

THE Smashed Avo

WINTER 2019

Apata
TOGETHER WE'RE BETTER

- **Grower Survey Results:** How did we do?
- **Harvest Guidelines:** Follow these steps for a successful harvest.
- **More Awards for the the Imligs.**
- **Plus** Technical Advice and more...

Grower Survey Feedback

Terry Russell

As you are aware, we did a survey after harvest this year and we'd like to thank those who took the time to complete it. We had 46 respondents, which according to the statisticians, is a good result. This is something we will do more regularly as it has provided us with some great feedback. Along with the answers to the questions, there was provision for some comments where we received some good honest feedback. Largely the feedback was very positive, but as we expected after last season there were some areas and times where we could improve. I'll try and cover these points below.

Communication: We had mixed reviews here with most very happy with communication, but others seeing a need for improvement. Underlying theme would be that we could keep more up to date around the harvest programme, letting growers know what day their harvest is due and update them on any delays. We have discussed communication at length and set some new parameters and contact points around harvest to make improvements in this area.

Picker punctuality/Reliability: No surprises here, this is an area we were aware of and we have made changes to the team this year to hopefully eliminate this. We have more "Apata" pickers and more one person one lada options this year taking away the extra layer of contractors relying on staff. We also have some back up so that if someone is away for any reason, we can put a person on that machine.

Ground picking/pickers: There was some commentary about the inexperience of our ground pickers. Ground pick does throw us a challenge as we do not have enough of it to keep staff busy full time. Some weeks we have no ground picking then as Murphy's dictates the next week we will have two jobs needing ground pickers. We do have one or two staff at Apata that are experienced when we need more, we often must rely on either shed staff (if they are not packing) or employ staff from a kiwifruit contractor. Unfortunately, there is no pool of experienced Avocado ground pickers out there to call on. If any of you out there would like a job as a ground picker occasionally just let us know.

Wet-Weather Picking: We abide by industry best practice as it applies to picking after rain. This is only tempered by the demands of keeping the fruit supply continuous for the market and sometimes we will push the boundary to match the demand for fruit. At the end of the day we will abide by a grower's wishes if they do not want to pick after rain.

Fruit Drop: Last year was a bad year for this and hopefully won't be repeated for a long time. Danni at Avoco is undertaking some measurement of fruit drop so we can get a handle on what the real numbers are, so if you haven't already volunteered to be part of her programme maybe it is something to consider.

As we are all aware the success of Avoco's marketing plan is dependent on supplying that late fruit to the Australian retail outlets. It has been well documented what it means to the overall returns to the pool. This year they are aiming to only have 20% of fruit harvested in January. Some fruit needs to be harvested late and we endeavour to manage this as best we can.

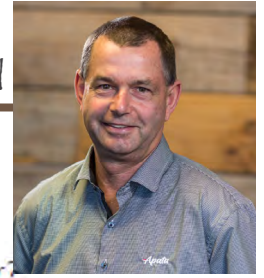
Fruit left behind: An age-old problem I've battled with any crop I've harvested. In Kiwifruit they use a "sweeper" to pick any missed fruit. In Apples, each gang has a supervisor monitoring all aspects of the picking. We have talked to and will reiterate through the season with the team leaders to monitor the orchards during the pick and at breaks as they walk back to their cars for lunch etc for missed fruit. The Reps will also be more conscious about missed fruit and will check for it on their visits.

If you are present during your pick feel free to monitor missed fruit and discuss it with the team leader or call the grower rep for his support.

As a team we are always looking to improve our performance and to achieve this knowledge is paramount, so your feedback is important to us. If we don't know something, we can't do anything about it. In signing up the contracts this year a couple of the Reps have received feedback from last season that the grower didn't want to bother us with as they knew it was our busy time, but we would like to know as in one instance we could have made changes at the time to remedy their issue. Please

Grower Survey Results

Terry Russell



remember your grower representative is your contact to the company and will help you with all your queries.

How satisfied are you about our overall services during the last year?

[More Details](#)

Very satisfied	10
Satisfied	22
Neither satisfied nor dissatisfied	8
Not so satisfied	5
very dissatisfied	1



Are you satisfied with the number of visits you received from our representatives throughout the last year?

[More Details](#)

Yes	30
No	8
Neither satisfied nor dissatisfied	8



What do you think about our level of our communication with you during the year?

[More Details](#)

Very satisfied	11
Satisfied	19
Neither satisfied nor dissatisfied	8
Not so satisfied	8
Very dissatisfied	0



Does the advice you receive from us add value to your management of your orchard?

