need to pack lines which are not performing in storage.

Over the past two years, we have made a number of improvements to our CA programme; I am always looking for improvements that we can make from one season to the next. One improvement we are looking to implement for our CA programme next season is a greater level of monitoring prior to store closure. This season, I checked all lines for brix and pressure prior to the CA store being sealed. With the advances in CA storage we have made the more data we can collect prior to store closure the more we can improve the performance for our Growers.

Currently, all Main Pack lines have a pre-pack analysis completed, more of this data would be beneficial for CA,

some orchards have both Main Pack and CA. This is a great way to benchmark a CA crop and gives us all the pre pack information we need.

We have found the size profile and reject analysis monitoring carried out by our QCs in February extremely valuable for CA, but I feel more analysis closer to harvest could provide even better information..

One thing that has been extremely encouraging this season is the level of Grower interest in CA.

This year, I have had a higher number of Growers calling in to see how their crop is performing in CA, and it is great to be able to talk to them about their crops.

If you are interested to see how your crop is performing in CA, please do not hesitate to give your Client Services Representative a call.



Christopher Clement  
Post-Harvest Technical Support

## CLIENT SERVICES TEAM



|                           |                               |                               |                            |                                 |
|---------------------------|-------------------------------|-------------------------------|----------------------------|---------------------------------|
| Jim Smith<br>0275 114 446 | Richard Allen<br>0275 307 909 | Andrew Dawson<br>0275 940 247 | Rod Calver<br>0275 909 710 | Jacki McCormack<br>0275 114 445 |
|---------------------------|-------------------------------|-------------------------------|----------------------------|---------------------------------|

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