It is an unprecedented time with the world predominantly staying at home, cars parked in the garage, aeroplanes on the ground and petrol reserves stock piling. There are wild animals beginning to roam the streets in some countries. Different governments have tried different strategies to cope with the pandemic, with mixed results. The sky has cleared over Beijing and the planet is enjoying the moment. For all of us in the fruit industry, we are fortunate to be able to keep working and that we are dealing with real food. However, this season has presented like no other. We have all felt the pains of the Eurofins processing and data disruption, which has resulted in the simplification of many parts of the industry. When we eventually turn the corner, it would be nice if we can take some of the learnings from this period to make things a little simpler for our industry, our lives and our planet.
So far we have picked 100,752 bins this season with the details by fruit group as follows:

<table>
<thead>
<tr>
<th>Fruit Group</th>
<th>Bins Picked</th>
<th>Bins Packed</th>
<th>Trays Packed</th>
<th>Average Size</th>
<th>Class 1 %</th>
<th>Trays/Bin</th>
<th>Percent Packed</th>
</tr>
</thead>
<tbody>
<tr>
<td>GACK</td>
<td>73,454</td>
<td>63,542</td>
<td>5,699,726</td>
<td>29.4</td>
<td>89.7</td>
<td>94.5</td>
<td>69.0</td>
</tr>
<tr>
<td>GAOB</td>
<td>7,297</td>
<td>5,625</td>
<td>408</td>
<td>29.7</td>
<td>89.5</td>
<td>92.7</td>
<td>82.6</td>
</tr>
<tr>
<td>G14CK</td>
<td>408</td>
<td>408</td>
<td>29,076</td>
<td>38.7</td>
<td>69.4</td>
<td>71.2</td>
<td>100</td>
</tr>
<tr>
<td>HWCK</td>
<td>18,264</td>
<td>18,264</td>
<td>1,487,566</td>
<td>32.9</td>
<td>83.6</td>
<td>82.0</td>
<td>25.5</td>
</tr>
<tr>
<td>HWOB</td>
<td>1,329</td>
<td>1,329</td>
<td>107,026</td>
<td>36.2</td>
<td>81.0</td>
<td>80.5</td>
<td>33.6</td>
</tr>
<tr>
<td>TOTAL</td>
<td>100,752</td>
<td>90,068</td>
<td>7,928,851</td>
<td></td>
<td></td>
<td></td>
<td>52.2</td>
</tr>
</tbody>
</table>

**Gold3**

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<th>Trays Packed</th>
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<th>Class 1 %</th>
<th>Trays/Bin</th>
<th>Percent Packed</th>
</tr>
</thead>
<tbody>
<tr>
<td>G3CK</td>
<td>5,699,726</td>
<td>2,704,424</td>
<td></td>
<td>47.4</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>G3OB</td>
<td>605,457</td>
<td>232,959</td>
<td></td>
<td>38.5</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>G14CK</td>
<td>29,076</td>
<td>19,137</td>
<td></td>
<td>65.8</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HWCK</td>
<td>1,487,566</td>
<td>970,876</td>
<td></td>
<td>65.3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HWOB</td>
<td>107,026</td>
<td>106,432</td>
<td></td>
<td>0.6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TOTAL</td>
<td>7,928,851</td>
<td>7,928,851</td>
<td></td>
<td>52.2</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Green14**

**Hayward**

## Gold3 Buffer Store

We have been getting enquiries about buffer storing Gold3. This is something we have trialled successfully over the previous two seasons, in anticipation of needing to do so this season to get through the peak of Gold3 harvest.

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NB: these figures are based on the percent of fruit packed to date that have been shipped. They become more relevant once packing has been completed for a fruit group.

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Shipping

<table>
<thead>
<tr>
<th>Fruit Group</th>
<th>Trays Packed</th>
<th>Trays shipped</th>
<th>Trays in Store</th>
<th>% shipped of packed</th>
</tr>
</thead>
<tbody>
<tr>
<td>G3CK</td>
<td>5,699,726</td>
<td>2,704,424</td>
<td>2,995,302</td>
<td>47.4</td>
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<tr>
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<td>516,690</td>
<td>65.3</td>
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**Green14**

**Hayward**
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A: The chart below shows a typical Gold3 harvest compared with our ability to pack the fruit.

