

SUPPLIER ACCOUNTABILITY (INTERCHECK) RETURNS 2015 SEASON

Supplier Accountability returns for the Aongatete GA pool (currently \$0.0175 per tray) and HW pool (currently \$0.004 per tray) are being held pending final resolution of the amounts payable to the pool by Zespri. The delayed distribution is a result of a dispute between Suppliers and Zespri over the Supplier Accountability penalties accrued for fruit shipped to China in the latter part of the season.

Overall it is fair to say that the quality of the fruit shipped to China was by industry standards below par, and as a result the total penalties currently stand at a net of \$3.7million. Suppliers are unhappy with these penalties and are trying to get them waived. Aongatete managed your fruit well and as such the outcome for your grower pool is a small positive contribution from the China Supplier Accountability programme.

We believe that to waive these penalties is detrimental to all growers in both the short and long term. In the short term it is unfair as the money raised through the penalty system agreed in the supplier contract at the start of the season should be distributed to all growers as increased fruit value payments, not to the select suppliers who benefit from the penalties being waived.

In the long term the risk is that by waiving penalties when they accrue that the behaviour of suppliers will be to continue to push fruit into the market that is of poor quality damaging the Zespri reputation and eroding the market returns achievable for a premium brand.

Whilst we do not expect there to be any downside to you as growers, we are waiting until numbers are finalised and will distribute any funds as they are available.

SEESPRAY

For Growers who manage or lease their orchards with Aongatete, we are now using "Seespray" to notify you and your neighbours of when we are spraying on your orchard. So what is Seespray you might ask – to explain, it's a messaging platform for Growers and Sprayers to communicate spraying to those who need it and it ensures that you have the information you need to make informed choices for your family and property when spraying is going to occur.

Notifications can be sent via SMS text; email or phone call notification depending on your preference – we recommend either text or email as you then have the notification and details in a visual format which can be easily referenced when it suits you. If you and your neighbours are not listed to receive notifications but need to, please call Madeleine in Grower Services on 07 552 0916 with your details so we can add these for you. In addition – please let us know of any new neighbours to the area or of people who have moved away so we can update details for you.

Aongatete Orchard, Technical and Grower Services Teams



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AONGATETE NEWS



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HORT DEPARTMENT UPDATE

It's been an interesting few months for the Hort Department with the unusual summer weather posing a few challenges for us all. While we are seeing some good size crops hanging on vines we are also noting a higher incidence of smaller and misshapen fruit in some areas, possibly a consequence of some less than ideal weather during pollination coupled with higher crop loadings, but none the less meaning that fruit thinning has been a critical job this season.

At this stage we are just completing our final canopy management work with the last of our male pruning and summer pruning just completed, main thinning completed and girdling up to date.

For us the run into harvest is focused on some final cosmetic thinning work, a round of girdling on some later harvest orchards and continuing with our foliar programme. Given the type of season we have had and the challenging conditions for dry matter we are recommending that you maintain regular applications of seaweed and a foliar spray such as "Finish It" to assist growth and dry matter.

While the predicted drought never occurred and we have had plenty of rain over the season a reminder to those that are irrigating that it may be time to turn off the taps and focus on dry matter accumulation, particularly in the earlier maturing orchards.

We currently are preparing our team for a bumper season and are looking forward to harvesting the great crops we are seeing on orchards. One perennial challenge for us though is making sure that we prepare orchards for harvest.

To help us all do the best job we can, we have provided a pre-harvest checklist which should ensure the smoothest operation possible.

Please refer to the Pre-Harvest Check List enclosed for your information.

Derek Edwards, Horticulture Business Manager 027 543 0741



SPRAY DIARY ENTRIES

With harvest time fast approaching this is a reminder for all Growers to make sure your spray diaries are up to date. It is a good time of year to carry out test audits in the Zespri Canopy Website so that we have plenty of time to work through any discrepancies and sort out any potential non compliances.

If anybody would like help with entering sprays on the Canopy or carrying out test audits please give me a call on 021 625 075.

Andrew McConnell, Hort Technical
021 625 075

MATURITY & RESIDUE TESTS

There have been a number of changes to maturity clearance requirements and the method by which TZG is calculated over the last year. The Hayward and G3 Taste Reviews have resulted in changes which will affect growers of both varieties. A quick summary of the changes is below:

G3 Taste Review Changes

- The Minimum Taste Standard (MTS) is increased through a two step increase:
 - ◆ Step One: For the 2016 season the MTS be set at a 15.9% Dry Matter, with 70% of the tested fruit having to clear the MTS.
 - ◆ Step Two: For the 2017 season the MTS be set at a 16.1% Dry Matter, with 70% of the tested volume having to clear the MTS.
- Implement a TZG model that measures and reports TZG by size for each maturity area
- Modify the TZG range to begin at 16.5% dry matter (current start point) and reach its maximum at 19.5% dry matter (current maximum is 20.5% dry matter).

Hayward Taste Review Changes

- The MTS will be lifted from the current 14.5% to a maturity area required to meet an average of 15.5% DM to be accepted into inventory.
- Modifications to the TZG range will be made to begin at 15.5% DM (the new start point at which taste payments are made) and to reach its maximum at 19.5% DM (the current maximum is 20.5% DM).
- The Maximum Taste Payment is lifted from 40% to 50% of fruit value

How does this affect you?

All G3 growers are now expected to reach a slightly higher dry matter target to be accepted into inventory.