[More Details](#)

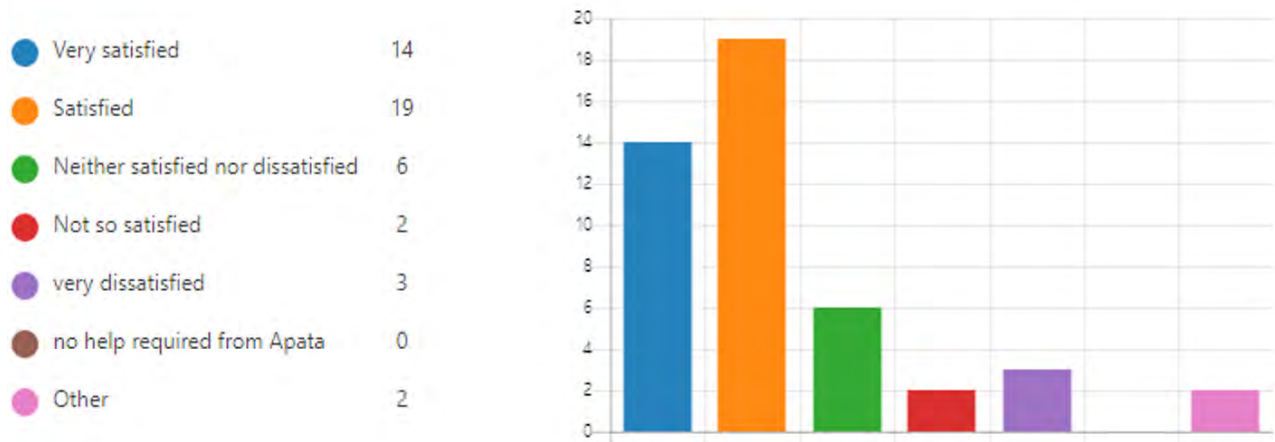
Yes	31
No	7
Maybe	7



Grower Survey Results

How satisfied are you with Apata's availability when you needed help?

[More Details](#)



Thinking about your last harvest, were you happy with your pickers?

[More Details](#)



Thinking about your last harvest. Are you happy with the communication you received during your harvest, and the overall process?

[More Details](#)



Thinking of your last harvest, how did you feel about the overall process

[More Details](#)



Grower Survey Results

Have you found the field days helpful if you have attended any?

[More Details](#)

Very helpful	24
Somewhat helpful	17
Not helpful	0
I did not attend any of field da...	5



Has your global gap audit been an easy experience?

[More Details](#)

Very easy	5
Easy	21
Neither easy nor difficult	16
Difficult	4
Very difficult	0



Are you satisfied with the level of communication from AVOCO marketers?

[More Details](#)

Very satisfied	11
Satisfied	19
Neither satisfied nor dissatisfied	9
Dissatisfied	5
Very dissatisfied	1



Harvest Guidelines

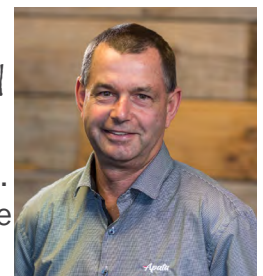
PREPARING FOR HARVEST

- Do not irrigate within 48 hours prior to picking
- Ensure that fruit complies with relevant spray withholding periods.
- Remove any possible hazards for the Hydraladas such as pruning debris, rabbit holes or other obstructions.
- Harvesting should be done at temperatures less than 30°C, and never above 35°C.

HARVESTING BEST PRACTICE

- Do not harvest fruit that is touching the ground or has fallen to the ground.

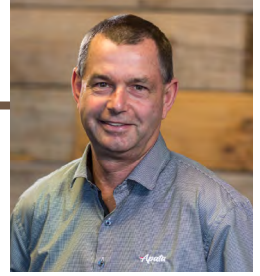
Terry Russell



- Use specialised avocado clippers with rounded noses. Avoid where possible the use of extension pickers.
- Select the right height
Hydralada for the trees, a picker picking comfortably on an 8m machine will be more efficient than a picker stretching and using a pole picker on a 6m machine.
- An 8m machine also provides some extra stability on sloped orchards.
- Cut all stalks to 5mm or less.
- Pickers must keep fingernails short or wear

Harvest Guidelines

Terry Russell



cotton gloves.

