











This Issue:

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Holiday Dates:

Aongatete Coolstores Ltd will be closed over Christmas and New Years from:

Thursday 16th December to Monday 16th January 2012.

Your Grower Services Representative will be available on their mobiles



Season Update



Sometimes the stress of not having Psa is worse than having it! This highly virulent bacteria is taking its toll...in one way or another on everyone in the Bay of Plenty and possibly further afar as well.

In Katikati and for many of our Growers, there is the stress of deciding the correct or best ? cultural approach, whether you have Psa or not. All this anxiety under tight liquidity and uncertain conditions. Can we afford to do it? Can we afford not to? What happens after we have 'spent all this money' and don't get a crop or the crop is compromised by too much copper or too much poorly applied copper?

For my part, I am taking the healthy and strategic approach. We are applying Humates and Fulvic Acid to the soil and Agrizest to the canopy along with a reduced rate of Actigard™. Straight coppers (and nothing else) along with KeyStrepto™ are reserved for strategic use and we are trialling, on a sacrifice area, a number of new and interesting injectable products. These latter products may be useful where Psa is confirmed.

Back to liquidity: For some time we have all been concerned about the poor 'Green' returns and none more than this year! Zespri is leading strongly co-ordinated industry attacks on Psa while at the same time they must still deal with "marketing" our fruit to a world in the grips of a "financial crisis". Notwithstanding, these constraints one would be forgiven for thinking that somehow this year Zespri has "lost focus" in the marketplace. They have had the China and Korean issues to deal with and sales have been slow. As a consequence their Green return is likely to be a fairly dismal \$3.50/tray average OGR. Fortunately Aongatete's is somewhat better than this but still everyone agrees such returns are unsustainable. Zespri's reaction seems to be to exhort 'post harvest' to reduce costs and to especially reduce the cost of fruit loss off-shore and onshore. While I agree the need to do this (and this has been an industry focus for many years), on its own it won't save the Green Grower. What we need is to combine those savings with an even better return from the market! Currently Zespri sells for a premium but most of its dealings are through Wholesalers and Green fruit has in essence become a "commodity". What I am asking here is this: "Is there scope to further differentiate the product and manage this right through to the supermarket and to the consumer?" This is what all the 'marketing guru's tell us - add value, sell directly to the consumer, retain contact with the consumer and gain feedback and improvement. Some recent work we have been involved in within NZ has shown the kiwifruit price to be "inelastic", in other words, the consumer doesn't mind what they pay if its what they want!

One particular programme we have been involved with is selling high dry matter (NIR graded) Class three fruit. We achieved over 150% increase in return (\$1.50/kg versus \$0.60 cents/kg). Is there scope to further differentiate and create consistent tasting lines that when well "marketed" sell for an enhanced premium? Perhaps Zespri could entertain a commercial trial. I would be happy to participate.

Just some food for thought as we enter into the next harvest season. Wishing you and your family a Merry Christmas and a Happy New Year! We really value and appreciate your loyal support. Thank you.

Allan Dawson
Managing Director & Trustee

Orchard Overview with Matt

As this goes to print, our Gold canopies will be completely established and there should be little to no leaf growth within the fruiting canopy. A growing fruiting canopy competes with the fruit for the valuable nutrients being produced by the plant. The only growing tips and new leaf needed from now on are the canes that may be required for next winter.

Any unwanted vegetative growth should be removed and any dark or shaded areas should be removed also to allow light and spray penetration.

Please remember that any canopy work done needs to be followed with either a Copper spray and/or a sanitiser to disinfect all tools thoroughly.

All Benefit Kiwi applications have now been applied and the vines are recovering well.

The Hayward orchards were all looking very good although the high winds we have had over the last few weeks have taken its toll. Some canopies have been hit quite hard and others have gotten off rather lightly. Some of the orchards in our catchment were also damaged by the large hail-storm a few weeks ago. There have been reports that some Growers have lost their entire canopies!

