Happy New Year everyone. Hopefully you had relaxing Christmas and New Year celebrations with family and friends, while managing to keep the orcharding jobs under control.

I’m always amused at the start of each year when all the ‘experts’ come out with their predictions for the year ahead. We hear share markets will do this, property will do that, Bitcoin will be worth $100,000 each before the end of the year. The price of gold will go down and the price of oil up. Generally, each of these experts have different predictions and almost always they will be wrong. Prices in a free market are set by interactions between all the buyers and all the sellers, not based on what some expert thinks. The experts do not know what all these individuals are thinking, no one does. These types of predictions are a waste of time.

It is not only in the financial markets that people make predictions. There are many made in the kiwifruit industry as well. I am often asked what I think fruit size will be this season, what the dry matter levels will be like at harvest, or when will we start harvesting. Although I can make a guess based on some knowledge, I don’t know the answers.

Dry matter, for example, is determined by a combination of climate (which nobody can predict) and orchard management (which growers can influence). What dry matter will be at harvest might be better if accumulation occurs further into the year, or might be worse if accumulation stops early. What I do know is that growers who get their orchard management spot on do not need to worry about what the climate does; they know they will get a good result.

So, my prediction for 2018 is that those growers who have their crop loads and canopy management optimised will have better dry matter outcomes than those who do not, the same as they have every previous season.
5% Supplier Accountability

Supplier Accountability is where fruit is checked in market for storage defects. It is the final check before customers receive fruit. Suppliers will receive penalties or premiums depending on what level of defects are found on the fruit that is checked.

5% Supplier Accountability is divided into three stages for the season. During stage 1 only penalties occur, while during stages 2 and 3 suppliers can earn premiums as well as receiving penalties. During stage 3 for the main markets of Europe, Japan, China, Korea, and Taiwan 5% Supplier Accountability is replaced with 15% Supplier Accountability during which more of the costs of poor in market quality are paid by the supplier that supplied the fruit causing the costs.

We now have the final stage three results with all exemptions and adjustments made. Trevelyan’s shipped 15.2% of the stage three fruit to date and received 11.2% of the premiums. The details are to the right:

15% Supplier Accountability

15% Supplier Accountability is the process where more fruit is checked in the major markets to give a more robust measure of the quality being sent. This more robust measure is then used to charge suppliers more of the costs of quality offshore from the fruit they send.

This season we have 15% Supplier Accountability for Hayward conventional and Gold3 conventional into Europe, Japan, China, Korea, and Taiwan.

We now have all the results back for Gold3. Trevelyan’s have shipped 11.7% of the fruit and received 15.1% of the premiums.

We also have all the results back for Hayward. Trevelyan’s shipped 11.8% of the Hayward fruit in this stage and received 18.2% of the premiums.

These results are outstanding. With more and more markets adopting 15% Supplier Accountability there is now considerable income for the pool available if we get things right.
GOLD3 15% SUPPLIER ACCOUNTABILITY

<table>
<thead>
<tr>
<th>Market</th>
<th>#Ships</th>
<th>Trays Shipped</th>
<th>Income Received</th>
<th>Income/Pool Tray</th>
<th>Income/Tray</th>
<th>Industry/Tray</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>4</td>
<td>673,283</td>
<td>$199,221</td>
<td>$0.0484</td>
<td>$0.296</td>
<td>$0.252</td>
</tr>
<tr>
<td>Japan</td>
<td>3</td>
<td>210,630</td>
<td>$73,321</td>
<td>$0.0178</td>
<td>$0.348</td>
<td>$0.251</td>
</tr>
<tr>
<td>Korea</td>
<td>4</td>
<td>100,519</td>
<td>$36,560</td>
<td>$0.0089</td>
<td>$0.364</td>
<td>$0.248</td>
</tr>
<tr>
<td>Taiwan</td>
<td>5</td>
<td>145,776</td>
<td>$49,131</td>
<td>$0.0119</td>
<td>$0.337</td>
<td>$0.259</td>
</tr>
<tr>
<td>Europe</td>
<td>5</td>
<td>101,973</td>
<td>$41,593</td>
<td>$0.0101</td>
<td>$0.408</td>
<td>$0.251</td>
</tr>
<tr>
<td>TOTAL</td>
<td>21</td>
<td>1,232,181</td>
<td>$399,826</td>
<td>$0.0971</td>
<td>$0.325</td>
<td>$0.252</td>
</tr>
</tbody>
</table>