Possible to pack.

A: There is no impact on a grower’s submit payment. When possible, spread evenly across growers harvesting at the time.

Q: How are submit payments affected?

One to three days is the normal curing time for Gold3.

A: Two years of trials have shown there is additional weight loss of 0.5% between buffer stored and conventionally packed lines off the same maturity area. This has resulted in a five cent per tray cost to the growers from slightly fewer trays being packed.

Q: How are grower returns impacted?

There are three ways this peak can be dealt with:

- G3 Maximum pack in a Week
- CTXGVUVC[CH]VHTKVCURQUKUHDNGCVRQVOKCNOCFO
- CPFDWHOHTUQVTVGHJXQWNODGVCJVECEPDPQVORCEM

Possible to pack.

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Sustainable Packaging
Sarah Lei – Sustainability Manager

It already feels like a long time ago, given everything that has happened in the interim, but it is barely two months since Zespri announced its ‘Sustainability Targets’ at the Momentum Conference in February 2020.

Zespri’s Sustainability Targets are part of a wider Industry Sustainability Framework which states: “Our purpose is to help people, communities and the environment around the world thrive through the goodness of kiwifruit.”

The Sustainability Framework is based on three pillars – Our Kiwifruit, Our Environment, Our Communities. In line with these pillars, Zespri have focused on specific areas in their Sustainability Targets including packaging, water, climate change, labour and healthy lifestyles.

This article is focused on Zespri’s packaging targets where their goal is to move away from the ‘take, make and dispose’ model of production to reduce their packaging footprint.

Zespri’s targets are that packaging will be:
• 100% recyclable, reusable or compostable by 2025
• Any plastic packaging we use will be made from at least 30% recycled plastic by 2025
• We will reduce our packaging footprint (per kg of fruit) by 25% by 2030

Zespri’s previous efforts to reduce the environmental impact of packaging include weight reduction of liners used in cardboard transport packs, trialling fibre-based solutions for pocket-packs, improving recycling options and eliminating unnecessary packaging.

Kiwifruit packaging is currently dominated by cardboard. Over 95% of packaging used to transport kiwifruit to market is made from this material. The plix liners used in trays have changed little since the 1980s. Moves to bulk packing have reduced transport packaging but fruit are often repackaged before final marketing which increases the impact packaging has.

Trevelyan’s began our sustainability journey in 2011. A key aspect of this journey involved looking at the waste streams generated on site and determining the best way to manage these materials in line with our three sustainability pillars: work smart, tread lightly, respect our people. Analysis of our waste production in 2019 reveals we generated over 244 tonnes of cardboard waste which was compacted and sent to recycling. This equates to around 15g of cardboard per Class 1 tray. Much of this waste arises from packaging used to protect the packaging sent to site. In addition, damaged boxes also contribute to this total.

This illustrates that sustainable packaging is a complex issue. Understanding the current situation requires ongoing monitoring, measurement and careful analysis of existing data. Using recyclable or compostable materials does not necessarily guarantee they are recycled or composted at their final destination.

Plastic recycling requires careful sorting at source. At Trevelyan’s we remain committed to sustainably managing our packaging waste. At present, this involves recycling and monitoring the quantities we generate. We look forward to supporting the industry’s journey towards more sustainable packaging.
A few months back (pre-lockdown), we attended a field day at an organic red orchard. This property has been growing red since 2016 and is going to provide some of Zespri's red budwood for the 2020 tender. I thought it might be helpful to mention a few bullet points from the conversations of that day about this case study.