- Minimise physical damage (cuts, scratches, abrasions) at all points
- Pickers must use the height limiting draw cords of the picking bucket. (yellow)
- Dropped bags: -
 - Bags to be dropped only to the level of the metal flap at the base of the bucket (yellow)
 - If high up inside the tree a dropped bag is permissible if it allows you to pick out that area of the tree.
 - When you exit that area of the tree immediately head to the bin and empty.
 - Be sure not to hit dropped bag against branches, the bin or the ground.
- Dropped bags are a Health & Safety issue, a Hydralada cage is certified to 175kgs so a 100kg picker can only carry 75kgs avocados. It would also increase the risk of tipping over.
- Aim to place fruit in bags rather than dropping. DO NOT drop avocados more than 6 inches (12cm).
- When emptying picking bags into the bin minimise the drop of fruit, again keep the drop to 6" or less. Gently raise the Lada to empty the bag, the sound of thunder should not be heard throughout the orchard!
- DO NOT overfill bags or bins.
- Place bins strategically so that pickers/ Hydraladas only need to travel a short distance with full bags.
- Always keep bins in the deepest shade whilst picking.
- Where possible do not allow bins to stand in muddy areas or on loose metal – dirt or stone chips can be entrapped in wood runners and fall into bins when stacked.
- Regularly check bins for broken boards, nails and other possible fruit injury points.

- Remove all plant debris from picking bags and bins each time they are emptied.

PICKED FRUIT

- Fruit must be delivered to the Packer on the day of harvest.
- Fruit held on-orchard awaiting transportation must be held in the shade or under cool conditions
- Do not move field bins at speeds that will result in fruit moving or being bounced around in the bins.
- If possible, stack the full bins in pairs to allow for ease and speed of loading when the truck arrives
- The grower is responsible for ensuring the bins cards are stapled to the top right-hand corner of the bin and the pick date is written clearly on it.

CAN WE PICK IN THE RAIN?

Picking turgid fruit increases lenticel damage; if the exporter flow plans are being adequately met when you are scheduled for picking, it is preferable not to pick in the rain or if more than 5mm of rain has fallen in the last 24 hours, allow 2 – 3 hours drying time after rain before commencing picking. However, market and consumer demand may be such that rain picking may be the only commercially sensible thing to do.

Should this be the case:

- DO NOT use dropped bags at all when picking from Hydraladas.
- PLACE fruit in bags – do not drop fruit more than 50mm (2")
- Take extra caution while emptying bags into the bin
- Provide the last 24 hours rainfall data to your packhouse.



PACKHOUSE OPERATIONS



Brett Huinink

With Kiwifruit packing all but wrapped up for the year, bar a couple of CA stores of HW to pack on site, our Turntable packhouse focus is now starting to look ahead to the 2019/20 Avocado export season. Although we have had a taste of some local market packing through late June and have continued through into July/August on somewhat small volume packs, the focus is now concentrating on the estimated 650-700K export crop that is scheduled to kick off in week 35 - the last week of August.

Preseason Avocado, NZ avocado (ex AIC) meetings have begun and members of the packhouse team have attended, and will be attending more detailed preseason meets with our Marketers AVOCO to firm up on specifics for the new season start. Market plans, Packaging requirements, Grade Std reviews, China requirements, Machine maintenance etc are all on the prerequisite list. All these and more being added to the list of tasks to review before week 35.

One key requirement in having the packhouse water blaster recommissioned for this 2019 season to enable the facility to pack for China. Fruit has been collected and sent to P&F so they can be infested with LBAM egg rafts to run through the machine for testing. This has been scheduled with the necessary auditors to be carried out in week 32 to give us some leeway before export and China packing starts.

The packhouse is currently looking at a 24 week programme from the end of August through to the end of January, or early February, with a peak weekly pack of up to 30-35K trays a week, for up to 8 weeks over Oct and Nov.

So with three weeks to prep before the start of export, the Ops team will be getting things lined up and ready, with a few industry pre packing meets thrown in, to kick off the first week of packing at the end of August.

Wishing you all a successful season,

ENTRIES ARE NOW OPEN!



Ballance Farm Environment Awards[®]
PROMOTING SUSTAINABLE PROFITABLE FARMING

The BFEA are managed by the charitable New Zealand Farm Environment Trust and promote sustainable farming and growing. The programme is supported by a range of leading agribusinesses and regional councils throughout the country.

Through the Awards programme, farmers and growers are invited to showcase, benchmark, and improve their operations through a constructive process where agribusiness professionals provide feedback, recommendations, and commendations.

This year, in a first for the BFEA, farmers and growers can be nominated to enter the Awards, provided they give their consent.

To enter, visit www.nzfeatrtrust.org.nz from Thursday 1 August 2019. Entries are open until Friday 25 October 2019. Comprehensive information about the process can also be found on the [website](#).