HAYWARD 15% SUPPLIER ACCOUNTABILITY

<table>
<thead>
<tr>
<th>Market</th>
<th>#Ships</th>
<th>Trays Shipped</th>
<th>Income Received</th>
<th>Income/Pool Tray</th>
<th>Income/Tray</th>
<th>Industry/Tray</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>7</td>
<td>367,930</td>
<td>$256,440</td>
<td>$0.054</td>
<td>$0.697</td>
<td>$0.660</td>
</tr>
<tr>
<td>Japan</td>
<td>8</td>
<td>495,720</td>
<td>$209,943</td>
<td>$0.044</td>
<td>$0.424</td>
<td>$0.213</td>
</tr>
<tr>
<td>Korea</td>
<td>4</td>
<td>69,002</td>
<td>$25,874</td>
<td>$0.005</td>
<td>$0.375</td>
<td>$0.218</td>
</tr>
<tr>
<td>Taiwan</td>
<td>8</td>
<td>320,989</td>
<td>$124,240</td>
<td>$0.026</td>
<td>$0.387</td>
<td>$0.254</td>
</tr>
<tr>
<td>Europe</td>
<td>8</td>
<td>1,195,713</td>
<td>$747,591</td>
<td>$0.156</td>
<td>$0.625</td>
<td>$0.363</td>
</tr>
<tr>
<td>TOTAL</td>
<td>35</td>
<td>2,449,354</td>
<td>$1,364,088</td>
<td>$0.285</td>
<td>$0.557</td>
<td>$0.359</td>
</tr>
</tbody>
</table>

Site Development

Coolstore construction
Work is well underway on two new coolstores being built at the back of the site. At the same time ground is being prepared in case another store needs to be built. These two new stores increase the static capacity on the Trevelyan's site to just over 10 million trays.

Low humidity tent
Construction of the low humidity tent for Gold3 buffer store packing is progressing quickly. The bin tip part of the tent has been completed and testing has shown that cold fruit remains dry in this area.

A second tent is being built inside the shed to keep the humidity low as fruit passes over the grading tables, onto the pooling belt, and up the risers. This tent stops just before the weigh bridge and labelling heads. The class 2 grader will be included within this tent.

The second of the new stores getting paneling added. In the foreground is the prepared site in case another new store needs to be built after the crop estimates are done.

View towards the bin tip with the completed tent visible over the machinery. The red parts are automatically opening rapid doors. The left one is for putting full bins into the tent, the right one for removing empties.

The left of this photo shows the framing being put up for tent construction within the packhouse.
Crop Estimates

The counting teams have started to count fruit on orchards for our next crop estimate. Part of this estimate involves collecting 20 fruit from each monitor bay (with a minimum of 200 from any orchard).

This fruit is assessed for reject rate, fruit weight, predicted profile at harvest, and fruit dry matter. Reject rates and fruit profile are assumptions used in the estimate.

As with the flower counts, growers will be sent a summary of the raw counts within two days of them being completed. Final crop estimate reports will be sent to growers once all the data has been processed.

Forklift Training

Trevelyan’s will be running forklift training for our staff on Monday 5th, Friday 9th, and Wednesday 14th of March.

Any growers who need their forklift licences renewed (or want to get one for the first time) are welcome to attend any of these training dates. The cost of the course is $105 + GST if you are doing a refresher and $150 + GST for the full course.

If you would like to book one of these courses please let your grower rep know which one so that your place can be reserved.

ZespriGAP Update

It’s great to see that ZespriGAP MSO audits are just about completed for the 2018 season. MSO audits must be complete and uploaded to Zespri by the 31st of January each year. This allows Zespri to ensure all KPINs and their associated GlobalGAP number are registered under GlobalGAP so the KPIN becomes OK for export. Please contact the GAP department if you think you still require an audit.

Remember that GAP compliance needs to be maintained throughout the year and that external audits are part of the GAP programme. The first round is being scheduled now by AsureQuality. If you are contacted for this external audit please contact the GAP department at Trevelyan’s.

Contractors

There have been instances at audits where growers have used non-compliant contractors/sub-contractors – either their CAV has expired or the contractor has not been registered with Zespri. Growers are reminded that spray, fertiliser and harvest contractors must be registered with Zespri and hold a current CAV. Please ensure that you obtain a current CAV prior to any work being completed from your contractor.

