



# apata kiwifruit link

AUGUST 2010

**NEW VARIETIES:** DAMIAN YOUNG, Kiwifruit Grower Services Manager



Congratulations to the Apata growers that have received new varieties licences for 2010. It is great to see that Apata growers are at the forefront of innovation and have embraced the challenge of growing a new cultivar.

Apata has growers planting new varieties in all our growing regions including Whanganui, Waikato, Hawkes Bay, Bay of Plenty and a great response by the Northland growers. This will give Apata the benefit of knowing how these varieties grow in different conditions right across New Zealand.

We are running a new varieties programme for growers that includes separate New Varieties Kiwifruit and Field Days. If you are not growing new varieties but would like to be part of the mail list, please register by emailing [cassandra@apata.co.nz](mailto:cassandra@apata.co.nz) with your details.

Grafting is well under way with most growers cutting out the existing canopy and stump grafting the new varieties. It is critical that this graft is protected and after graft care is followed.

I have heard reports of some early sap flow in the BOP which can affect the graft union and therefore the success of the graft, so be sure to monitor the sap flow and use preventive action. Here is an excerpt from KiwiTech Bulletin N54 - Post-grafting management.

A build up of sap pressure in Spring can be detrimental to the rate of callusing of the graft scion and subsequent growth.

Excessive sap flow is easily identifiable by sap bubbling under the grafting wax used to seal the graft union at the time of grafting. Excessive sap pressure can be alleviated by drilling 'drainage' holes into the trunk below the graft union. If strong sap flow continues from the first drainage hole then additional holes may be drilled further down the trunk. Secondary drainage holes should be drilled at right angles to the first drainage hole.

The size of the hole drilled into the trunk to release sap pressure is determined by the size of the trunk:

- grafted seedlings (trunk diameter < 50mm): use a 4mm drill bit
- mature rootstock (trunk diameter > 50 mm): use a 7mm drill bit

Best practice orchard hygiene recommends that the drill bits used are sterilised between each vine to prevent the spread of infections between vines.

Once the sap flow stops, pain the drainage holes with Backseal® to prevent infections.

For further advice on sap flow or if you have any questions regarding grafting, please contact your Apata Grower Services Representative.

## WHAT'S INSIDE

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## COLLECTION OF BUDWOOD

There is still a large number of growers who have not yet collected their graftwood – with the grafting window closing fast we encourage growers to keep this in mind! Growers who have been successful in obtaining a New Varieties Grower licence are able to collect their budwood one day after ZESPRI has received their original signed licences and settlement money from the budwood collection coolstore at 78 Dudley Vercoe Drive, Te Puke.

ZESPRI is not individually contacting growers to advise that they are eligible to collect their budwood. However, growers who posted their licences can call the ZESPRI Grower Contact Centre on 0800 155 355 to confirm that their payment and signed licences have been received. Growers do not need to make an appointment to collect their budwood, they just need to take their KPIN and/or bid number to the budwood collection coolstore which is open weekdays between the hours of 10:00am and 4.30pm.

If growers are organising collection of budwood on behalf of other growers they will need to provide the following at the time of collecting the budwood:

- Completed budwood authorisation form signed by the Grower / Licence owner
- KPIN and Variety to be collected must be noted on the form

For a group collection of more than five KPIN's budwood at the one time please give 24 hours notice through the Grower Contact Centre on 0800 155 355. This allows time for the group collection to be collated together. If budwood collectors arrive at the collection coolstore with more than five KPINs to collect, without giving prior notice, they may be asked to return later once the order has been collated.

Budwood authorisation forms were included in each growers contract pack or are available on [www.zespricanopy.com](http://www.zespricanopy.com)

## APATA FULL YEAR RESULTS: EUGENE CROSBY, Chief Financial Officer



The annual audit process for Apata Limited and subsidiaries for the financial year ended 31 March 2010 was completed on 21 July 2010 and we have now finalised our annual accounts.

The Directors have provided Apata shareholders with a summary of the company's financial performance, which was another year of consistent profitability.

### Statement of Financial Performance

Year ended 31 March 2010	2010 Group	2009 Group
Gross Operating Revenue	43,518,682	43,426,691
Net Surplus before Taxation	1,788,452	1,782,491
Taxation Expense	578,875	528,885
Net Surplus after Taxation	1,209,577	1,253,606

Full details of the financial performance of Apata Limited for the 2009/10 financial year are contained in the company's Annual Report, which was posted to Apata shareholders on 2 August 2010 along with the AGM Notice of Meeting.