ONLINE ENTRY FORM

NOMINATION FORM

Entries are open!

[BFEA.BayofPlenty](#) [bop@bfea.org.nz](#)



Ballance Farm Environment Awards[®]
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More well-deserved awards for the Imligs

Following on from their success in the Bay of Plenty Balance Environment Awards, Sandy and Franz Imlig have continued receive accolades for their environmentally ethical approach to business.

Recently, they won the Horticulture New Zealand Environmental Award for 2019.

This award recognises a person or organisation that has developed and implemented a sustainable environmental project, with identifiable benefits.

Sandy and Franz's aim is to 'remain sustainable while still making a profit'.

They are passionate about the environment and strive for improvement in everything that they do. For example, they are using the latest technology to ensure their orchards use minimal water while at the same time, they have reduced electricity use by up to 46%.

Sandy and Franz are always putting their hands up for research trials of products and techniques that lessen environmental impact.

They have a passion for insect life and protect native bees and have also restored several hectares by planting natives in place of pines.

As mentioned in the last *Smashed Avo*; "we at Apata love working with Sandy and Franz as they work in well with us and there is a lot of give and take from them... probably more give than take if we are honest. The Imligs are growers that are not just about their orchard, they make our industry better and we congratulate them on the great work they are doing now and for our future generations."

Congratulations Sandy and Franz.



Sandy and Franz Imlig

CRIME PREVENTION SIGNS ARE AVAILABLE TO HELP DETER UNLAWFUL TRESPASSERS

'Cameras Operating' sign (see right) are printed on 4mm White Aluminium Composite Material (ACM) with a UV Resistant Anti-Graffiti Laminate.

- Sign size is an A3 - 297 W x 420 H (mm)
- The estimated lifespan is 15 years
- Come with 6 holes for easy installation
- Price – \$16.30 excluding GST
- Prices do not include courier / postage.

If you would like to order, please contact:

Senior Constable Bruce Morrissey - Katikati Police

Email: Bruce.Morrissey@police.govt.nz

WARNING



CAMERAS OPERATING

OFFENDERS WILL BE PROSECUTED



MARKET UPDATE - Export

As I write it is the 1st of August and the export season start is rapidly approaching. As we put together our market plan for the year, we have factored in a start in week 35, the week commencing Monday August 26th. As is always the case, we must begin the season at a time when we are able to continue supplying our programmed customers, as starting then stopping is not an option. All this makes assumptions about maturity clearances and fingers crossed we will have the needed volumes when that date comes around. From there, we see a continuous programme that looks to conclude packing at the end of January.



John Carroll

Our Avoco flow plan is working on a volume in excess of 2.1 million trays. This is a larger volume than last season, but behind previous crop volumes we have managed. Broadly, approximately 80% of our total fruit volume will be sold into Australia, with over 80% of that number in direct programmes with large retailers in Australia. This Australian retail business typically provides excellent values and has been hard fought for. It is also a big part of the reason Avoco so consistently returns stronger OGRs to our growers each year.

The balance of the fruit will be sent into Asian markets under our Avanza banner. The largest volume into Asia is for our Korean programme, followed by Japan. Other markets we will continue to support in the region are Thailand, Singapore, China, Taiwan, Malaysia and India.

It is quite interesting to hear the shift in discussion out in the field here in NZ. We hear that more Exporters are looking to Asia to be the home for NZ fruit. It's ironic that Avanza, which formed in 2001, has supported Asian market development for the last 17 years, even when it wasn't fashionable to do so. Yet as volumes grow, we fully believe we have established strong relationships with the pick of the customers in the key major Asian markets.

Operationally, we have a partial reinstatement of preclearance for Australia for a percentage of our exports. There are reasons for this, really led by the Australians accepting there were excessive delays last year, and we hope that this will help us clear fruit quicker. There is also this year a major Quality initiative being designed by Avoco, whereby all steps in the supply chain are being closely examined, to avoid as best we are able the problems we encountered last year. I believe we will be better prepared if/when we see issues in any of our fruit, while hoping that there is as little as possible. To this end, we have flagged that NZ packer personnel will be made available to manage any problems offshore and Apata is part of that.