Any vine management contractors will also need to register with Zespri for 2018 as this activity will be audited for the 2019 season.

If contractors have employees and have been GRASP assessed this will show up as a statement on their CAV. Please contact Zespri at compliance.mail@zespri.com to assist with any queries.

Water Quality

MSOs are required to perform annual testing of their water supply for all water that comes in contact with fruit (unless town supply).

If you haven’t completed this water test for the 2018 harvest the time to get it done is now. The water testing procedure is in section 6 of your Grower Manual for clarification if required.
Industry Update

Phil Allison

Time Payment Model Changes

Every season Zespri publish a set of indicative time rates that are agreed with the Industry Supply Group (ISG). The rates come from an underlying model of fruit loss going back several seasons, with a premium added to the rates to cover the risk growers take by having fruit store late. For this season there have been a number of changes to this model:

- **Gold3 risk payments** – in previous seasons a flat premium of 60% was paid in every week of the time model. For 2018 this will be changed with the premiums increasing 10% each week from week 30 (starts 23rd July in 2018). This will be capped at 160% in week 40. This increase in premiums recognises the risk Gold3 growers are taking by having their fruit stored for long periods of time while we are still learning about the best storage conditions for this variety.

- **Hayward years in the model** – the models will revert to using five years of fruit loss data. In previous seasons this had been increased to seven years. However, with the stepped rates it is more appropriate to revert to five years.

The net result of these changes for each fruit group are:

- **Hayward conventional** – Rates have an overall decrease of 11.6%. There are decreases in most weeks but large increases start from week 44 (starting 29th October). Not much fruit will be left at this stage to earn those higher rates.

- **Hayward organic** – Rates have an overall decrease of 2.7%. The rates in the early weeks are lower than last year with increases starting from week 39 (starting 24th September).

- **Gold3** – Rates have an overall increase of 2.4%. In the early weeks rates are decreased, with increased rates starting in week 31 (starting 30th July), as the stepped premiums start to have an impact.

2018 KiwiStart Rates

The indicative KiwiStart rates for 2018 are as follows in the tables below:

<table>
<thead>
<tr>
<th>ISO Week</th>
<th>Dates</th>
<th>18/22</th>
<th>25/27</th>
<th>30/33</th>
<th>36</th>
<th>39</th>
<th>42</th>
<th>Total (Average)</th>
</tr>
</thead>
<tbody>
<tr>
<td>13</td>
<td>26 Mar – 1-Apr</td>
<td>$2.93</td>
<td>$3.20</td>
<td>$3.43</td>
<td>$3.01</td>
<td>$2.00</td>
<td>$0.00</td>
<td>$3.00</td>
</tr>
<tr>
<td>14</td>
<td>2 Apr – 8-Apr</td>
<td>$2.20</td>
<td>$2.39</td>
<td>$2.56</td>
<td>$2.26</td>
<td>$1.51</td>
<td>$0.00</td>
<td>$2.25</td>
</tr>
<tr>
<td>15</td>
<td>9-Apr – 15-Apr</td>
<td>$1.80</td>
<td>$2.02</td>
<td>$2.21</td>
<td>$1.87</td>
<td>$1.18</td>
<td>$0.00</td>
<td>$1.86</td>
</tr>
<tr>
<td>16</td>
<td>16-Apr – 22-Apr</td>
<td>$1.47</td>
<td>$1.71</td>
<td>$1.91</td>
<td>$1.54</td>
<td>$0.92</td>
<td>$0.00</td>
<td>$1.53</td>
</tr>
<tr>
<td>17</td>
<td>23-Apr – 29-Apr</td>
<td>$1.08</td>
<td>$1.30</td>
<td>$1.49</td>
<td>$1.15</td>
<td>$0.65</td>
<td>$0.00</td>
<td>$1.14</td>
</tr>
<tr>
<td>18</td>
<td>30-Apr – 6-May</td>
<td>$0.74</td>
<td>$0.95</td>
<td>$1.12</td>
<td>$0.80</td>
<td>$0.40</td>
<td>$0.00</td>
<td>$0.80</td>
</tr>
<tr>
<td>19</td>
<td>7-May – 13-May</td>
<td>$0.46</td>
<td>$0.58</td>
<td>$0.69</td>
<td>$0.49</td>
<td>$0.25</td>
<td>$0.00</td>
<td>$0.49</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ISO Week</th>
<th>Dates</th>
<th>18/22</th>
<th>25/27</th>
<th>30/33</th>
<th>36</th>
<th>39</th>
<th>42</th>
<th>Total (Average)</th>
</tr>
</thead>
<tbody>
<tr>
<td>14</td>
<td>26 Mar – 1-Apr</td>
<td>$3.54</td>
<td>$3.85</td>
<td>$4.13</td>
<td>$3.93</td>
<td>$3.87</td>
<td>$3.55</td>
<td>$3.92</td>
</tr>
<tr>
<td>15</td>
<td>2 Apr – 8-Apr</td>
<td>$2.82</td>
<td>$3.11</td>
<td>$3.37</td>
<td>$3.18</td>
<td>$3.13</td>
<td>$2.83</td>
<td>$3.18</td>
</tr>
<tr>
<td>16</td>
<td>9-Apr – 15-Apr</td>
<td>$2.21</td>
<td>$2.49</td>
<td>$2.75</td>
<td>$2.56</td>
<td>$2.51</td>
<td>$2.22</td>
<td>$2.56</td>
</tr>
<tr>
<td>17</td>
<td>16-Apr – 22-Apr</td>
<td>$1.60</td>
<td>$1.84</td>
<td>$2.06</td>
<td>$1.91</td>
<td>$1.86</td>
<td>$1.61</td>
<td>$1.90</td>
</tr>
<tr>
<td>18</td>
<td>23-Apr – 29-Apr</td>
<td>$1.07</td>
<td>$1.29</td>
<td>$1.48</td>
<td>$1.34</td>
<td>$1.30</td>
<td>$1.08</td>
<td>$1.34</td>
</tr>
<tr>
<td>19</td>
<td>30-Apr – 6-May</td>
<td>$0.59</td>
<td>$0.78</td>
<td>$0.96</td>
<td>$0.83</td>
<td>$0.80</td>
<td>$0.59</td>
<td>$0.83</td>
</tr>
</tbody>
</table>
**KVH News Snippets**

