

**KIWIFRUIT NEWSLETTER  
JUNE 2010**

**FROM THE EDITOR**

Well, it is not only the beginning of another Kiwifruit season but also the beginning of another road on the Kiwifruit map - a road named "New Varieties."

New Varieties, at the moment this is not one of those long winding road scenarios - it is a highway one hundred metres long and about 24 lanes wide! Due to the very short time frame from now until the end of the month, it is going to be a sprint, and it will be interesting to see if we run out of oxygen in the form of not enough contractors to physically get the work done.

We know there is going to be a bottleneck in the availability of specialised contractors, and it is an interesting situation to have the "use it or lose it" rule add to the business risk of entering into New Varieties.

I believe it is having the opposite effect to its intention, in that it has raised the risk profile too much for some orchardists. We have good people pulling out of new varieties as there is now too much risk for them, especially if they need bank finance.

Nevertheless it is an exciting time. We are going in the right direction and innovation comes to the fore in these situations, we have seen large productivity gains in the last five years and I am looking forward to New Varieties driving more production as well as innovation.

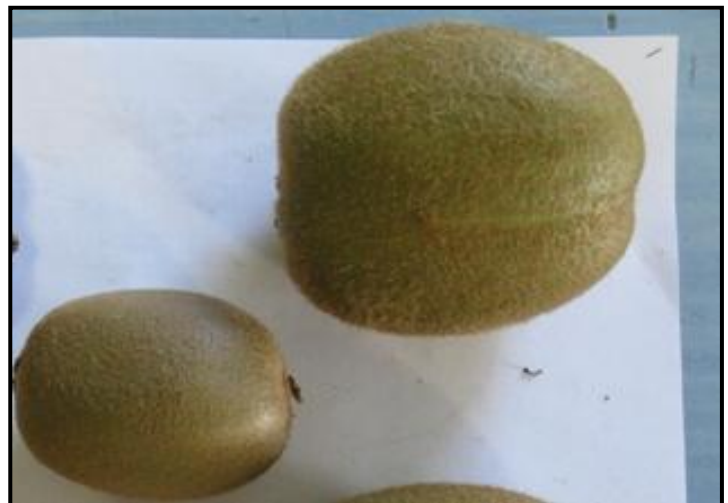
Aongatete has a great new Variety budgeting tool, there is more on this further into the newsletter, we are available for any questions or advice so please call us if need any information as we work our way through the Tender process.



Richard Allen  
Client Services

**WINNERS  
ACL LARGEST FRUIT  
COMPETITION 2010**

Grown by Carlos and Andrew Verissimo is the winning Gold fruit for 2010 beside a 36 count .



Grown by Faye and Steven McCausland is the winning Green Kiwifruit for 2010 sitting beside a size 36.

Well done and congratulations from Aongatete.

## ZESPRI PROGRESS PAYMENT

The Zespri board has approved the progress payment for July; the payments weighted to size are as follows.

<b>Class 1</b>	<b>Av paid</b>	<b>16/22</b>	<b>25/27</b>	<b>30/33</b>	<b>36/39</b>
		<b>on Trays</b>			
Green	\$0.53	\$0.30	\$0.65	\$0.80	\$0.25
Gold	\$0.52	\$0.05	\$0.45	\$0.85	\$0.30

### Note re size 42 –

For Green there is no payment on size 42.

For Gold the size 42 is Non Standard Supply.

Aongatete has in place a guaranteed cash flow for the June – August period. With the July guaranteed amount being \$0.10c per T/e.

In looking at the Progress payment for July which is a good payment for that month, we will be guaranteeing a minimum of \$0.20c per T/e as well as deducting the remaining balance of the deferred packing charges.

No Coolstore charges will be deducted in July.

There is also an indicative progress payment for August as follows –

<b>Class 1</b>	<b>Av paid</b>	<b>16/22</b>	<b>25/27</b>	<b>30/33</b>	<b>36/39</b>
		<b>On Trays</b>			
Green	\$0.30	\$0.25	\$0.35	\$0.35	\$0.25
Gold	\$0.38	\$0.05	\$0.60	\$0.40	\$0.35

Growers can call Client Services at Aongatete or the Zespri Grower Centre on 0800 155 355 If you have any questions regarding this information.

## EVENTS AND TECHNICAL REMINDERS

### UPCOMING EVENTS

30<sup>th</sup> June

New Variety tenders close

3 August – 5 August

Horticulture NZ Conference

18<sup>th</sup> August

Zespri Annual General meeting, Tauranga

19 August – 20 August

Momentum Kiwifruit Industry Conference  
Rotorua

23 August – 3 September

Grower Meetings

### TECHNICAL REMINDERS

Analyse your pack out report rejects and use this to drive forward next years management.

Also check the pack out report for pest issues that could affect you next year as well.

Critical to next year is planning your crop loading by setting winter bud targets and monitoring this during pruning.