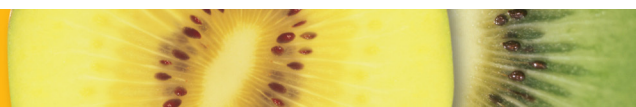
### Excellent Return on Investment for Shareholders

In the year to 31 March 2010 the Company continued to pay positive returns to our shareholders. During the year we paid gross dividends of 25.37 cents per share (2009 final and 2010 interim) which are in line with prior years. The Company also paid rebates of 5 cents per qualifying tray during the year.

The financial performance will allow the Board to recommend a final dividend with respect to the 31 March 2010 year, which will be confirmed at the August Board meeting and paid in September.

### 2010 Annual General Meeting

The 26th Annual General Meeting of Apata Limited will take place on Wednesday 8 September 2010 at the Tauranga Yacht Club, Sulphur Point Tauranga, starting at 1.00pm.





The amount of winter chill experienced by the vine is, as we are all aware, a key driver in determining the timing of natural budbreak and consequently in the optimum timing of HiCane application. In 2009 we had a extremely cool start to winter and a warm August that had a combined effect of advancing budbreak considerably to the point where many HiCane applications were made too late and we saw burn as a result.

The winter of 2010 has been rather different, with a warm wet start, temperatures being similar to 2007. There are a number of different measures of winter chill, accumulated hours under 7, Richardson chill units and average temperatures. All the measures are pointing to the winter of 2010 being average or a little warmer than average.

**Average monthly temperatures (°C)**

Year	May	June
2010	11.5	9.8
2009	9.1	7.9
2008	9.6	9.7
2007	12.1	9.5
2006	11.4	7.3

We know that it is the early winter and early spring conditions that have the greatest impact on budbreak timing so we expect natural budbreak will be delayed relative to 2010 by a week bringing the timing back to more average, assuming a reasonably typical August.

What does this mean for HiCane timing. Typically the 15th of August is considered the optimum day for an average site, so we can expect that this will be the case this year too.

The risk this year is that the date you choose will prove to be too early and your HiCane will be less effective at removing the doubles and trebles and of condensing the flowering period later. A far less drastic situation than that experienced last year. If you do not have your own data the Hortnet website ([www.hortnet.co.nz/news/2010/chilling.htm](http://www.hortnet.co.nz/news/2010/chilling.htm)) has some graphs of chill accumulation at the Crop and Food Research Stations in Te Puke and Kerikeri that provide an historical comparison.

**HiCane applications**

As the time for the peak time for application of Hicane approaches we need to remind ourselves of the challenge we have in keeping Hicane available to use. The industry has put considerable effort into reducing spray drift, through the development of air inclusion nozzles and improved chemistry, but in past years the greatest proportion of issues that arise are with neighbours not being kept informed about intentions to spray.

Keeping neighbours informed is a grower responsibility so don't rely on your contractor to make the call. Know who your neighbours are and ensure they are aware of your intention to spray Hicane, the period spraying is likely to occur and appropriate precautions to take well in advance. Followup with a call shortly prior.

**On Orchard**

If your winter pruning is complete now is the time to review the job. On Hayward vines reassess the cane spacing.

A 30-40 cm gap around each cane or spur is the target. Crowded areas tend to become more vegetative and ultimately produce less fruit and lower dry matter as the vegetation competes for resources. Clean up the leaders, perhaps make some saw cuts the pruners should have and paint with a wound dressing such as Bacseal. Remove any weak spurs and canes.

The ideal Gold canopy is one that is flat and even. Check cane spacing and remove canes from crowded areas. Fruiting spurs and those close to the leader should be reduced to a single bud to encourage extension for next year. Weak spurs should be removed. Following bud break identify any vigorous canes growing from high points in the canopy and cut or break them out.

Get any structural repairs completed and wires tightened if needed. Its easy to forget how low the canopy can get at harvest time and damage to fruit on vine from machinery can be a significant cause of packing rejects.



**BAY OF PLENTY STRINGING FIELD DAY - 17 AUGUST**

Join the Apata team to learn the ropes when it comes to stringing new varieties and post-graft care.

Tuesday 17 August 9:00 am  
18 Winroy Grove  
Katikati

Tuesday 17 August 1:30 pm  
Farside Orchard  
238 Wilson Road North  
Te Puke



## GROWSAFE COURSE - NORTHLAND GROWERS

Northtec is looking to run a government subsidised (\$60.00 +GST) Growsafe course in the next month or so.

In order to make this possible, we need around 12 people registered.