- Stu Hutchings has been appointed Chief Executive at KVH to replace Barry O’Neill and will take over at the end of March. Stu’s most recent management role was at OSPRI (the company that runs the National Animal Identification and Tracing, NAIT, and TB Free New Zealand programmes). Stu has been responsible for establishing the framework for delivery of a new long-term pest and disease management plan and several innovative research projects, and has managed relationships with the Ministry for Primary Industries and other primary industry groups.

- All containers that are loaded in, or exported, from Italy to New Zealand must now be fumigated, or heat treated, for Brown Marmorated Stink Bug (BMSB) before leaving Italy. Documentation proving this has taken place must be provided to MPI. This is in response to the number of BMSB finds there have been on Italian cargo this season.

- There have been 11 interceptions of fruit flies at the New Zealand border since September. Ten of these have been with air passengers arriving from a variety of places (Pacific Islands, Australia, South-East Asia, Sri Lanka and India). There have been no finds in any of the 8,000 fruit fly traps located around high risk areas of the country.

**New Varieties Field Day**

**Trevelyan’s kiwifruit growers have been invited to visit an orchard with trial plantings of a new green and a new red variety.**

The new green has been in pre-commercial trials since 2012 and a decision on whether to commercialise it is likely to be made within the next 12 months. The new red is in the early stages of pre-commercial trials. A commercialisation decision may be made this year. The date and time we have been allocated is:

- **Friday 16th February from 9:30am to 11:30am**
  Trevelyan’s will organise buses from the packhouse to the orchard. We will advise the departure time and more details when we know the venue.

**For this field day it is important that everyone respects the commercial sensitivity of the site and be respectful of the grower’s property that is being visited.**

---

**GOLD3**

<table>
<thead>
<tr>
<th>ISO Week</th>
<th>Dates</th>
<th>16/18/22</th>
<th>25/27</th>
<th>30/33</th>
<th>36</th>
<th>39</th>
<th>42</th>
<th>Total (Average)</th>
</tr>
</thead>
<tbody>
<tr>
<td>11/12</td>
<td>16 Mar - 22-Mar</td>
<td>$3.47</td>
<td>$3.54</td>
<td>$3.59</td>
<td>$3.54</td>
<td>$3.47</td>
<td>$3.40</td>
<td>$3.54</td>
</tr>
<tr>
<td>12/13</td>
<td>23-Mar - 29-Mar</td>
<td>$2.13</td>
<td>$2.17</td>
<td>$2.20</td>
<td>$2.17</td>
<td>$2.13</td>
<td>$2.08</td>
<td>$2.17</td>
</tr>
<tr>
<td>13/14</td>
<td>30-Mar - 5-Apr</td>
<td>$1.19</td>
<td>$1.21</td>
<td>$1.23</td>
<td>$1.21</td>
<td>$1.19</td>
<td>$1.17</td>
<td>$1.21</td>
</tr>
<tr>
<td>14/15</td>
<td>6-Apr - 12-Apr</td>
<td>$0.70</td>
<td>$0.76</td>
<td>$0.80</td>
<td>$0.76</td>
<td>$0.70</td>
<td>$0.65</td>
<td>$0.76</td>
</tr>
</tbody>
</table>