With pollination well under way in the Hayward, we have had a good result with using BeeScent™. From the results I have seen so far this season I am reasonably confident that the product has worked and we have gotten some good results.

In my experience with growing kiwifruit in the last few years it is advisable to avoid over irrigating Hayward vines as this consistently leads to lower DM and lower Taste Zespri Grade (TZG) fruit. Growers should use suitable irrigation and soil moisture monitoring systems.

We must maintain an open calm canopy all season. This obviously starts by choosing the optimum Winter cane for your orchard management. Strong Winter cane some years can be too vigorous, where as weak Winter cane will not be vigorous enough. Choosing medium Winter cane provides a better vigour balance, and in more years than not, leads to improved DM, providing summer shoot growth is managed properly.

Controlling summer growth early by detailed canopy management (tip crushing and shoot ripping) enables a better balance between shoot growth, fruit size and optimising DM.

Removing excessive late canopy growth in January or later in the growing season lowers DM.



Vines must have healthy leaves to aid DM accumulation and increased fruit size. Unhealthy canopies cannot adequately support DM accumulation and fruit size development. Adoption of trunk girdling can positively influence DM fruit size, but Growers need to understand the risks of Psa and manage accordingly. With trunk girdling, maturity is advanced and therefore orchards should be harvested according to Brix rather than any other consideration. High Brix fruit at harvest does not store well.

Fruit grown on T-Bar orchards also have a negative influence on DM. Fruit growing at the ends of the canes close to the ground are often shaded with lower DM, compared to fruit growing up in the canopy exposed to full sunlight.

Matt Nelson

Field Technical Manager
(07) 552 0916 ext 738 / 0275 114 420

Personnel Update

Bernie Cookson continues his close ties with the Aongatete Horticultural team and is now operating as an independent management contractor, servicing Aongatete Growers, principally in the Waihi area.



As many of you will know, **Scott Cookson** has taken over the head role in operating the company's new 'Atom' Sprayer.

We also have **Daniel Meehan** (pictured right) our newly appointed Agri-Chemical Technician who will be co-ordinating our spray programme.



Daniel Meehan

Position Available

Aongatete Coolstores has a position available for Orchard Canopy Spraying. The successful person must have a current HT Licence and Growsafe Certificate. An experienced spray operator is preferred but full training will be provided. This is a flexi-contract position.

If you are interested in this position, or know of someone who is available and suitable, please in the first instance, contact **Matt Nelson, Field Technical Manager on 0275 114 420** for further information.

Technical Update from Margaret



Big congratulations to our Horticulture Team - over the past few months an *extra* 445 hectares have been sprayed with Psa protectant products for the KVH \$100/ha spray subsidy rounds on 58 orchards. With an already full work-load, they completed 1000 man-and-machinery hours for Psa protection. Well done guys.

KiwiGreen & Pest Monitoring:

Growers would have now received their leaf-roller and scale monitoring request form in the post. Send in your completed forms asap if you haven't already done so.

Remember that to spray for leaf-roller you need a monitor for justification to spray - with increased residue testing, don't risk this year's export with an unjustified spray.

For those of you looking at reducing costs this year, the use of Movento for scale control has worked wonders, with scale hardly registering in the packhouse; a scale monitor may not be required this year.

Please contact me if you would like to know if you had a scale issue last season.

Growers doing their own KiwiGreen & Pest Monitoring:

If you wish to monitor your own orchard you must register with Zespri as a Pest Monitoring Centre independent from Aongatete.

Aongatete will be having in-house training for KiwiGreen & Pest Monitoring Staff & Growers on **Monday, 5th December from 10am to 12noon**. Ring to book your space on (07) 552 0916.

Psa Monitoring:

It is imperative that we keep up with monitoring our orchards for Psa. Early detection is the key to fighting this bacteria and reducing the risk of spread and potential vine die-back.

To make it a manageable task, try to monitor 25% of your orchard and especially monitor a week after a significant rain event e.g. 25+ mms - look for angular leaf spotting with or without a halo.



