



# OUR VALUES SHOW THE WAY

When we pull together KiwiLINK communications, often the starting point is to refer back to the previous edition and reflect on what has changed between then and now. Well, back in February's edition there was no mention of Covid-19, but we were talking about assisting Eurofins by updating contact information and KVH's new Fruit Fly Guide.

As per usual, our crystal ball could not allow us to foresee what was coming, but if you'd told us then when we know now, it would have been hard to believe.

That we are where we are as a business, and an industry, speaks volumes to our collective resilience and adaptability, although it does help enormously that the production of primary produce and the industries that support this are essential; we hurt for our tourism and hospitality compatriots.

Throughout the lockdown period, our team were placed under enormous pressure to not just "keep going", but to swiftly and effectively respond to even more rapidly changing and evermore difficult ground rules to not just keep themselves and their teams safe, but to also maximise efficiency so as to ensure our record harvest could be completed and the maximum value extracted for our Growers. And they achieved.

What we achieved was as impressive as how we achieved it. In key discussions, the process and outcome were always underpinned by Our Purpose and Our Values. And that's why we didn't just "make it happen"; we smashed it.

Our Operational functions all deserve our thanks and congratulations... Bravo.

And to you, our Growers, We want to thank you for working so well with us. With all the busyness, we hope you are all taking some R&R; it is an excellent time to stop and recharge for the next big tasks on Orchard.



## DID YOU SEE THE RAIN?

Another week down and one step closer to Harvest, AND we finally had some rain. I don't know if we can quite celebrate yet, as 10ml's wasn't a lot. But better than nothing right?

As we approach Harvest, DON'T FORGET:

- If you are planning a second truck girldle for dry matter, locate and clearly mark any vines where previous girldles have not healed. These vines should not be re-girldled.
- Remember that the cane you want to crop on next year loses flowering potential if it's shaded. Canopy growth is likely to be slowing down, it's important that canopy remains open right through until harvest.
- Spray diary are they up to date? If, you haven't already don't forget to enter your Fruit Set date.
- Eurofine H&S up to date - expanded further on.
- Global GAP completed
- Hazards removed or clearly identified; and any significant hazards need to be marked on your map. Contact your GSR to make any changes.



Erin Atkinson

## WHERE ARE WE AT?

With the dry, hot summer we are all wondering if this season is going to run anything like last season. Zespri has been completing early rounds of monitoring, and the data is suggesting the following:

For GA at week 7:

- Mean fresh weight is ~4.06g higher than last season
- Mean DM is ~0.3% higher than last season
- Mean SSC is marginally (~0.1 °Brix) higher than last year
- Average °hue (114.41) is marginally low for 0.11 °h compared to last year

For HW at week 7:

- Mean fresh weight is slightly (1.51 g) less than last season
- Average DM, SSC (°Brix) and firmness are not different compared to last year at the same time

We are completing our internal monitoring of the Gold3 and early Hayward; if you wish to request any samples or have any further questions please contact your GSR.

## OPERATIONS UPDATE with Hans van Leeuwen

Harvest is just around the corner and the team is in full swing to ensure all is in readiness when the season starts. Both sites are busy completing maintenance to ensure our machinery runs smoothly, our Coast packhouse is receiving a major overhaul and we're also upgrading our fruit scanning technology. This season we'll be building on our CA GA knowledge as well as conducting a number of trials involving compostable labels and new automation technology. If you're a grower please treat this as an open invitation to visit one of our sites to have a look at what we're up to. I'd be more than happy to host you. The season outlook is looking really positive and all going well Apata could be packing a record volume this year. I can't wait to get started!

The Feb 2020 KiwiLINK.

Who could have known what was about to happen?

## OUR PURPOSE

### HAPPY GROWERS

When our growers do well, we do well.

## OUR VALUES

### WE ARE FAMILY

No matter what, we look after each other.