**Growth**
- High bud-break (60-90%) and flower numbers without high cane
- Vigorous growth – 95% canopy in its second year
- High levels of thinning required, starting really early
- Grows lots of short spurs
- Bigger diameter cane fruited well
- Responded well to girdling and crop load
- Russell was the best male for synchronisation
- No summer pruning required
- Grows best in warm, sheltered environments
- Harvested in March

**Challenges**
- Susceptible to sunburn and skin rub
- Russets, but that fades as the skin darkens
- Redness varies between orchards and fruit
- Short selling window and shelf life
- Variation in maturity
- Tendency to grow flats during some orchards and seasons
- Higher susceptibility for fruit drop but may reduce with earlier harvests
- No organic premium for a few years
- Slightly less PSA tolerant than G3
- 10% increase in cost compared to Gold, due to thinning requirements
- Can go soft if not harvested in time
- No real issues with scale and leaf roller levels at this point. However, thrips have been shown to damage leaves and fruit on other properties

**Other**
- General fruit loss last year in Singapore was due to fruit variability and maturity criteria which is still being developed
- Attracts different consumers to other varieties
- Good to harvest, not much physical damage
- Adds variety to the industry portfolio due to timing, colour and flavour

**NOTE:**
This orchard produced 9200 trays/ha for the 2020 harvest with an average fruit size of 39.4. The average production for the top 50 percent of growers (scaled up to 100 percent canopy) was 10,668 trays/ha with an average size of 37.28.

**Conclusion**
There is potential that red could grow well under organic conditions due to its vigour, however developing size may be the largest constraint. Warm, sheltered conditions were primary factors in choosing a good growing site.

It was also mentioned that globally, Gold3 was a 1 in 100 fruit in terms of its potential. So to expect a repetition of that was unrealistic. Red just offers another interesting option to growers.

**REFERENCES:**
Please see Zespri Canopy for up-to-date information on the red variety.


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Taiao
Slightly off topic (but very relevant in this day in age), is the Maori concept of ‘Taiao’ that Mariana Stephens from the Primary Sector Council spoke passionately about at the Zespri Momentum conference.

The Primary Sector Council brings together the agriculture, food and fibre sectors to achieve more sustainable value by using the principal of Taiao to define their relationship with nature.

"Because we are born of the earth and it is born of us, we have an eternal connection to Taiao – the earth, sky, air, water and life that is all interdependent. Taiao is about finding our way forward by forging an interconnected relationship with that environment based on respect."

As Nigel Woodward says, “our farm is like a Rubik’s cube. Everything is interlinked and if you make one little change it effects many other parts of the operation and that’s what Taiao acknowledges.”

They have a great video here: [fitforabetterworld.org.nz/taiao/](https://fitforabetterworld.org.nz/taiao/)
Is This The New Normal?

The global impacts of Covid-19 are far-reaching and perhaps only at their infancy. The way we work, live, shop and communicate have meant life is considerably different in New Zealand, let alone those communities with far higher Covid-19 infection rates. Only time will tell if the world goes back to the old ways once Covid-19 is over, or if the changes we’re currently experiencing are the new “norm” going forward.

Reflecting on how we grow crops and what’s happening around us, I also wonder if our current state of orcharding will be the “norm” going forward. Just look at the signs:

- Concerns about how we spray – the Bay of Plenty Regional Council is in the process of updating the BOPRC Regional Air Plan to ensure the ongoing safety of our community and the environment.
- What we spray – it has been well-publicised that the Environmental Protection Agency is conducting a review of hydrogen cyanamide, but they are also reviewing a wide range of agrichemicals used in New Zealand horticulture such as Assail (used for PVH/cicada egg control and scale) and Calypso (used for scale control). Products like Rovral, Attack and Lorsban have already been banned by Zespri.
- How we communicate – community concerns about what and how we spray have led to company start-ups such as Seespray offering notification and information services to growers and orchard neighbours.
- Water – concerns regarding the quality and quantity of our water in New Zealand has led to reviews/restrictions on how much water we can use and the types/quantities of nutrients we use.
- Compliance – food safety requirements have increased dramatically over the past few years, as has the focus on worker welfare and good agricultural practices.
- Reporting – to meet these new compliance requirements there has been increased demand in information and reporting, requiring investment in systems and processes.