Left: Psa Spotting, note the angular appearance.



Left: Phytotoxic response – Note the browning veins and rounded spots

If you find something suspicious or require a hand with monitoring, don't hesitate to give me a ring. Note that ACL Psa monitoring staff will be away from the 19th December until the 9th January so please contact me to arrange Psa monitoring around these dates.

Chemistry Update:

Allowed sprays on the CPP and Psa product list is changing as new research results appear. KVH has a link to all new information on their website and it is a good idea to check the website *at least once a week*.

- Champ™ and Kocide Opti™ have been added to the program with Liquicop™ moving to the “*Allowed but Unproven List*”.
- The use of superspreaders, such as Du-Wett® post fruit-set is not recommended as this will increase the risk of fruitlet phytotoxicity.
- Application of wound protectants (e.g. paints/gels or antimicrobial compounds applied to wounds with a handheld sprayer) are exempt from GROWSAFE certification requirements. Growers and managers are reminded however of the need to clearly label all products and ensure the Health & Safety requirements relating to use of the chosen product are observed.

Actigard™ Update:

Zespri have decided to allow Growers to use Actigard™ for a maximum of 4 applications from bud-burst to 70 days prior to harvest. The post-harvest interval of 70 days will be reconsidered in late January 2012 as data from NZ based trials becomes available. *Cautionary Note: High repeated rates of Actigard™ have been shown to reduce fruit size & dry matter and may adversely impact vine health.*

Residue Testing:

Due to the number of newly registered products for Psa protection and to meet the residue requirements of ZESPRI's export markets, a comprehensive residue testing program will be taking place.

Any residue findings may result in the non-export of fruit. Getting a crop off is so important in the climate we are in; make sure you are applying chemicals within the correct timeframes. Orchardists who applied KeyStrepto™ and Actigard™ will be up for 100% fruit testing. If you are unsure about the allowed timeframes for any chemical, refer to the CPP or contact me or your Grower Services Representative for advice.