### ENJOY THE JOURNEY

We work hard and we love what we do.

### COOL, CALM, AND COLLECTED

We're experienced. We know what we're doing. If something goes wrong, we fix it... and move on.

### WE WORK AS A TEAM

Together we're better - it's that simple. We recognise performance and celebrate each others' success.

### NEAR ENOUGH IS NOT GOOD ENOUGH

We don't cut corners and we don't settle for second best.



Apata's Purpose and Values.

# TECHNICAL UPDATE

## HOW ABOUT THE WEATHER?

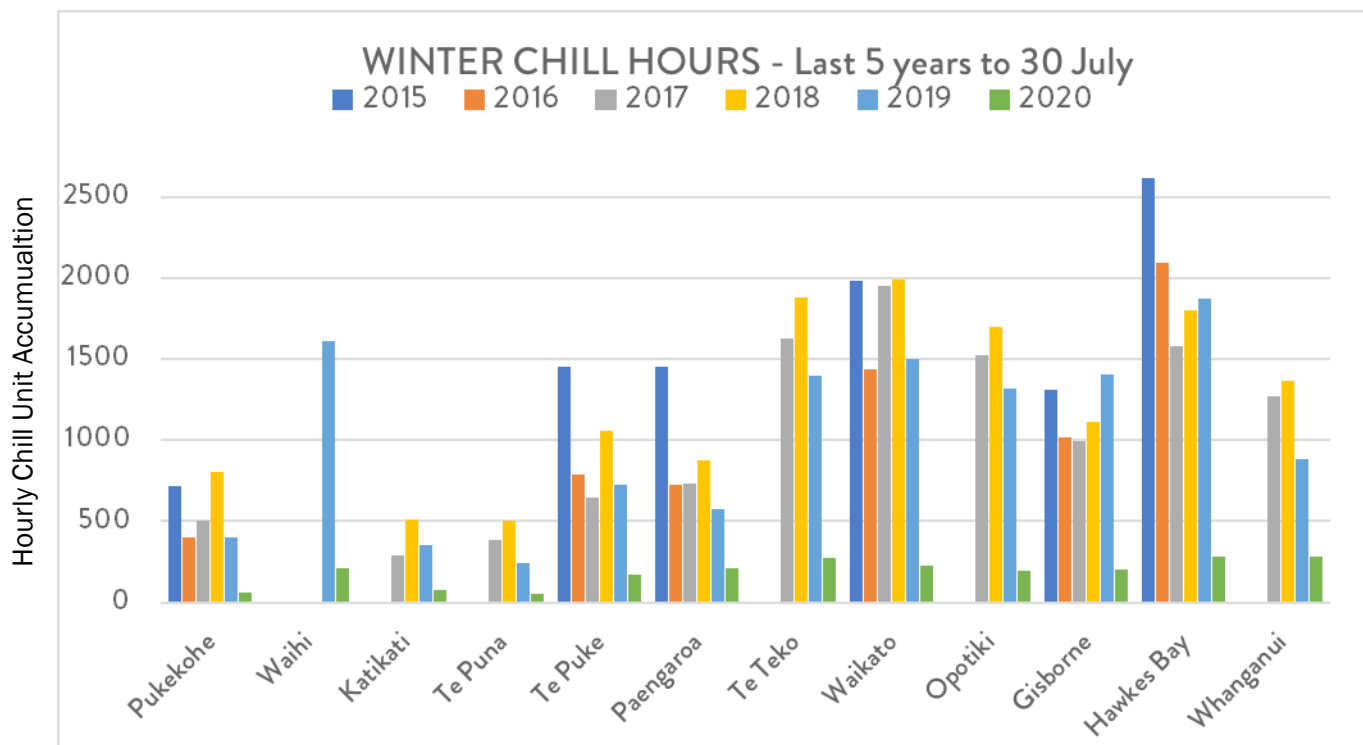
### NIWA OUTLOOK JULY-SEPTEMBER – A DRIER THAN USUAL WINTER

Keynotes to take away for the next few months are warmer than usual temperatures and below-average rainfall, no surprise given the dry summer conditions we've experienced this year. With La Nina conditions driving a change in temperatures, the latter part of winter-early spring should see a shift in rainfall patterns, hopefully renewing the soil moisture levels we need for new seasonal growth.