YOUR TEAM

AVOCADO MANAGEMENT TEAM

KATE TRUFITT

Avocado Business Manager
027 809 9779

TERRY RUSSELL

Avocado and Harvest
Manager
027 836 2342

THERESE TEMPLE

Business Development
Manager
027 404 7087

GROWER SERVICES

KEVIN RAVENHILL

Grower Services Representative
027 483 5699

PETER SNEDDON

Grower Services Representative
027 205 7496

NIKO TAHAU

Grower Services Representative
027 226 5489

AURELIE (LILOU) TABOURIN

Avocado Team Support
027 285 7413

LOCATIONS

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Phone 07 522 0911

APATA TE PUKE

15 Mends Lane
RD 6, Te Puke 3186
Phone 07 533 6212

APATA COMMERCIAL

93 First Avenue
Tauranga 3110
Phone 07 533 6462



MARKET UPDATE - Local



Regan Booth

A somewhat disrupted start to the season here. With Motiti producing 10 times more fruit versus last year, it was always going to require a carefully planned supermarket supply program. The plan was there, however other marketers without retail programs and limited knowledge outside of their own camp took the plunge expecting similar values to last year. Consequently, we saw over 200k trays packed domestically over 4 weeks in late June and early July. The NZ Market can absolutely handle this volume in the peak of the season, but with additional unplanned early season fruit on top of a strong Motiti crop in the middle of winter? Not so much.

Good news is that this is starting to settle and hopefully those marketers responsible received a metaphorical 'blood nose' and learnt from their misguided decisions. I have spoken with NZ Avocado about starting NZ Market forecasting earlier in the season to combat this in the future.

On a positive note, we managed to avoid the value boxing match by being in retail supply. This is a key point – being aligned with retail allows you some protection from market floor volatility. Whilst the market floor does have some effect on retail value, we can keep it at arm's length.

Looking forward we are expecting another sound season with plenty of promotional activity being planned at retail. Word is that fruit quality this season is looking good which helps both the export camp for Australian supermarket retail supply and in turn helps ensure what's available to the NZ consumer here is clean and presents well. Avocados are now a high value, high profile product. Consumers are happy to pay good value for good fruit and we must ensure that we keep these standards and eating quality at the leading edge if we are to continue to grow and increase consumption here.

LOCAL MARKET GROWERS BE AWARE

If you have an orchard that you only want to provide fruit for the New Zealand Market the below requirements still apply. We have recently had several calls asking us if we can pack local market fruit. Since MPI announced that GLOBAL G.A.P (as well as NZ GAP and BRC) had to be signed off as an acceptable standard to meet requirements of the Act, it has not been as easy to pick and pack avocados from a compliance point of view.

It can seem daunting to growers who have never encountered compliance to this degree previously, but we thought it prudent to make growers aware of their requirements prior to being able to pack any fruit.

- PPIN (Property identification number for your orchard from NZ Avocado)
- Avo green registration. (Be avo green compliant and registered for Avo Green Monitoring)
- An independent dry matter pass from Eurofins of 23% with 18 fruit above 20.8%. (Apata will arrange once we have all required documentation.
- Verified Orchard map. We will create once an Apata contract has been signed.
- Register for the food act under their bulk registration process.
- Domestic Registration with NZ Avocado. (07 5716147)
- Apata Contract
- Primor or Team Contract
- NZ Global Gap audit and registration.

TECHNICAL: Know how, can do!

Jerome Hardy



Winter Technical Update

Spring is just around the corner and growers are now preparing for the start of the growing season. This week I found myself going through my notes from Prof Carol Lovatt's excellent presentations at the 2016 AVOCO Conference. Her advice for maximising productivity and the reasons behind them were edifying and timeless, so I have brought them out for this article and added a few of my own observations....

FIRST, CAROL EXPLAINED SOME OF THE CAUSES OF ALTERNATE BEARING IN AVOCADOS...

1. Alternate bearing is **initiated** by climate and **perpetuated** by mechanisms within the tree, unless we **intervene**.
2. The balance of plant hormones within the tree lie at the heart of the 'Alternate bearing' cycle, in particular the ratio of Cytokinins to IAA (Auxins) and ABA (Absciscic Acid).
3. Low Cytokinins relative to IAA and ABA will inhibit floral bud development, and relatively higher Cytokinins will promote floral bud development.
4. Cytokinins are produced in apical root meristems (ie root tips) and migrate through the xylem to the fruit and/or potential floral buds where they create 'sink strength'.
5. A good balance of 'non-bearing' branches to 'fruit-bearing' branches is important because non-bearing branches lack the strong fruit sinks, so allow floral bud development and are much more likely to carry fruit the following year.
6. A heavy crop of fruit 'takes it all' leaving insufficient Cytokinins + other resources to promote floral bud development elsewhere in the tree.
7. Over-cropping also causes a drop in root mass which is the source of Cytokinins
8. A very light crop (off-year) allows development of a strong root mass, a relative excess of Cytokinins and abundant non-bearing spring shoots. This results in heavy floral bud development (on-year) for the following year.