Margaret Miller

Technical Leader

(07) 5520916 ext 722 / 0275 763 899

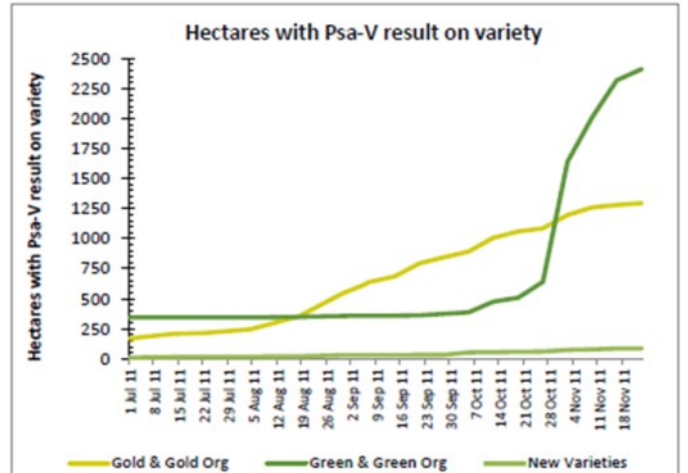
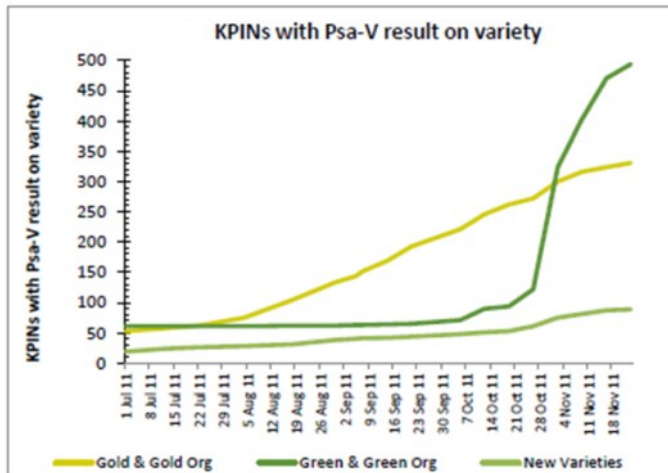
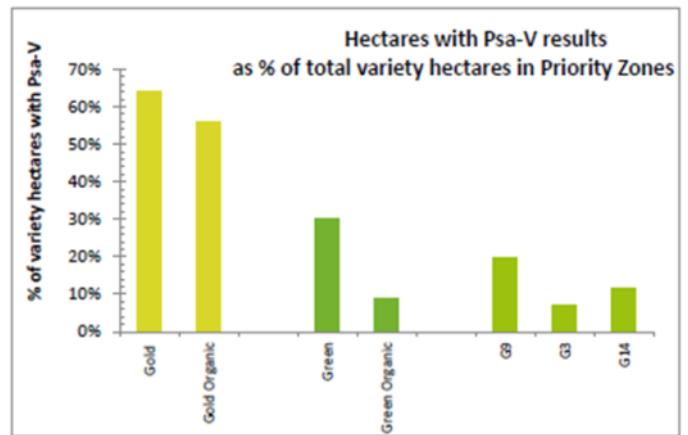
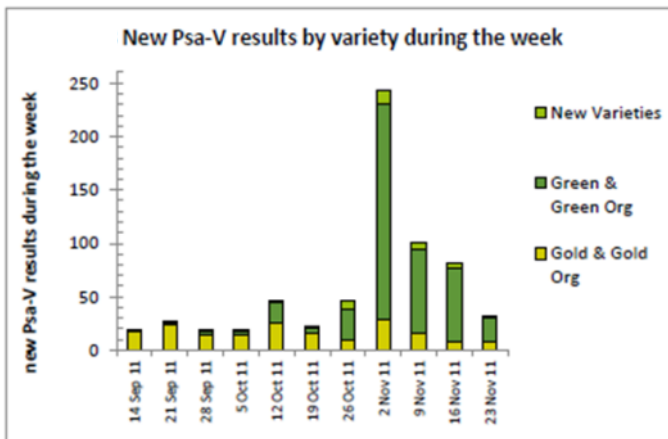
Psa Statistical Update - from KVH's website



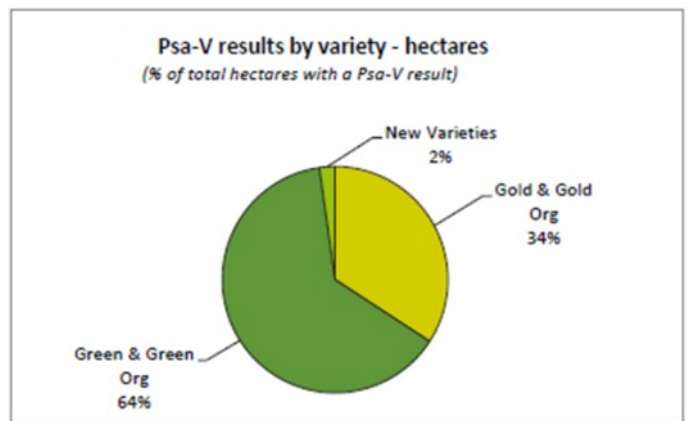
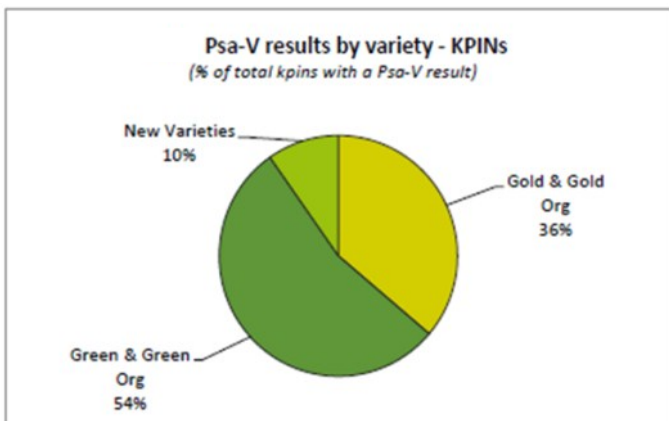
On the 8th and 10th November respectively, KVH extended the Waihi and Katikati Priority Zone (PZ) to include the entire region.