### TIME TO CHILL

We all know the importance winter chill has on the timing and uniformity of bud break. Hayward, ideally requires 750-850 hours of winter chill, with the significant effect taking place during May and June. As we experience more climatic variations, accurate timing of bud break enhancers is crucial to achieving optimal results, increasing your overall OGRs.

Do monitor winter chill hours. A standard winter chill unit is, as a rule, one hour under 7 °C, while a Richardson Chill Unit is based on 4 °C being the optimum temperature for winter chill, losing effectiveness at 0 °C.



## EYES ON THE PRIZE - COMPOST

When looking for a compost this season, a few things to consider. Compost is primarily a soil amendment, a good conditioning treatment to improve the texture and structure of your orchard floor. Enhancing beneficial micro-organisms and worm populations, all help with aeration and compaction for a healthier root system. Soil porosity improves, leading to an increase in water holding capacity (WHC), essential in warmer climes. Compost also provides low amounts of primary, secondary, and micronutrients. And lastly, an increase in cation exchange capacity (CEC), the soils ability to hold onto nutrients.

## DO YOU HAVE ANY COMPOST OR AGBEAM REQUIREMENTS THIS SEASON?

Talk to us before you lock yours in. Your grower services rep will be able to liaise with Gary Geurts on the best option for you.



# TECHNICAL UPDATE

## BREAK-N-SURE REBRANDED TO HAZEL TREX

### WHO ARE HAZEL TECHNOLOGIES?

Hazel Technologies is a USDA funded company that provides solutions for post-harvest facilities to reduce food waste in an eco-friendly and sustainable way. Hazel Tech has rebranded the BreakNsure dormancy test that was unavailable last year to HazelTrex, a great tool for the industry – developed as a dormancy index, which monitors the physiological status of the vine, narrowing down the window for application of bud break enhancers.

### HOW TO USE THE TEST?

What is your key objective? Increased king flowers, thinning, or uniformed bud break – considering your site and timing are key.

- Always use a consistent method of sampling
- It is advised to use the test 2 weeks prior, 1 week prior, and the day of spraying
- Buds are to be taken from the center of cane, do not take apical buds
- The tests have a 6-month expiration, do not use test kits that were purchased last year
- The distributors' list is being finalised, cost approx. \$300

## MANAGING THE VINES

### WINTER PRUNING

Another season down and winter pruning is already underway in some of our Gold orchards. Things to consider before making the cut:

- What are your targets for the following season? Time to assess the work and count your winter bud numbers.
- Understand what the pruning team have to work with, then plan from here. Your plan must be clear to both contractors and staff; they can only work with what wood is available.
- Major structural cuts are best addressed before the main crew go through, it's a tough decision to make on the spot for inexperienced pruners.



Our latest billboard. Concept: while the average Kiwi is unable to travel abroad, our special Kiwis are still travelling en masse around the world.

# TECHNICAL UPDATE

## AROUND THE ORCHARD

### GENERAL MAINTENANCE

Now is the time to focus on orchard maintenance before the new season is upon us once more. While the rain looks on the light side this winter, it is better to get drains cleared to avoid getting caught out.

- Clear away fallen trees
- Replace failing anchor posts and structures
- Repair and replace shelters
- Tighten wires and replace broken agbeam/wood
- Check drains are freely draining and not obstructed by debris

### SUSTAINABLE STRINGING - PLASBACK

Polypropylene twine used on orchards for stringing is both toxic to humans and the environment when disposed of through landfill or burning. A local company called Plasback has been recycling farm plastics such as a bale and silage wrapping for a number of years.