The G3 Kiwistart MTS will be set at 16.9% DM with 70% of fruit tested clearing the MTS. This roughly equates to a similar DM requirement in comparison to last year. 2015 G3 Kiwistart MTS was an average DM of 17.5%.

Your final TZG will not be calculated until the maturity area has been submitted into inventory. Because each size bracket will have its own TZG – the final TZG is dependent on your size profile. Areas of small fruit could have a negative impact on your final TZG if they are found to have low dry matter.

To help make more accurate decisions around harvest timing we will be collecting size profiles from every G3 block at some stage during the season.

Growers will still be paid on the highest TZG attained from clearance samples.

Hayward Growers will now also be required to supply a higher dry matter fruit. The increase from 14.5% DM to 15.5% DM is not a huge leap but if you have historically had a low TZG this may cause problems.

The modification to the TZG model range will mean low dry matter fruit achieves a slightly lower TZG in comparison to last year. Mid to high TZG will not be reduced by this. Table 1 helps illustrate the differences:

Table 1: 2015/16 TZG Comparison

Dry Matter %	2015 TZG	TZG with MTS at 15.5%
15.5	0.25	0.20
16.0	0.34	0.30
16.5	0.42	0.40
17.0	0.50	0.49
17.5	0.57	0.57
18.0	0.65	0.65
18.5	0.72	0.72
19.0	0.78	0.78
19.5	0.84	0.84
20.0	0.89	0.89
20.5	0.93	0.93
21.0	0.97	0.97
21.5	0.98	0.98

PEST MONITORING

The pest monitoring period is coming to a close for this season. We have had good results stemming from monitoring both leafroller and scale populations over all varieties with lower levels of both pests overall.

The majority of the G3 that was monitored had little to no leafroller present; and scale populations were just as absent. Hayward blocks monitored by Aongatete showed medium to low populations of scale; which is encouraging for allowing as much of our fruit into the lucrative market programs for Thailand and Israel. Due to limited scale control options after flowering, it is essential to plan ahead and target the populations before they thrive. Effective winter clean up sprays combined with the use of Movento in the pre-flower period and mineral oil applications (Hayward only) after 35 days post flowering can be utilized to help reduce the scale population on orchard. Keep in mind known host plants for scale such as Willow, Poplars, Pittosporum and Leyland Cypress. Some ornamentals and native plants can host large populations of scale, causing problems during the season when crawlers emerge.

Other useful methods to reduce scale populations during winter dormancy include removing large crowns and stubs of two or three year old wood.

If you have received a pest monitoring result with a scale infestation over 20% you can apply mineral oil twice, allowing three weeks between sprays. If you have any questions regarding scale control please feel free to give a member of the Aongatete Technical Team a call.

CICADAS, PASSION VINE HOPPER & SOOTY MOULD

Cicadas and passion vine hoppers (PVH) can cause a bit of damage to the fruit through sooty mould growing on the excreta of the adults and some cane damage. This could potentially make some lines of fruit difficult for the packhouse to manage as putting a huge amount of pressure on the graders and also reducing number of trays for the grower. It can be very hard to reduce the populations of these pests as they can fly into the orchard from neighbouring properties, but you are able to reduce the amount on your own orchard.

Cicadas: Use of reflective mulches can reduce the number of nymphs emerging and prevent newly hatched nymphs entering the soil for feeding on roots during winter. After harvest, Talstar 100 EC with Engulf can be used to target the eggs laid on the vines. During early summer it is possible to apply for a Justified Approval for a soil application to target emerging pupae but this needs a monitor result.

Passion Vine Hopper (PVH): these pests secrete honeydew to which sooty mould develops on, and often found on the borders of the blocks near host plants. Straight after harvest use Talstar 100 EC as this will target PVH eggs too. During summer PVH can be monitored, if over threshold the use of pyrethrum products such as Py-Ganic or ZETaPY are allowed to control PVH. These sprays must go on at least 14 days prior to harvest and need a JA from Zespri.

For further information refer to the KiwiGreen fact sheets located on Canopy, or contact a member of the Technical Team.

PSA

With harvest approaching and everyone's mind on the fruit that's ready to be pick, packed and shipped, but we mustn't forget about Psa, as temperatures start to drop and the rain returns we need to be diligent about Psa-V protective spray program. Here is a reminder of some of the important points to consider.

Pre-harvest

- Copper applications (at low rates) ahead of any weather change. Be careful not to apply Copper within 7 days of harvest
- Vehicle and pedestrian traffic to follow strict hygiene protocols on entry/exit.
- Ensure all picking bins and other equipment is also subject to these protocols.

Post-harvest

Copper applications (at higher rates) to protect picking wounds and leaf scars. Be careful not to exceed the total Copper application of 8Kg/year (season). Actigard™ application immediately post-harvest and can be applied with most Coppers (refer to Actigard™ label). While Actigard™ is expensive, we are recommending its use on high value crops that are seen to be more susceptible. The decision to have soil or foliar application will depend on the leaf condition at postharvest. Actigard™ is known to have a higher efficacy when the leaf is actively photosynthesising.

New Staff on the Technical Team: We welcome Johannes Gehlson and Robin Barker-Gilbert on the Technical team for 2016 season. Johannes a Hort Science graduate all the way from Germany and Robin is a graduate from Massey University. These new graduates will be heavily involved with pest monitoring, Psa monitoring, fruit maturity and the operation of the compact grader, Invision and NIR technologies at the packhouse.

Ethan England, Horticulture Technical Team Leader 021 021 57062