In this Psa Update, we focus on statistics showing Psa-V positive results by variety. These results are up to the 23rd November 2011. Below shows a summary of Psa-V positive results by variety.

	Gold	Gold Organic	Green	Green Organic	G9	G3	G14	Other
KPINs with Psa-V result	317	14	483	11	55	17	9	8
New Psa-V results this week	6	1	22	1	1	0	0	1
hectares with Psa-V result	1270	27	2375	38	35	13	14	23
% of total variety ha in PZs	64%	56%	30%	9%	20%	7%	12%	48%



Graphs above and below show a steep increase for Green and Green Organic Psa-V positive results from week of 28th October onwards when compared to previous weeks. Gold and Gold Organic results continue to steadily increase.



KiwiTraders - Items for Sale

NZKGI now has a Buy / Sell / Exchange page for Kiwifruit Growers to advertise any tangible items they are trying to Buy, Sell or Exchange.

This page has just been updated as a grower has some Benefit Agrichemical product for sale. Go to www.nzkgi.org.nz/KiwiTraders.html

Zespri Grower Registration 2012

All Growers will have received their 2012 Producer and KPIN Registration forms by the end of October.

Growers are encouraged to complete and return the forms to ZESPRI prior to Christmas 2011 – even if there are no changes to the Grower's details provided on the forms. If your orchard is leased with Aongatete, our team will send your details to Zespri. Remember, if you have updated your orchard map, please send a copy to us for our records.

Drop-in Discussion Groups

We have been running regular drop-in discussion sessions fortnightly on a Thursday here at ACL. These sessions are for Growers to come together with our Horticulture and Technical Leaders to share ideas & tips on managing day-to-day orchard operations as well as discussing the next seasonal programme.

One unique method of deciding when spraying is required was passed on to our Growers at one of these sessions. With acknowledgement to Tim Torr, Tim has come up with a way of deciding **when** a protectant spray should be applied.

- When a spray is applied (assuming excellent coverage), call it 100 points,
- Then for every day take off 1 point,
- And for every 1mm of rain, take off 1 point again.

When it is down to 50 points – re-spray or if a significant rainfall event is going to occur (> 50mms), then consider re-spraying at 75 points. This may help Growers who may be over spraying Coppers.

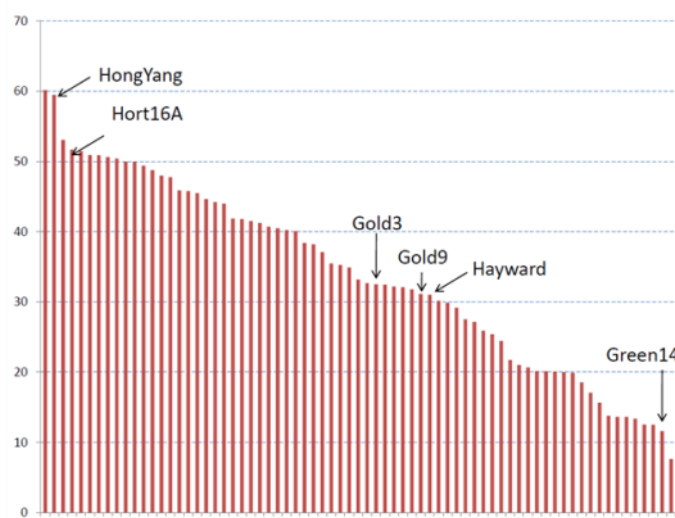
Another hot topic at our discussion group recently was a discussion on the susceptibility or level of resistance to Psa-V on the different varieties.