THEN SHE GAVE SOME RECOMMENDATIONS...

- Maximise health and volume of root mass every year. In NZ this means annual injecting program and actively managing canopy: root balance by pruning.
- Excess fruit is very powerful in reducing flowering potential so reduce influence of 'on-crop' fruit load by fruit thinning as early as possible after fruit set and by avoiding delay in the harvest of an 'on-crop'.
- Flower pruning can be considered in certain circumstances.
- Maximise the production of non-bearing spring shoots in an 'on-flowering' year. In NZ this should be done by bold structural pruning with heavy emphasis the autumn/winter immediately before a heavy flowering. This will not only promote growth but also reduce the on-crop (in advance). This is a safer option than flower-pruning.
- Fertilise more to an 'on-flowering' and less to an 'off-flowering'.
- Fertilising in on-year is especially important in:
 - October/November to meet competitive demands between flowering and shoot development.
 - January/February during exponential fruit growth phase
- Doubling soil applied Nitrogen during fruit set (October/November in NZ) increased yield and reduced alternate bearing in replicated trials.
- N-P-K fertiliser application during exponential fruit growth phase (January to March in NZ) increased yield in replicated trials.

AND LAST, A SPRING ORCHARD CHECKLIST...

If you have a 'to-do' list, you may want to check the following points are all considered:

1. **Harvest planning with your packer or exporter representative.** This comes with some key compliance obligations including Export Registration, your AVOCO Global Gap audit, and checking that your spray diary is up to date and verified. Your packer will be monitoring your maturity and carrying out residue testing too.
2. **Your first pick should target any exposed fruit and heavily loaded trees to allow the remainder of the crop to size up.** If possible also target branches which you are wanting to prune in your first pick, so that you can prune those branches as early as possible in the growing season.
3. **Fortnightly Pest Monitoring and careful**

planning around any spray choice, harvest with-holding and any impact on bees.

Flowering will be underway in roughly 8-10 weeks and it pays to IDENTIFY and CONTROL any pest issues well before flowering starts and bees are present in your (or your neighbour's) orchard.

A special note about six-spotted mite control:

Six-spotted mite pressure has been high in all regions over winter and while not cheap, Paramite (Etoxazole), remains for good reason the product of choice for effective mite control. However, some growers are not getting the expected longevity of effect with this product so an option if you have an early resurgence of mites during the growing season is MiteMec. Because it is translaminar and most effective on soft flush it will be at its best during the growing season, when there is plenty of soft flush on the trees.

I am still of the view that if mite numbers are high at the time of your Paramite application, then combining the Paramite with Abamectin (Avid/Verdex) is helpful as the Abamectin adds a 'knock-down' effect, it has been a safe combination in regard to phytotoxicity and both chemicals have translaminar activity which means increased longevity. It is also important to consider that Paramite has a with-holding period of 63 days for all Avanza markets.

Good coverage is key for ALL miticides

Growers can apply no more than 1 Paramite spray and no more than 3 Abamectin sprays in a calendar year.

REMEMBER TO TALK TO YOUR GROWER REPRESENTATIVE AS YOU MAKE SPRAY DECISIONS.

4. **Ground applications of fertiliser** should have started, with a bias to extra Nitrogen before and during the flowering period, and especially if you have a heavy flowering.
5. **Foliar fertilising** is worth considering (though not during pollination): Boron can be applied in the form of Solubor at 80g per 100 litres or Yara Bortrac at 2 litres /ha in the lead-up to flowering. While soil temperatures are still on the low side, growers can also include high-quality foliar fertiliser such as Acadian seaweed or Nitrosol Original. Talk to your consultant about rates.
6. **Structural Pruning:** If you have left it late, then now is not too late to prune trees. The objectives are to reduce height, create some

space and light around leaders, promote spring tree vigour if you are approaching a heavy flowering and reduce alternate bearing. Get good advice.

