



apata • KIWIlink

OCTOBER 2009

2009 Fruit Loss Results Healthy: Gerry Schumacher

With the end of our bin store and CA packing, it is timely to review Apata's fruit loss data. This data is to week 40.

Apata has again performed very well in Gold, shipping late while maintaining low fruit loss. Final results has Apata at 2.48% fruit loss vs. the Industry at 3.69%. The Southern pool was even better with only 2.22% fruit loss over cooled.

For Green and Organic pools we have performed excellently YTD. Green fruit loss is sitting at 1.38% vs. the industry at 3.14%. Organic fruit loss is at 0.36% vs. the industry at 1.38%.

From week 40 onwards fruit loss climbs rapidly however Apata is continuing to perform well compared to the compensation model for storage losses. Week 40 loadouts saw a 5.8% fruit loss on Green conventional vs. 9.26% for the industry and the compensation model at 15.21%.

That means for every tray of fruit we shipped in week 40 (161,556 trays) we were paid by ZESPRI for losses of 15.21% (26,086 trays). We only lost 9,952 trays in week 40 so the value of the difference (26,086 – 9,952 = 16,134 trays) goes into the Apata storage incentive pool.

Needless to say that the storage incentive pool is looking healthy.

Week 40 YTD Fruit Loss %

	APATA YTD	INDUSTRY YTD	APATA 2008
GREEN	1.38%	3.14%	3.06%
ORGANIC	0.36%	1.38%	1.61%
GOLD	2.48%	3.69%	2.75%

Apata's RSE Team Heads Home to Malaysia

On Tuesday 13 October we farewelled our RSE team as they headed home to Malaysia. Our RSE team have been an integral part of Apata for the last three years - indeed our business couldn't cope without their support. They have left families, friends, jobs and businesses behind to come and work for us.

As we know operationally it hasn't always been easy with a very wet and cold winter and long hours. But through it all their 'one team' attitude has supported them and us. Their work attitude is fantastic – they have really made the culture of packhouses something to celebrate and our visitors and growers often comment on it. Thanks too to our HR team Kate Krom and Lenora Nottage, and their pastoral leaders and all the people who have opened their homes to our employees. This has ensured that Apata is seen as running one of the best RSE schemes in the country. We are lucky we can have the opportunity to see them back next year, so I know you join us in wishing them safe travels, and enjoyable few months back home – as we all know, it won't be long to kiwifruit rolls round again and their smiling faces will be returning!



partners for growth



GLOBALGAP UPDATE: Val Pope

Thank you to the growers who have been contacted and made themselves available for the October Audits.

We have been given a short time frame to get audits completed this season. The European GlobalGAP Organisation has set the cut off date of 31 January 2010.

This month ZESPRI presented an update for GlobalGAP Inspectors. There were three important notes.

1. Spray signage

- Growers must show evidence of signage (including organic growers).
- Signage must be at entry points to the orchard. Signage must stay up until re-entry period has expired.
- Signage must contain all the information required: *Spray date, Re-entry date, Product used, Applicator, Contact phone number.*

2. Water use

All growers must have a water risk assessment regardless of whether they use irrigation or not.

A water risk assessment covers risk of water pollution from other on orchard activities.

Guidelines are included in this year's grower manual, but you need to ensure that all individual circumstances are assessed.

3. First Aid

If work is being carried out on an orchard then there must be someone on the orchard who has a First Aid Certificate. This means that if a contractor uses more than one operator, each operator needs to have a First Aid Certificate.

The good news is that the First Aid Certificates only need to be updated every five years.

Rachel, Katrina, Daryl and Val look forward to meeting with growers this season.

Pollination – The Critical Start: Apata's Pollination Expert Neale Cameron



Contracts - *aligning expectations with responsibility.* Over the years the majority of disputes between beekeepers and orchardists can be classified as being un-matched expectations. The “contract” is how we outline responsibilities.

Quality - *getting what you're paying for.* The amount of boxes within an orchard is not an indication of the pollination units are there. The KPA standard is a base point in negotiating the monetary value of the beehives, then having them audited to that standard.

Bee Densities - *what makes pollination happen.* In trial work it has been demonstrated that bees treat male and female kiwifruit flowers as different species. It is the density (bee numbers) in the area that enables cross

pollination to happen.

Sugar feeding - *maximising your beehive resource.* Feeding sugar can increase the demand by the bees for pollen by up to 4 x.

Bee orientation - *keeping your bees within your orchard.* The orientation of the bees onto the kiwifruit and not other pollen or nectar sources is critical. When this happens the bees will continue working that source until the instinct is disrupted.

Bee poisonings - *others actions are affecting you.* In the event the bees within your orchard are damaged by the misuse of a chemical, then the impact to your crop can be significant.

Pollination is one of the most significant drivers to produce a quality crop.

We have copies of contracts available for your use, and if you have any issues or questions about your bee pollination please don't hesitate to contact me on 07 552 0515 or 0275 826 364.