As an industry, we’ll have to continue to innovate while remaining agile to what consumers demand and what regulations allow. We’ll have to pay more attention to the ecosystems around us with a particular focus on the biology of the soil, allowing us to optimise nutrient inputs, water use and manage pest and disease more effectively. You’ll hear more about principles like regenerative horticulture, soil foodwebs and biodynamics in the future, and while these may seem “left field” to us now, it’s important to understand that such principles are based on sound science. While the traditional spray approach may work for most today, the gradual removal of these products will lead to more lateral thinking, requiring a more rounded understanding of the ecosystems on orchard. The best future control method of cicadas may be to encourage a resident peacock or weka population on the orchard. Reading this, I know many will scoff at that idea but rest assured, this approach is already being successfully used by kiwifruit growers in the Bay of Plenty.
Adding Actigard rates as you see a natural deterioration of leaf condition. KiwiStart and early Mainpack periods, moving to winter suggests applying summer rates of copper through the to protect picking scars. To maintain leaf condition I Growers should apply copper immediately after harvest warm temperatures and often increased rainfall. due to the number of fruit stalk and leaf scar wounds, Autumn is considered a peak Psa infection period Psa Control a clear answer – Psa is always front of mind. May have been a problem at packing? To me, there’s vines with a foliar fertiliser or try tackling scale that I do first? Should I complete a Psa spray, feed the A common question for harvested crops is what should What To Spray After Harvest? to ensuring good production figures for next season. For some. A little care and attention now will go a long way under significant pressure with drought and high pest levels now had two hot, dry summers in a row. This has allowed us When I reflect on the last couple of seasons, I note that we’ve Next Season! Harvested? Time To Set Up For short window to maximise the health of the vine and ensure Plant Health Following Harvest Throughout the year we constantly balance production against vine health. Now we have harvested we have a to managing Psa. KiwiVax remains an option for both conventional and organic growers who want to try an alternative approach KiwiVax is a soil applied rootdrench can be found at More information on the post-harvest use of Actigard against vine health. Now we have harvested we have a More information on Kiwivax and the use of Actigard http://agrimm.co.nz/portfolio-items/kiwivax/}

Foliar protection against Psa – Lime Psa Control® (960ml/ha) with Kwicken (250ml/100L) will help control QoT® is washed below the surface and into the rootzone. but use as much water as required to ensure KiwiVax moisture, wind, cold (including frost) or disease. Actigard® always be applied when using Actigard three weeks of Psa protection - useful as we enter the days to fully protect the plant, but then gives an additional if the leaves are still in good condition. Actigard® HyWett® takes 4-7 internally, this can be extremely effective. Actigard® will not get washed out, it always stays in the leaf. A common question about Actigard® is: “Can I use it to control downy mildew?” Actigard® is NOT a registered product for downy mildew, but can be used as a foliar protectant for mildew. The key benefit of Actigard® is that it is a protective fungicide which is used to control grey mould (Botrytis) in the canopy. Optimal conditions for grey mould development are high humidity, high temperature and fungistasis. Actigard® will inhibit the growth of Botrytis, and also delays the development of resistance to other fungicides. By using Actigard® as part of an integrated strategy to control grey mould, growers are reducing their dependency on other fungicides which can lead to resistance issues. Actigard® can be applied at Psa risk drawing copper into the leaves and damaging them. Do not apply Movento® overwintering scale, reducing the first generation of scale experienced in spring. This application is considered “off- risk drawing copper into the leaves and damaging them. Do not apply Movento® overwintering scale, reducing the first generation of scale experienced in spring. This application is considered “off- risk drawing copper into the leaves and damaging them. Do not apply Movento® overwintering scale, reducing the first generation of scale experienced in spring. This application is considered “off- risk drawing copper into the leaves and damaging them. Do not apply Movento® overwintering scale, reducing the first generation of scale experienced in spring. This application is considered “off- risk drawing copper into the leaves and damaging them. Do not apply Movento® overwintering scale, reducing the first generation of scale experienced in spring. This application is considered “off-
Welcome

9GNEQOGCNPNTQYGTUYQCTGRCEMKPVIJKGTKHTKVYKVLY6TGN(CP1UHQT)GTUUVKG9GNQMQHQTYY to your contribution to our grower family and seeing our diversity enriched. For those growers who continue to pack with Trevelyan’s, thank you for your continued commitment and support.