7. **Stag-horning** sick trees for rejuvenation – autumn through to the early spring is a good time to do this. Leave a low nurse branch if possible (the healthiest looking branch).
8. **It is better to inject phosphonate** once annually, in the Autumn (13-15% active ingredient for healthy trees and at a lower concentration for sick trees). IF your last injection round was spring 12 months ago (or even before that) OR IF you have injected in the autumn at low concentration (10% active ingredient or less) then consider injecting now (September). Don't delay... the spring vegetative flush is a strong 'SINK' and can retain phosphonate in the canopy ...which is not where it's going to support root health!
9. **Irrigation:** The dry Spring south-westerly airflow over most NZ avocado production areas can very quickly strip moisture from our orchards and cause moisture-stress over the important flowering and fruit-set period. Service your irrigation system and be prepared to irrigate during dry spring periods, but be equally attentive to the risks of over-irrigating, especially on new plantings.
10. **Pollination:** Make sure well in advance that you will have hives on your orchard when you need them.
11. **Flower Pruning:**
 - a. **Mature Trees:** A useful option where flowering is excessive but get good advice and be aware of the risks. Rather do less and follow up with flower thinning if necessary.
 - b. **New trees:** Excessive flowering on 1-year old trees will likely occur on stressed, yellow young trees especially if autumn-planted. Any heavy flower will set the trees back heavily so flowers should be rubbed or snipped off as they start expanding. If your trees are healthy, green and vigorous with flowering well-balanced by new red flush then in my view it's a good thing to leave them alone and let them set some fruit.

Remember if in doubt speak to one of us at the Avoco Technical Team or your packer representative on any of the above.

Happy orcharding!

Jerome Hardy (027 2334380)

From Your Grower Committee

As we move in to a new season, the Growers' Committee is looking forward to meeting , restarting the grower coffee meeting forums and contributing what we can to a successful season. In the meantime if you have any ideas or suggestions that you would like to bring forward we would really like to hear from you. Our contact details are:-

Maria Watchorn	Phone: 027 548 2992	Email andaria@xtra.co.nz
John Schnackenberg	Phone: 021 731 437	Email jschnack@outlook.com
Kevin Hogan	Phone: 027 578 2404	Email hogie02@gmail.com
Nick Coughlan	Phone: 021 711 471	Email ngcoughlan@gmail.com
Trevor Seal	Phone: 07 552 4485	Email trevseal@xtra.co.nz

The Committee have completed our post election formalities:-

Trevor has been elected to chair the committee. The Committee acknowledge and thank John for his many years of effort in the position of Chair and look forward to his continued contribution as a member of the committee.

John and Trevor have been re-elected as the two Apata Primor growers to represent Apata growers as part of the Avoco Grower Relationship Committee. John will continue his role as a Grower Director on the Avoco Board.

To fit in with our election cycle it was necessary for one of the newly elected / returned committee members to accept a 1 year rather 3 year term. John has volunteered for a one year term.

In this edition of Smashed Avo we thought it opportune to introduce our two new committee members.

Kevin and Nick have each penned a short bio as an introduction as follows:

My name is Kevin Hogan,

I am a retired Police officer of near 39 years; I have been involved in the avocado industry since 1999 there about. I own and operate a very successful avocado orchard which is one of the top performing orchards in the BOP.

In 1999 a business partner and I developed an avocado orchard on Wainui South Road Apata. There we planted 500 trees, we irrigated it and it is a performing orchard still.

The orchard was sold prior to production. I looked around for another block of land not too far out of the city so I could cope with my paying job. I finally bought a smaller block on Plummers Point Rd Whakamarama where I planted 167 trees including a few pollinators. That was the best decision I have made in a while.

This block was a rundown citrus orchard and Xmas tree block, I cleaned it up and then planted it out in the avos inter planting between the remaining 70 citrus trees.

I planted the trees in September which was a little risky, I got them in the ground and we then had about 4 frosts in a row. I spent all night going around with a back pack keeping the trees wet to try and stop them being burnt by frost and it worked.

The orchard took off and has never looked back. As the avos grew I pulled out the citrus. As the orchard developed, I took out trees on the diagonal by slowly lolly popping the out trees and eventually taking them right out leaving me with 100 producing trees.

I pruned to the best of my ability from the ground with a pole saw and ladder. (Not recommended) after a couple of years of pruning I had Colin Godsell from The Green Team to prune for me. Colin is my picker and pruner, so he knows the orchard well.

As stated, the orchard has done very well, I have received several awards on production as detailed below

- Aerocool Highest Export Kgs/ha Second Place 2011
- Apata Highest Export Kgs/ha 2013-2014
- Apata Grower of the year Runner Up 2017
- Team Avocado Grower of the Year 2016-2017
- Apata Grower of the year 2018-2019

I have taken soil and leaf sample annually and have had Colin Partridge complete a fertiliser recommendation for me and stuck by his recommendations.

I recommend that you use one of our technical guys for recommendations like Colin or Jerome rather than a merchant who has vested interest.