If your Growsafe certificate is due to expire at any stage this year, we recommend attending this course as the next round of subsidies are not scheduled to kick in until next year.

Expressions of interest to Caroline Carter on 09 430 8003 or email [carolinec@apata.co.nz](mailto:carolinec@apata.co.nz)

## MAINPACK REVIEW: GERRY SCHUMACHER, Apata Operations Manager



### Green

Binstore packing began in July and we have completed four stores. Fruit pressures have been good however as these stores were closed up after the rain event in May there has been small amounts of botrytis rots which have been frustrating to grade. This has caused some Coolstore losses. We are hopeful that the last six stores will be better as these were closed up before the May rain. Our fruit loss and repacking rates are at about half the industry average, which is pleasing, however we are not confident that this season will be a great year for storage. We will be looking to ship fruit early where possible, and we are currently 60% loaded out vs 61% for the industry.

### Gold

The Gold season has finished with the last of Apata's Gold shipped last week. Apata supplied 20,000 trays late into Japan on a special SLA and the only Gold organic fruit into Korea. Both will generate additional market delivery premiums (MDP) for growers. Unfortunately fruit quality has dropped considerably during July, with large amounts of soft fruit and beak end rots meaning that we had to repack a higher percentage of this latter fruit. This has meant that our fruit loss has risen to 2.6% which is above the industry average of 2.4%. Although the losses are small, and the latter fruit generates more income, the fruit loss is a result that we will need to improve on next season.

### Organics

Organic Fruit loss and repack has been running at half the industry average. We are currently 65% loaded out which is exactly the same as the industry %. Markets are running very well with a shortage of Japan packed product and ZESPRI are working with us to get more fruit into Japan. The China special programmes with ZESPRI have not been as successful with load outs very slow, so to remedy this ZESPRI are working on alternative markets for this fruit.

HAYWARD	Packed & UFI	Shipped	Fruitloss	In Store	In Store %	Fruit loss %	Repack %
Apata 2010	4,080,892	2,335,592	7,108	1,738,192	43%	0.17%	2.48%
Apata 2009	4,773,674	2,866,447	1,581	1,905,646	40%	0.03%	0.42%
Industry 2010	76,107,267	46,316,092	330,151	29,461,024	39%	0.43%	5.99%

GOLD	Packed	Shipped	Fruitloss	In Store	In Store %	Fruit loss %	Repack %
Apata 2010	1,785,708	1,715,508	46,396	23,804	1%	2.60%	19.96%
Apata 2009	1,945,409	1,765,638	33,425	146,346	8%	1.72%	19.75%
Industry 2010	21,929,747	21,184,865	520,664	224,218	1%	2.37%	23.72%

GREEN OB	Packed	Shipped	Fruitloss	In Store	In Store %	Fruit loss %	Repack %
Apata 2010	1,479,348	961,727	4,815	512,806	5%	0.33%	0.33%
Apata 2009	1,515,011	822,210	264	692,537	46%	0.02%	0.62%
Industry 2010	3,446,031	2,240,577	19,791	1,185,663	34%	0.57%	6.36%



## AUGUST POOL PAYMENTS: Dinah Rutherford, Grower Payments Manager



### Approved Class 1 Progress Payment Friday 13 August 2010

Variety	Ave on net submit	Ave on trays paid	16/22	25/27	30/33	36/39	42
ZESPRI Green	\$0.30	\$0.32	\$0.27	\$0.37	\$0.37	\$0.27	Nil
ZESPRI Green Organic	\$0.46	\$0.52	\$0.45	\$0.55	\$0.65	\$0.45	Nil
ZESPRI Gold	\$0.45	\$0.45	\$0.12	\$0.67	\$0.47	\$0.42	NSS

### Class 1 Indicative Payment Wednesday 15 September 2010

Variety	Ave on net submit	Ave on trays paid	16/22	25/27	30/33	36/39	42
ZESPRI Green	\$0.20	\$0.22	\$0.20	\$0.45	\$0.25	\$0.10	Nil
ZESPRI Green Organic	\$0.50	\$0.50	\$0.85	\$0.80	\$0.60	\$0.50	\$0.05
ZESPRI Gold	\$0.90	\$0.90	\$0.90	\$1.250	\$0.15	\$0.60	NSS

### 2010 Taste ZESPRI®

ZESPRI has announced that due to exceptional cashflow circumstances over the 2010/2011 Season to date, the ZESPRI Board has approved that half of the planned 15 November 2010 Taste ZESPRI® payment (20%) will be brought forward to 15 September 2010.