On-Orchard Advice: **Wade Hunkin**

Hayward

On-orchard observations show a good early bud break and 4-8 flowers per shoot translating into very high overall flower numbers of 80-90 flowers per m², and in many cases accompanied by a decrease in flower quality. Canopies are quite variable, ranging from very good to quite poor development.

Overall the situation appears similar to last year where the clear lesson was the need to address overall flower numbers was.

What do you need to be doing?

- Count a typical bay or two. If you are observing 60+ flowers per m², then thinning is required. A simpler, but less thorough way is to count the shoots in a square metre then multiply by the typical number of flowers you observe on those shoots.
- Develop a strategy to reduce flower numbers. It may be as simple as removing two flowers from every shoot, it may be to remove the obvious poor quality flowers, it may be to remove half the flowers on all the short terminated spurs and the top and bottom flowers on the non-terminated shoots. Try to not get too detailed.
- Get the job done prior to flowering – other work can wait.
- Keep a close eye on the job being done.

Historically in a small fruit year the reward for large fruit is even greater than usual, so the risk is in too many flowers rather than too few.

Crop protection - don't be caught out by a potentially early season. A pre-blossom scale control spray should go on 8-10 days before flowering. Our recommendation this time around is for **Movento**.

Our Green Field Days late in the month will focus on these aspects as well as looking at the opportunities and risks around trunk girdling.

Gold

So far the weather has not been that kind for Gold pollination, with a succession of cool grey days.

On completion of pollination, canopies fill rapidly and will soon need managing if they don't already.

The best strategy is one of little and often (7-10 day intervals). Just deal with the shoots that are causing problems by zero leafing or squeeze tipping. The beauty of zero leafing is that the problem is fixed permanently but the downside is that leaf area is being sacrificed so limit to a maximum of two cuts per cane to start with and focus on the shoots that have dropped or are beginning to tangle.

Areas of low vigour should be left but be prepared to lighten crop load early.



ZESPRI Spray Diaries

Growers should be aware that ZESPRI will no longer be distributing paper spray diaries. However a version is available for downloading and printing from The Canopy.

Visit www.zespricanopy.com, click on the 'Growers' tab then 'ZESPRI Grower Manuals'. The paper spray diary is about half way down the page. Alternatively type in http://www.zespricanopy.com/f1176,39819/39819_Paper_Diary_2009-2010.pdf



What's Coming up at Apata

There are lots of exciting events happening in October and November, so make sure you mark these Apata events in your diaries!

October

Northland Post-Harvest Report Meeting

Thursday 22 October, 2pm start, Whangarei Barge Showgrounds, State Highway 14, Maunu, Whangarei.

Growsafe Course

The next Growsafe course for Apata growers will be held on Thursday 29 October starting at 8.15am. Please register with Gaye Sycamore on 07 552 0512 by 22 October.

Apata Green Field Days

The theme of the day is "having a good pollination".

Our Grower Services team will cover:

- Managing flower numbers
- Looking after your bees and what to expect from them
- Early summer canopy management
- Crop protection

Wanganui

2.00pm Monday 19 October
Bruce and Di Rhodes Orchard, Blueskin Road, Wanganui

Katikati

9.00am Wednesday 28 October
Goldwood Orchard, Capamagian Drive, Athenree

Tauranga/Te Puke

1.30pm Wednesday 28 October
Shalom Orchard, 4 Bell Road, Papamoa

Whangarei

9:30am Friday 30 October
Russell Broughton's Orchard
Simons Road, Maungatapere

Apata Annual Reports

We have a limited number of Apata's 25th Anniversary Annual Report available to send to growers.

If you would like a copy of the 2008/09 Special Anniversary Edition, please contact Cassandra Thurston on 07 552 0535 or email cassandra@apata.co.nz

November

Apata Growers - New Variety Field Day

ZESPRI have organised a New Variety Field Day for Apata Growers. The Field Day will be held on Monday 9 November, 9.30am – 11.00am in the Te Puke area.

We are unable to publish the address of the Field Day due to confidentiality reasons. Growers can meet at Apata's Turntable Hill Road Site, and at a location near Te Puke (details to be confirmed) to catch a ride to the Field Day with the Apata Grower Services Team.

Spaces are limited so if you would like to book a spot, please contact Gaye Sycamore on 07 552 0512 by **19 October**.



Paul O'Brien holds a captivated audience at Apata's recent Gold Field Day

KiwiLink on Email!

Apata's KiwiLink email bulletin is a convenient and fast way to stay up-to-date with the latest information.

The bulletin is emailed to growers fortnightly, and contains Apata and Industry event details, technical advice and up-to-date packing and industry data.

If you are not receiving the KiwiLink bulletin and would like to, contact Apata's Communication Manager Cassandra Thurston on 07 552 0535 or email your details to cassandra@apata.co.nz.

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