Soil testing and fertiliser orders should be under way now.

Soil drainage problems should be addressed now (yes even after a drought)

Start thinking about Bees, form a contract that includes the ability to audit hives and actions if the hives are under specifications.

Remember that your Aongatete Client Services Representative is here to help if needed

## NEW VARIETY BUDGETING

Aongatete Growers have available and have been using the Aongatete New Variety budgeting conversion tool. As all orchards are different in their requirements this tool allows you to input your standard set up data as well as the many possible variables that may be needed. It gives a very good idea of when you will become cash flow positive again which strangely enough is quite a focus in the discussions we have had with Growers. Growers can come into the packhouse or we can load it onto a flash drive and visit on site. The announcement that all three varieties have just been released has come through as this is being written, with the short time frame on the tender process make sure you call the Client Services team if you need any advice or budgeting conversion information.

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## AONGATETE PACKOUT DATA 2010

The harvest at Aongatete went exceptionally well, below is the data for the 2010 season.

*Note that Aongatete's rejects are non saleable fruit only - We do not include class 2 fruit.*

Having spoken to Growers with high reject rates that include their Class 2, many are left wondering why they should pay reject penalties on saleable fruit. The few cents they get as a return does not come near the amount they pay as a penalty.

### Aongatete Green average's 2010

Average reject rate	6.0 %
<i>(Includes 1.36%undersize)</i>	
Average Class 1 pack out	85.23%
% of Mat areas receiving rebate	83.0 %

### Aongatete Gold average 2010

Average reject rate	12.83%
<i>(Includes 5.80% undersize)</i>	
Average Class 1 pack out	81.17%
% of Mat areas receiving rebate	35.0 %

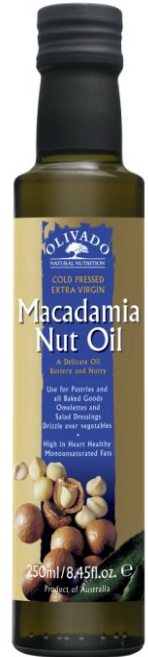
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## OLIVADO OIL



Presenting an addition to our OLIVADO OIL range

A secret ingredient used by thousands of home bakers around the world, is Olivado Extra Virgin Macadamia Nut Oil (with a smoke point of 210°C), made from 100% macadamia nut oil, which is cold pressed to produce a delicate, buttery and nutty flavoured oil, perfect for pastries and other baking, Sunday morning French toast, as well as omelettes and salad dressings.



Presented in a 250ml bottle, this product is now available at our Reception, along with the fabulous products you already enjoy so much – ask about the new addition when you next visit, or give Julie a call on 07 552 0916, extension 725.

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## HI CANE NEIGHBOUR NOTIFICATION

### ACL HC50 APPLICATION

If the Aongatete Horticulture department is applying your HC 50 this year: **please update your neighbours contact details.**

Contact your Client Services Representative with these details over the next week so Aongatete can call them at the appropriate time.

**Even if there are no changes please confirm all details –**

Contact person and address.  
Phone, Fax and Mobile numbers.  
Also e mail address

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## AONGATETE NEW VARIETY CONVERSION SURVEY

Thank you to all the Growers who have sent back the New Variety conversion survey.

Below are the results to date from the survey.

Variety	2010	2011	2012
Early Gold	0%	0%	0%
Long store	27%	54%	18%
Hybrid	0%	0%	0%
Hort 16	1%	0%	0%

The surveys were sent out weeks ahead of the Zespri Board decisions so there may well be some fence sitters, but this does make interesting reading.

As a region the Katikati area is probably more suited to the Long Storing Gold and with a small amount of doubt over exactly how early the Early Gold is this may be left for another year.

However the results show a very strong interest in the Late Storing Gold, it will be interesting to see how closely this matches the final industry data after Licence allocation.

Also of interest is the additional word I now see in the release data – Long Storing Gold is now termed - Potentially Long Storing Gold?

I believe there may be some orchardists thinking about Early Gold but we have not received a survey indicating that so far.

By the time this newsletter reaches everyone the tenders will be closed so all the best for the Growers who will tender and receive some area.

## CA 2010 – JUNE UPDATE

The end of June is here and all of our CA rooms are looking very stable. To date we have had one order that suits a CA room's profile and this was packed in the second week of July.

Aongatete has been very proactive in discussions with Zespri where we have requested that when a CA room is packed, all product is ordered. This ensures we do not have CA fruit sitting in main stores awaiting loadout - the most efficient way for a supply entity to manage CA crops.

Monitoring has been on going over the last few weeks since I last wrote, and we are starting to get a good handle on the storage potential of each room. Currently average pressures are looking quite good, and I have not seen any incidence of Botrytis.

If you have any questions about CA, or how your crop is holding up, please do not hesitate to contact your Client Services Representative for more information.



Christopher Clement  
Postharvest Technical Support

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