These rates are indicative and will change when the August 2018 forecast is produced by Zespri. The changes will be made to reflect the current seasons fruit value.
Canopy Management

This is one of the most important operations for the mid-summer months, especially as warm conditions with rainfall events will stimulate vegetative growth.

Why summer prune?
- To ensure that we produce high dry matter fruit with good storage potential.
- To ensure that our replacement canes receive as much light as possible so that they have the highest possible flower potential for next season.

Hayward canopy management

A programme that ensures that leaders are open and that the fruiting zone does not become too dense is essential. Hayward is not usually strung so we have to do summer work with this variety to ensure that shading of replacement canes is minimised. Hayward is very susceptible to Botrytis storage rots. Dense canopies create the ideal conditions for leaf infection by Botrytis leading to high spore loads at harvest when fruit infection takes place through the picking scar.

Research carried out on “Canopy Management and Dry Matter of Hayward” by Alistair Mowat and Kate Maquire, reported in 2007, showed a 1.5% range of dry matter depending upon the management style used.

The project studied 30 orchards over a range of altitude in Te Puke. Winter pruning management, summer pruning management and the resultant canopy density were all classified, resulting in eight defined methods of managing Hayward vines throughout the season. Mike Muller and I made assessments of pruning and Botrytis potential for this project. Fruit dry matter, fruit size and yield were assessed for each canopy management style. The authors reported that “results of this analysis identified two distinct canopy management styles that resulted in high yields of large fruit with high dry matter. Similarly, two canopy management styles were found to produce low yields of small, low dry matter fruit.”

The high dry matter orchards had wider winter cane spacings than the low dry matter orchards. The high dry matter orchards had a low Botrytis management programme score meaning that the canopies were more open with less leaf necrosis and more grass on the orchard floor. The canopy management styles that produced the best fruit production outcomes had minimal summer pruning. Three poorer producing canopy management systems had received intensive summer pruning. This project shows that achieving good results with Hayward is all about set up with leader work and balanced growth in the summer that does not require heavy summer pruning. If there is heavy summer pruning occurring, then the set up has not been optimised with vine energy being diverted into vigorous growth with summer pruning regrowth as well.

If your canopy is dense, look to ensure that surplus late season cane is removed and that any late vegetative shoots are removed from the fruiting canopy.
A SUMMARY OF THE MOWAT-MAQUIRE 2006-2007 TRIAL RESULTS

<table>
<thead>
<tr>
<th>Winter Pruning Approach</th>
<th>Fruiting Zone - Summer Pruning</th>
<th>Canopy Density</th>
<th>Dry Matter (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Low vigour system (incl. summer leader pruning)</td>
<td>Moderate</td>
<td>Open</td>
<td>17.2</td>
</tr>
<tr>
<td>Conventional</td>
<td>Moderate</td>
<td>Open</td>
<td>17.1</td>
</tr>
<tr>
<td>Low vigour</td>
<td>Intensive</td>
<td>Open</td>
<td>17.0</td>
</tr>
<tr>
<td>Low vigour</td>
<td>Moderate</td>
<td>Dense</td>
<td>16.7</td>
</tr>
<tr>
<td>Conventional</td>
<td>Intensive</td>
<td>Open</td>
<td>16.4</td>
</tr>
<tr>
<td>Conventional</td>
<td>Intensive</td>
<td>Dense</td>
<td>16.0</td>
</tr>
<tr>
<td>Low vigour</td>
<td>Intensive</td>
<td>Dense</td>
<td>15.7</td>
</tr>
<tr>
<td>Conventional</td>
<td>Moderate</td>
<td>Dense</td>
<td>15.7</td>
</tr>
</tbody>
</table>

Note the 1.5% spread in dry matter results, due to vine management.