Your directors met twice in March. Our second meeting was after the level 4 lockdown had started, which dominated the agenda. Our recent April meeting (while addressing the usual agenda items for this time of year), was also largely taken up with Covid-19 matters.

Risk, Reward, and Behaviour

Your directors are strong supporters of seeing money flow to where benefits are attained, usually as a result of strong management patterns and a certain amount of risk uptake. They are also quite cognisant of fairness, not only from an equity aspect, but also timing, and particularly where rules apply. Of particular abhorrence is a retrospective decision that means the playing field has changed after kick-off. Those sort of decisions are rarely entertained, but when they are, the dynamics of the moment are usually extreme. Such was the situation your directors encountered at their second March meeting. In the moment, the decisions taken around 100% pooling, I believe, were the correct ones.

However, a window of opportunity arose at our April meeting to reconsider the Hayward Pools decision. This was because allocation supply was about to close 34 hours after our meeting concluded. Hayward main pack harvesting decisions were about to appear on the horizon. Because a further change in the Hayward Pools could be implemented without any retrospective effect, your directors, with the benefit of fuller knowledge and certainty of how the 2020 harvest and packing season was progressing, ‘bit the bullet’ and amended their 100% Hayward Pooling decision to 25% direct and 75% pooled. This will ensure there is reward for risk pertaining to storage incentives, and that growers who have put the effort into developing crops that will store well, will decide their harvest timing based also upon the amended reward profile available.

That same scenario could not be applied to the Gold3 Pool because the harvest of Gold was too far progressed.

Growers should be aware that Trevelyan Pack & Cool Ltd has had to spend additional money to ‘renovate’ the packhouses and change the levels of supervision to ensure Covid-19 level 4 protocols are strictly adhered to and their privileged position as an essential service operator was maintained and our fruit was packed. These costs were not even contemplated when the packing rates were set in the 2020 Packing Agreement. In due course, these extra costs will be presented to your directors, and as provided for within the 2020 Packing Contract, a decision will be made on where those expenses will settle.

Shopping is Fun

On a lighter note, I, as the designated shopper for our household in lockdown, have enjoyed the opportunity to have about 112% of the supermarket shopping list deposited in the trolley at the checkout. The supermarket staff have been excellent in assisting me to locate the products that I am used to finding only in our pantry. My simple request to have the shopping list scheduled in the order in which the products will appear on my aisle-by-aisle journey paid off in time efficiency. Only two and a half hours later did I return home with the goodies. I am sure that time investment will reduce as we move from level four down to level three, and to level two.

Keep healthy, keep safe, and we all look forward to the harvest being completed.

Your directors are available to talk over any kiwifruit industry concerns you may have.

Colin Olesen – Chair

Colin Olesen – TGL Chair

Colin’s Chatter

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Colin Olesen – TGL Chair
**TGL Director**

Murray Cresswell

**Q: What are your non-work interests?**

+PO[URCTKVG0485KMGVURGPVF VKG0YKVF]H0CKN[CV]GDCJE[CPF UJKP0XGT3U33GTO3UMK3PIFVTPIV 3GYKPVGT3O3CNQ3D3VK0HC3R3V3Q3TN JGCF3FP3Q3G3Q3V3T3C3E3P3I3+OC MG3PTW3ID3H3QN3Y3G3TPF3V3T3Q3W3J3N GPLQ8GFV]G3URTKVKRVQ3QTGC3CPF ,CRC3P3C3U3V3[G3CT3G3U3W3N3V3G3Z3E3G3RV3G3F

**Q: Why did you become a TGL director and what do you wish to achieve?**

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**Zespri Organics’ New Marketing Video**

Zespri's new marketing video for organics has been released, to coincide with our 2020 fruit arriving in market. It conveys a message about the diverse aspects of nature that work together with growers to create Zespri's organic kiwifruit.

https://youtu.be/std-frut47o