I am passionate about growing avocados, I have been involved in the industry for nearly 20 years and have picked

From Your Grower Committee

up a lot of knowledge along the way.

I now also manage 4 other small orchards around the area.

I make myself contactable via cell phone and email for any support I may offer to our growers.

P: 027 56782404

E: hogie02@gmail.com

Regards,

Kevin Hogan

NICK COUGHLAN

Hi Growers.

Just a short note to introduce myself and give you a thumbnail of who I am and what my background is.

I was raised on mixed cropping farms in the Canterbury region; first in the Temuka area of South Canterbury and then in the Eifflerton area of Mid Canterbury. I attended Saint Bedes College in Christchurch, and upon finishing there I went into the New Zealand Police. For the next 20 years I served firstly as a uniform Constable in Lower Hutt before transferring to Wellington where I qualified as a Detective. I was involved in all aspects of dealing with serious crime as a detective as well as being a member of the Wellington Armed Offenders Squad for 5 years and 3 years as a member of the Anti Terrorist Squad now renamed the STG (Special Tactics Squad).

It was in the Police that I met my wife Louise who was also a detective serving in Wellington. Louise is now an Accountant working for BDO in Tauranga. We have three children who have now left home

Since leaving the Police 20 years ago I have been involved in all types of business through ownership and directorships. I worked for the Warehouse Group managing the risk side of their business covering 27 stores through the Waikato, Bay of Plenty, Gisborne and Hawkes Bay regions. I have owned businesses in the Construction sector and land/property development. I am currently a director and shareholder of ManukaRx which is a Manuka Oil company specialising in the development and distribution of our amazing Skin Care products based on Manuka Oil.

In September 2017 we took over a 3 canopy hectare Avocado orchard on Stewart Road. We have 320 trees with the majority being Hass with some Reeds (40) and Fuerte. This orchard had been rundown with the previous owners lifting production but the orchard still had room to improve. Louise and I had very limited experience in growing avocados but love eating them so were keen to become involved in the industry on a commercial scale. As it turns out we have been on a very steep learning curve and I think it was because I have been asking so many questions that people suggested that I put my name forward to go on your grower committee and represent the so called "new growers" - a tag I certainly identify with.

I was elected to the Grower Committee and now I represent all the Apata growers. I am new and I am learning and I want to hear how I can help you represent your thoughts and concerns to Apata.

Please give me a call if you want to connect. I am always available for a catch-up.

King Regards,

Nick Coughlan

Early warning:- The committee are planning to recommence our grower coffee mornings on Wednesday 18th September. Further promotion to follow.

Wishing you all a successful season and remember, we cannot afford to take our foot off the accelerator in terms of fruit quality. If we (growers, packers, shippers, fruit handlers) all get it right the pool will provide a better return. If any of us get it wrong, the pool will suffer the financial consequence.

TREVOR SEAL

ON BEHALF OF THE APATA GROWERS' COMMITTEE

GRANNIES AT THE HELM

Its official; the avocado department is now run by a bunch of old grandmas and grandpas!! Which by the way is not a bad thing! It means we all have boundless life experience; we are all getting softer as we goo and ahh over the latest photo or video that comes through; we'll be less stressed at harvest because we got to have cuddles of grandchildren on the weekend; and nothing is as important in life as these new little people.



Therese Temple

Yep, we are all hooked, lined and sunk! Before Niko's grandson came along recently, he was always handing out stick to the rest of us as we showed the latest on our phones, but wouldn't you guess it. He's joined the crew and, even if he won't admit it, he's as sunk as the rest of us. When you look at the photos below you can see why.

We all count ourselves lucky and it's a special time in life. These little blessings are our future so we all better get to and grow lots of healthy avocados to grow healthy little grandchildren.

SPOILEE

SPOILER



TERRY

Meet Archer, my 11-month-old Grandson, he really kills it on the cute factor and is a future Nobel prize winner. :) This is Terry's 2nd grandchild.



NIKO

Little Kingsley Tipene Axtens..10/7/19.. Niko's first grandchild. Very proud Grandad.



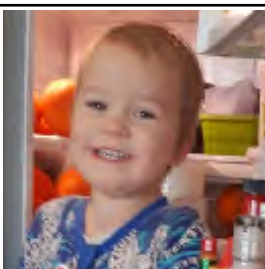
KEVIN

Eilish Zoe Ravenhill,
10th April 2019.
"Our first grand daughter, the love of our life."



THERESE

Harper at 15 months and Harvey at 10 months: :
"Our two treasures. Playing 'boo' just never gets old"



PETER

This is Jaxon. He turns 2 next month and food rules his world.