Gold3 Summer Canopy Management – Latest Research

Zespri OPC held a “Walk and Talk” field day on 16 January at Grant Oakley’s and John May’s orchards to discuss the multifactorial trials that Plant and Food Research are carrying out on each orchard this season. Peter Blattmann spoke on behalf of the research team, along with the growers concerned. The trial is investigating the effect of two styles of canopy management on Gold3 fruit quality. The two styles of canopy management are intensive and minimal. These styles are combined with either of two cane spacings (30cm and 45cm) and two crop loads (medium and medium-high).

While Plant and Food Research have previously carried out some work on this subject, this season’s project is a major one and will greatly increase our knowledge of how to improve Gold3 dry matter. At this stage of the season no fruit results are available. However, there have been some fisheye camera assessments of the canopy carried out to measure the Leaf Area Index or LAI which tells us how many layers of leaves make up the canopy. These measurements show that season-to-date the major effect on canopy density has been caused by cane spacing. The 30cm spacing has a denser canopy with more leaf yellowing because of the increased level of shade.

If you have areas of denser canopy in your Gold3 blocks act quickly to identify the cause and address this. Our present understanding and experience tells us that significant areas of yellow leaves in dense canopies indicates that we are not optimising the accumulation of dry matter into the fruit. The research trial will show whether this is the case, with two crop loads.

By the time you receive this newsletter the fruit will be beginning to harden off. If you do have dense canopy areas, identify the causes of shade e.g. winter canes too close, late vegetative shoots or too many replacement canes in conventional non-strung canopies. In strung canopies control of the fruiting canopy requires less thinking and care.

Summer pruning options include:

- total removal of one or two fruiting canes from dense canopy areas.
- removal of late vegetative canes.
- six-leaf past the fruit pruning on laterals and surplus fruiting canes in dense areas.
- removal of regrowth from tip squeezed shoots, where this is occurring.
- and removal of tangles.

All of the above will help to ensure that layering or “roofing” of the canopy does not occur.

Top photo: One of the trial canopies at Grant Oakley’s with 30cm cane spacing, using strung cane.
Bottom photo: One of the canopies at John May’s with 30cm cane spacing using low vigour, non-strung cane.
Mark any vines that are stressed or have low vigour before a girdling round to ensure that they are not girdled.

If using the standard Californian girdling tool on G3 trunks or chains on the Bruno stump then monitor depth by cutting out a triangle.

If using twin bladed knives, then the depth of the girdle should be correct as the “onion ring” of tissue will peel out above the cambium. However, monitor with triangular cuts to ensure the blades are not cutting into the xylem or core tissue of the trunk.

Where possible girdle onto the Bruno rootstock as healing is faster here. While I have seen Psa expressing from girdles on the Gold3 trunk, I don’t recall seeing Psa symptom expression from girdles made onto the Bruno trunks.

I have seen a range of callus development and healing on our Opotiki orchard one month after the December girdle on Gold3 with twin bladed knives, two examples of which are shown in the photos above. I believe that care is needed to ensure the blades are not pressed too deep cutting the core, xylem tissue.

There are timing options. KiwiStart growers are going to girdle early in the summer to ensure they capture all of the benefits from their girdles by week 13. If you intend to carry out two summer girdles for dry matter, then work back from a late February timing for the second girdle (for main crop) resulting in the first summer girdle a month before, in late January.

Follow strict tool hygiene when girdling, with tools soaked in sterilant e.g. Varicide between vines or treated after each cut with methylated spirits.

Copper made up to normal spraying strength should be applied immediately after the cuts have been made.
Growing Degree Days

I draw your attention to the KVH website. In addition to the Psa Infection Risk Model, KVH have also added information on chill units and growing degree days to their site.

This graph is prepared for the period 1 September to 17 January (the date that this article was prepared). However you can set up a similar graph for other regions and various dates, though the greatest amount of data by season is available for Te Puke.

The graph shows records for five seasons. The present season was the second coolest over spring out of five years, (the orange line). However, cumulative GDDs have surged since late November and are now equal to 2014/15, the highest over five years. The warm temperatures in November-December-January should be a positive for dry matter, provided that high temperatures and high rainfall do not occur over the late January and February period as this will stimulate vegetative growth, competing with the fruit for the vines’ dry matter resources.