	ZESPRI Green	ZESPRI Green Organic	ZESPRI Gold
15 July 2010 (based on Dec 09 forecast)	30%	30%	30%
13 August 2010 (based on Dec 08 forecast)	30%	30%	30%
15 September 2010 (based on Aug 10 forecast)	20%	20%	20%
15 November 2010 (based on Aug 10 forecast)	20%	20%	20%
Percentage payment as Taste ZESPRI®	40%	50%	60%
Maximum Taste Payment (MTP) 2010	\$2.11	\$3.64	\$5.37
Average TZG (June YTD) 2010	.6261	.6365	.6349
Average Taste ZESPRI® payment 2010 season	\$1.32	\$2.32	\$3.41

### Assignment for Packing and Harvest 2010 season schedule – indicative deduction for August 2010

	Green Pool	Organic Pool	Gold South	Gold North
Packing Assignment	\$1.85	\$1.85	\$2.55	\$2.55
Less: Paid from Advance	\$(1.30)	\$(1.30)	\$(1.55)	\$(1.55)
Balance after packing	\$0.55	\$0.55	\$1.00	\$1.00
<b>Less:</b>				
Total deducted 15 July 10	\$(0.35)	\$(0.35)	\$(0.70)	\$(0.60)
Indicative amount to be deducted on 13 August 10	\$(0.10)	\$(0.20)	\$(0.20)	\$(0.30)
Balance remaining – to be deducted from future Fruit Payments	\$0.10	Fully paid	\$0.10	\$0.10

If you have any queries regarding grower payments, please contact Dinah Rutherford on 07 552 0504

### APATA SUPPLIERS ENTITY LIMITED ANNUAL GENERAL MEETING

Wednesday 22 September at 3.30pm at the Omokoroa Boat Club.

**Guest speaker: Lain Jager, CEO ZESPRI**

The Directors due to retire by rotation this year are Rodger Bagshaw, Graham Cathie and Kelvin Reynolds and they are eligible for re-election as Grower Trustees again for the next two years.

If any Grower is interested in becoming a Grower Trustee for the next two years please don't hesitate to contact any of our current Trustees, Bevan Bayne, GM Grower Services or Dinah Rutherford, Entity Manager. Nomination forms are available from the Apata Office and should be returned by 1 September 2010, and nominations will also be taken from the floor at the annual meeting.





Have you been missing your KiwiLink email bulletin lately? It could be in your spam or junk folder.

ISP's (internet service providers) are getting tougher on unsolicited emails, and this means that genuine emails can get caught up in their fight against spam. If the sender's domain address or full email address isn't on your 'safe senders list', it can get added to your spam or junk folder without you knowing.

To ensure you always receive apata emails to your inbox, add the domain address [apata.co.nz](http://apata.co.nz) to your safe senders list. You should also add the email address [cassandra@apata.co.nz](mailto:cassandra@apata.co.nz) while you are there.

To see if apata emails have been redirected to your spam/junk folder, click on the folder. Depending on your mail client, you can either right click the email, which will give you a list of options, or highlight the email message and go to tools or options, 'add sender to your safe senders list'.

If you would like some help adding apata to your safe senders list, please contact me on 07 552 0535 and I can talk you through the options over the phone.

### Apata Contact Details

<b>Apata</b>	Turntable Hill Road, RD2 Katikati	Phone: 07 552 0911	Fax: 07 552 0666
<b>Pyes Pa</b>	83 Pyes Pa Road, RD3 Tauranga	Phone: 07 543 1211	Fax: 07 543 0096
<b>Northland</b>	37 Southend Avenue, Whangarei	Phone: 09 430 8003	Fax: 09 430 8006
<a href="mailto:reception@apata.co.nz">reception@apata.co.nz</a>		<a href="http://www.apata.co.nz">www.apata.co.nz</a>	

### Kiwifruit Services Contact Details

<b>Kiwifruit Grower Services Manager</b> Damian Young      027 500 8586	<b>GM Grower Services</b> Bevan Bayne      027 511 6666
<b>Grower Services BOP</b> Neale Cameron      027 582 6364	<b>Grower Services BOP</b> George Doig      027 453 6423
<b>Organic Category Manager</b> Andrew Wood      027 475 1323	<b>Harvest Manager</b> Piers Zajac-Wiggett      027 426 5548
<b>Northland Growers</b> Nicki Paget      021 774 097	<b>Grower Services Coordinator</b> Trina Hawkins      07 552 0512
<b>Technical Advice</b> Wade Hunkin      027 481 9905	<b>Grower Payments</b> Dinah Rutherford      07 552 0504

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