Noted on Plant & Food Research's website "Drs Tony Reglinski, Philip Elmer and Stephen Hoyte at Plant & Food Research's Ruakura site are leading the Biological Control team to develop of a *range of bioassays* that can be used to compare levels of resistance to Psa-V in kiwifruit plants.

The research involves inoculating different kiwifruit tissue samples including leaves, shoots, canes and whole seedlings – with Psa-V and observing symptom development over a period of time. By comparing the speed and severity of symptom development in different kiwifruit varieties, the **bioassays** offer a tool to rank relative levels of resistance to Psa-V". Graph below shows G14 to be the less susceptible variety to date (taken from KGI forum presentation, R & D Results update in November 2011).



Budwood Bioassay scores (to date)



The following question was asked in Zespri's November Kiwiflier issue:

"I have removed my Hort16A, can I re-graft to G3 or G14 now?"

"Yes, if you have G3 or G14 licence area available. No, if you have not. There have been discussions at the current grower meetings around the country about the potential transition out of Hort16A into another gold variety that has a higher tolerance against Psa-V. Trials are currently being conducted with alternative gold varieties regarding their tolerance to Psa-V. *Industry consultation will take place in March 2012 at the next round of grower meetings after which the ZESPRI Board will make a decision about whether any of these gold varieties will be a suitable replacement for Hort16A.* If a replacement is found, a licence allocation process will be undertaken and grafting will commence July/August 2012. Growers are reminded that they must adhere to the terms and conditions of ZESPRI® Kiwifruit Variety Licences and grafting of any licensed variety cannot be undertaken without the appropriate licence for the planned grafted area".

We encourage all Growers to attend, and our next session is **Thursday 8th December at 4pm to 5pm.**

These sessions will then resume in the New Year on Thursday 26th January and 9th February 2012 at the usual drop-in time of 4pm.

Male Pruning - Thoughts from Shane Max

Shane Max, KVH Orchard Productivity Manager, recently presented at one of ACL's Psa Update meeting. Here is a summary of the discussion.

Gold: With Zespri's and KVH's current thinking that this will be the last season for Gold vines in the Bay of Plenty, Growers should seriously consider taking the heads right off their Gold males. These males are the most susceptible to Psa attack and so they are better gone. Removing the males will also open up the canopy for much better spray coverage.

Green: Consider minimising the area of male vines as much as possible. Consider spreading out the male footprint as much as possible. On strip males consider taking out every second vine. Growers could consider applying Actiguard by knapsack to the males prior to pruning. The males could also be sprayed to reduce the inoculum level. Definitely only prune in dry conditions. Try and minimise the number of cuts and also minimise the number of cuts on current season's growth. Girdle males under dry conditions to reduce their vigour and improve return bloom.

Seal all cuts with a sealant containing a bactericide. Spray at the completion of pruning with a spray to keep the inoculum level down.

Rod Calver
Grower Services Rep

Up-coming Events

Monday 5th Dec, 10am to 12 noon

KiwiGreen & Pest Monitoring Training: A morning training session will be held at ACL for Growers wishing to monitor their own orchards. Call (07) 552 0916 to register your place.

Tuesday 6th Dec, 5pm onwards

ACL's 2011 Grower Christmas Function: You will have now received your invites in the post. Remember to RSVP for catering purposes.

Thursday 8th Dec, 4pm - 5pm

Drop-in Discussion Group Session on orchard operations: ACL, 2380 SH2, RD2, Katikati, 3178. This our last drop-in session for the year. All Growers welcome.

Thursday 26th January 2012, 4pm - 5pm

Drop-in Discussion Group Session on orchard operations: ACL, 2380 SH2, RD2, Katikati, 3178. All Growers welcome.

Thursday 9th February 2012, 4pm - 5pm

Drop-in Discussion Group Session on orchard operations: ACL, 2380 SH2, RD2, Katikati, 3178. All Growers welcome.



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