DISCLAIMER: In compiling this report Peter Mulligan Horticultural Consultant Ltd has taken into account all factors and used all procedures that a prudent and experienced horticultural consultant would consider and use. However this report is provided strictly on the basis that:

i. It will be used solely by the persons to whom it is addressed and for the purpose for which Peter Mulligan Horticultural Consultant Ltd was instructed to prepare it.

ii. Because of the large number of factors that can influence horticultural matters the liability of Peter Mulligan Horticultural Consultant Ltd for any consequences arising out of this report are strictly limited to the factors over which Peter Mulligan Horticultural Consultant Ltd has total control.

Upcoming Events

<table>
<thead>
<tr>
<th>Event</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Zespri pre-commercial varieties trial</td>
<td>Site visit – This is in the morning of Friday 16th February. Full details will be provided once we receive them from Zespri.</td>
</tr>
<tr>
<td>Forklift training courses</td>
<td>These are being held on Monday 5th, Friday 9th and Wednesday 14th of March. Cost is $105 + GST for refreshers and $150 + GST for the full course.</td>
</tr>
<tr>
<td>Bay of Plenty Young Fruit Grower - Practical</td>
<td>The practical part of this will be held in conjunction with the Te Puke A &amp; P show on Saturday 10th February.</td>
</tr>
<tr>
<td>Bay of Plenty Young Fruit Grower - Gala Dinner</td>
<td>The gala dinner and awards presentation will be held on Thursday 15th February at the ASB Arena, 81 Truman Lane, Mount Maunganui starting from 5:30pm. Tickets cost $90 and the MC is Ben Hurley.</td>
</tr>
</tbody>
</table>
Colin’s Chatter: A Different World

It has been holiday mode, and your Directors have not met in January. The good news of the excellent outcomes of our late fruit storage has meant the December forecasts have improved even further on the October ones. I suspect there are many smiles in your orchard.

I have spent a reasonable amount of holiday time either travelling to and from hospitals, or visiting them. Hospitals are a different world. Good news and sometimes very bad news is shared. My role throughout was support, as I was not the patient! But even though I could ‘escape’ the hospital world at any time I wanted to, walking through the front or back door of each hospital brought a change to my mind set. The biggest factor, by far, was the realisation that I had freedom. It was my choice which side of the door I dwelt and for how long.

And this is where I transferred those thoughts to our orchards. We have choices. In fact, presently, probably more choices than usual. Do we stay in the kiwifruit industry or sell up? Do we buy another orchard or develop a new orchard greenfield? Do we change the variety we grow, perhaps for half the orchard even? Do we adjust some management practices on orchard to see if we get a better lifestyle outcome? And there are many more choices too.

Some would say having choice adds complexity to life. But I think it a pleasure and privilege to be in such a space. Having little or even no choices is akin to being in a restricted environment. Like a patient is in a hospital, a world that is not the norm.

May your world be one of health, freedom, and choices, oh yes, and filled with joyous laughter at times too, during 2018.

Colin Olesen - Chair

New Directors

Kyle Howie
Kyle has been a kiwifruit grower since 2006. He and his wife Alina own a 4.2ha orchard on No 1 Rd with G3, conventional Hayward and organic Hayward. They have two children who both attend school in Te Puke. He is a qualified geologist and prior to 2006 lived and worked in many countries doing mineral exploration.

He has been an associate director in 2017 where he learnt the responsibilities of being a director and the functions of TGL.

He loves the outdoors and is particularly keen on fishing and mountain biking.

Murray Cresswell
My name is Murray Cresswell, I’m married to Sue and we have two daughters currently going through university. We own two orchards around Te Puke, growing a mixture of Hayward and G3, buying our 1st orchard in Paengaroa in 2005.

Although both Sue and I grew up in the Waikato, we currently live in Wellington and I split my time between the Bay and the capital. My expertise is in the area of telecommunications and IT, where for 18 years I’ve worked for a global IT company, sitting on their NZ executive and managing a national team responsible for sales into the government and enterprise markets.

We were lucky enough to have retained off-orchard roles while we watched our initial G3 grafts get ravaged by Psa and have a deep appreciation for the damage a biosecurity incursion causes our industry. I see this as one of the three major challenges we face, alongside labour availability and increased compliance overheads.