Each Plasback liner bag will take 2-2.5 ha of polypropylene string. The twine is then collected and recycled into plastic pellets.

Their sister company DCP sells biodegradable twine, developed initially for greenhouse growers. Made from corn starch and reinforced with bio-polymers. Breaks down after 180 days in a composting environment and free from plastics, which are prone to breaking down with UV light.

A great solution for sustainably-minded growers.

### SOILS - TIME TO START TESTING

Not only are soil tests an essential tool for finding out what nutrients your Orchard could be lacking, but they also provide insight into whether nitrogen and phosphorous are potentially running off and leaking into our waterways. Now is the time to start thinking about sustainability as the industry is looking to reach targets by 2025.

Annual testing provides an accurate representation of your soil chemistry, which enables you to look at historical fertility trends to see just how effective your current fertiliser plan is.

Test Type	Description	Relevance
pH	A measure soil acidity (<7) or alkalinity (>7).	pH affects plant nutrient availability. A pH of 5.8 to 6.8 is typical in kiwifruit orchards. Refer to <i>Figure 2</i> for more details.
Phosphorus (P), Potassium (K), Calcium (Ca), Magnesium (Mg), Sodium (Na)	Major soil nutrients which indicate basic soil fertility.	Forms the basis of fertiliser recommendations.
Cation Exchange Capacity (CEC)	The 'reservoir' or ability of a soil to hold onto cations (K, Ca, Mg, Na). Determined by soil texture and organic matter content.	Can guide fertiliser rates, for example applying 'little and often' where CEC is low.
Base Saturation (%)	The proportion of soil binding sites that are occupied by K, Ca, Mg, Na.	Indicates relative availability of K, Ca, Mg, Na.

FIGURE 1: BASIC SOIL TESTS, KIWIFRUIT JOURNAL APRIL/MAY 2020

# TECHNICAL UPDATE

## PEST CONTROL

### PVH CONTROL - HOP TO IT

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## PEST CONTROL

### PSA CONTROL - KVH RECOMMENDATIONS

Although vines are dormant, they are still at risk of Psa infection through pruning wounds, frost damage, and new grafts. Applying copper reduces inoculum levels before pruning and protects wounds post pruning.

Winter is the best time to remove Psa cankers and infected plant material – breaking the disease cycle, and reducing the risk of spring infection.

- Best Practice – cut 40 cm behind last infection point

- Remove infected material ahead of pruning crew
- Prune from least to most infected areas
- Remove late growth from male vines
- Use wound protectants

Apply five coppers at full winter rates:

1. Immediately after harvest
2. During leaf fall
3. Before pruning
4. After pruning
5. Just before bud break



Plan sprays and pruning in conjunction with the new [PSA Risk Model](#).

## APATA WINTER FIELD DAYS

Coffee and morning tea will be provided.  
Locations TBC.

- Tuesday 28th 10am: Organic field day
- Weds 29th 10am: Katikati field day
- Thurs 30th 10am: Te Puke field day
- Fri 31st 10am: Gisborne field day

Please RSVP with the field day you'll be attending to [emily.woods@apata.co.nz](mailto:emily.woods@apata.co.nz) by Friday 17th July.

ApataGROW have been using Onside for over 3 years as their digital Health & Safety system. By using Onside for all of our managed and leased orchards, we can digitally log property visits, risks, incidents and store our emergency plan. Key information is then available to anyone who checks in to our properties through the app.

As an Apata grower, you can get 10% off an Onside subscription by using the code `apata2020` before Aug 31st 2020. You'll be eligible to keep the discounted rate for as long as you're part of the Apata Group.

First you will need to [set up your property](#), then you can [upgrade your subscription](#) using the discount code at checkout.

If you simply need to digitise your check in process, there's also a free version of the app available to download on both [iOS](#) or [Android](#).

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