My focus is on ensuring the adoption of fair and equitable remuneration structures for growers, and, where possible, minimising the impact of labour availability and compliance challenges. Outside of work, you won’t find me on a golf course – I prefer fishing, hunting, skiing and following rugby.
Staff Profile

Tejinder Kaur
Quality Controller

What is your role and how long have you worked at Trevelyan’s?
My role at Trevelyan’s is grading supervisor. I would like to provide training to the graders and look after them in such a way that grading of fruit may be done to the highest standard. I have been working at Trevelyan’s for 11 years.

What’s your favorite thing about working at Trevelyan’s?
My favorite thing about working for Trevelyan’s is the multicultural and peaceful work environment and the team work.

What are your main interests/hobbies outside of work?
My main interests and hobbies outside of work are reading, cooking and relaxing and watching TV.

What would you like people to know about you?
That I have a friendly nature.

Who has been the biggest inspiration in your life?
My parents have been my biggest inspiration in my life. They have guided me in the right direction.

---

EHC Profile

Pieter Steyn
Senior Orchard Manager

The EHC Orchard Management team are delighted to announce that Pieter Steyn has joined their ranks as a senior orchard manager. Pieter holds a B.Tech degree in Agriculture (Hort) and a Diploma in Cellar Technology (Winemaking). He has been involved in the wine industry since 2002 and the horticultural industry since 2006 and managed multiple varieties of apples, pears, stone fruit and vines on his own farm in South Africa. Pieter has experience in dealing with high numbers of seasonal staff while harvesting almost 6 months of the year. He has held several senior management roles in the agricultural sector. He was the general manager / owner of a fruit farm in South Africa with 53 permanent staff and 150-200 seasonal staff. Pieter enjoys the financial side of farming which included annual budgeting, capital and operational expenditure as well as orchard gate returns. He was later appointed as managing director of a sister company that was formed and oversaw human resources as well as international and domestic sales. Pieter’s most recent role was that of deputy general manager for an export oriental flower bulb growing company in the South Island. His roles included managing 17 permanent staff and 80-110 seasonal staff during the summer tulip harvest and the winter lily harvest, Health & Safety and the exporting of stock. His wife, Dee, currently a stay-at-home mum, is an experienced real estate agent and they have two daughters, Lea (6) and Milan (4). In his spare time Pieter enjoys spending time with his family, recreational flying and playing golf.

We look forward to introducing Pieter to you in person and we know that you will enjoy working with him.

---

All bets are on

Rob Cross was crowned the world darts champion for the first time this year. During the tournament there were a total of 656 perfect throws of 180.

Congratulations to Daniel Birnie who got closest to this number. That makes it one win for Dan Green and one for Daniel Birnie (one each for avocados and kiwifruit).

This month the bet is on the winner and margin for the 3rd T20 cricket international between the Black Caps and Pakistan. This is being played at the Bay Oval in Mount Maunganui on Sunday 28th January.

The bets are:

<table>
<thead>
<tr>
<th>Winner</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ash</td>
<td>Black Caps 29 runs</td>
</tr>
<tr>
<td>Cody</td>
<td>Black Caps 40 runs</td>
</tr>
<tr>
<td>Daniel Birnie</td>
<td>Black Caps 5 wickets</td>
</tr>
<tr>
<td>Dan Green</td>
<td>Black Caps 47 runs</td>
</tr>
<tr>
<td>Danni</td>
<td>Black Caps 50 runs</td>
</tr>
<tr>
<td>Dave Parsons</td>
<td>Black Caps 23 runs</td>
</tr>
<tr>
<td>David Mowlem</td>
<td>Black Caps 40 runs</td>
</tr>
<tr>
<td>Jonathan</td>
<td>Black Caps 3 wickets</td>
</tr>
<tr>
<td>Neo</td>
<td>Black Caps 4 wickets</td>
</tr>
</tbody>
</table>

---

Vine Online

TRENDING WEBSITES, YOUTUBE, FACEBOOK & INDUSTRY e-INFO

- [www.trevelyan.co.nz](http://www.trevelyan.co.nz)
- [trevelyanspcl](https://trevelyanspcl)
- [facebook.com/trevelyanspcl](https://facebook.com/trevelyanspcl)
- [Zespri Canopy](https://canopy.zespri.com/)
- [www.kisp.co.nz](http://www.kisp.co.nz)

Disclaimer: The information contained in this document is given in good faith, but because in providing this report it has been necessary, in some circumstances, to rely on the information provided by others and a number of future factors, this may influence the result. Accordingly, Trevelyan’s Pack and Cool Ltd and their employees do not accept any liability should any grower or other party incur any loss having relied on information given in this document.